



# Selling Your Rental Property With T&H



This e-book is designed to help you understand the benefits and processes of selling your Indianapolis Rental Property with T&H.





# Introduction

As an Indianapolis rental property investor, there will inevitably come a time when you decide to sell one, or all of your properties.

We realize that this is a natural part of the rental investment cycle, and so we have put processes and resources in place to provide the best sales experience possible for our Clients.

As a fully licensed brokerage, we can facilitate the entire home selling process for you.

We know you have a lot of options when it comes to choosing an Agent, but we hope that you'll see the benefit of continuing our partnership from management to selling.





# Overview

There is a series of events that will take place once you inform us you would like to sell a property. Let's examine some of those now...

**CMA** - Our sales team will conduct a Comparative Market Analysis (CMA) to see how the market is currently performing and get a ballpark for what your property could sell for.

We will couple this with an estimated net proceeds sheet so you can have a firm understanding of the costs associated with selling your property.

At this time, we will take into account if your property is vacant or occupied and advise you on our recommended strategy. There are pros and cons to selling a home vacant vs. occupied.



**Property Assessment** - If after looking over the numbers you determine you would like to move forward with selling, our Agent will visit the property to ascertain the current condition and determine any work that may need to be completed prior to listing.

Once the evaluation is complete, we will nail down a list price and send a listing contract for your signature.

# Why Should I Sell With T&H?

We've talked a little about our technical process, which honestly, isn't terribly different than any other brokerage.

But there are several advantages and benefits to using us to sell your property which we will discuss next.







# 1 – Proprietary Knowledge and Insight

We know your property well because we've managed it. Whether we have been your property managers for a short time or a long time, we have been through the property and we know its strengths and weaknesses. This makes it a lot easier to transition from a rental to a sale.

There's no learning curve, and we can get right to work.

We also have all of your Tenant's contact information and a working relationship with them, which allows us to simplify the showing process and get your property on the market even before a tenant vacates. We can also try to facilitate a sale to your Tenants, which is a win-win for everyone. Any presale work or inspections can also be efficiently managed.

Between your Property Manager, who is extremely familiar with the home, all of the documented maintenance history and notes, as well as a dedicated REALTOR, you're getting a level of service not found just anywhere.

Another perk is you can use your existing T&H Realty account to move funds when you have to pay for repairs or other items. That makes managing this process a lot easier.



## 2 – Protection During Vacancy

Technically, when your Tenant moves out and you decide to sell your property, your contract with us ends, absolving both sides of any duties or obligations.

But, as we know all too well, vacant properties are vulnerable. The last thing you want is for something catastrophic to happen to your home while it's on the market, diminishing your chances of getting it sold.

So, to help prevent and minimize emergencies in your vacant property while we're trying to sell it, you have the option to sign an addendum giving us continued management responsibilities.

This is an invaluable service that you won't get selling your property with just any agent.





## 3 – Dual Approach

When you work with us, you get a dual approach to the sale and the rental of your property. If for whatever reason your home does not sell or you're not 100% sure whether you want to sell or lease it again, we can list it for rent at the same time.

This minimizes your vacancy and gives you options and flexibility.

## 4 – Exclusive Investor Network

We currently have a list of over 150 investors looking to acquire properties here in Indianapolis. What does that mean for you?

It means that before we even list the property on the open market, you could have 1 or more offers from other Investors actively trying to grow their portfolio.

As you can imagine, homes that we have managed and have proven revenue are very attractive to prospective buyers.

Occupied homes are especially hot commodities among our investor network.



# How Much Will it Cost to Sell with T&H?

In Indiana it is customary for the seller to pay the entire commission.

Our standard rate is 6% of the selling price and that amount is split evenly between us and the Buyer's Agent.

This covers all services throughout the process from start to finish with no other fees involved.

However, keep in mind you will have other standard closing costs such as title fees, taxes, etc.





# Can I Use a Non T&H Agent?

You are not under any contractual obligation to use T&H to sell your home.

If you do opt to use an outside Agent, they will be solely responsible for coordinating and facilitating anything needed to get the home ready to list as well as coordinating showings, etc.

You will also be responsible for utility management and payments, as well as any lawn or snow service that may be required.







After professional photos are obtained, your property will be listed on our local MLS and syndicated out to hundreds of sites including Zillow, Hotpads, Realtor.com, Trulia, and many more.

[illegible]



# What Should I Expect During the Selling Process?

Whether you're selling your home vacant or occupied, you can expect these standard services:

- Professional Photos\*
- Weekly listing activity feedback and updates
- IAR State Standardized Documents and Contracts
- Title company recommendation and facilitation

Depending on the occupancy status of your property at the time of the sale will determine next steps.

*\*In some instances, it's more efficient and beneficial to use rental marketing photos from before the tenants moved in if you are selling your property occupied. We will assess this on a case by case basis and advise accordingly.*



# Vacant Selling Process

If the property is to be sold vacant, the process will start once the tenant vacates.

Once the tenant has moved out, both the Project Manager and your Agent will walk the property within 2 business days.

The Project Manager will perform the normal move-out process to determine if there are any tenant damages so we can process the security deposit accordingly.

Your Agent will assess the property to help you determine what work may need to be completed prior to listing to help the home show, and ultimately, sell better.

The Project Manager will assist in obtaining estimates and overseeing all agreed upon work to completion.

Once all work has been completed, we'll obtain new marketing photos and get your property listed.



# Occupied Selling Process

In the event you decide to sell your property while the tenants are still living there, the process is fairly similar.

However, typically with an occupied home we don't anticipate doing much work and just selling as is to another investor.

Your Agent will still visit the property to get a good idea of the general condition so it can be marketed properly.

We will work with the tenants to facilitate showings and ensure we follow proper notice guidelines to minimize frustration and inconvenience.





# Start the Sales Conversation



Our in-house brokerage team is ready to assist you in the sale of your property!

Click the link below to be directed to a form to start the conversation.

[Talk to an Agent](#)

