

The Complete Guide
to Selling Your House

AS-IS

Does your house need work?

Maybe the roof leaks, the AC is shot, or it just needs a complete makeover. If you don't have the time, money, or energy to fix it up before selling, you have options. You can sell it as-is.



Selling as-is means you're selling the house in its current condition without making any repairs. No painting. No new carpet. No fixing that leaky roof. You sell it exactly as it sits today. Maybe you inherited a house you never wanted. Maybe you're going through a divorce and need to move on quickly. Maybe you're facing foreclosure. Whatever your situation, selling as-is can be the fastest way out.

This guide explains what as-is really means, when it makes sense, and how to find a buyer who'll actually follow through.

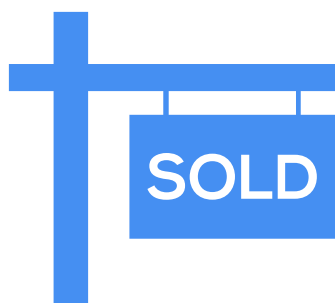


WHAT DOES "AS-IS" REALLY MEAN?

When you sell a house as-is, you're telling buyers "this is what you get." They're buying the house with all its problems, from small stuff like outdated countertops to big issues like foundation cracks or a bad roof.

Here's what's important: as-is doesn't mean you can hide problems. In Florida, you still have to tell buyers about any major issues you know about. If the roof leaks or the AC doesn't work, you have to say so. What as-is means is that after you tell them about the problems, you're not fixing them. They can take the house as it is or walk away.

There's also a big difference between selling as-is with a real estate agent versus selling to a cash buyer. With an agent, buyers can still do inspections and they'll try to negotiate the price down based on what they find. Some will walk away entirely. With a cash buyer who buys as-is properties, it's simpler. They make an offer knowing the house needs work. No inspection drama, no last-minute price drops.



WHEN SELLING AS-IS MAKES SENSE

Selling as-is isn't always the right choice. If your house just needs paint and new carpet, you might make more money by doing those fixes first. But if you're dealing with major repairs or you need to sell fast, as-is might be your best bet.

Here's when as-is makes the most sense. You inherited a property that needs work and you don't want to invest in a house you never planned to own. You're going through a divorce and need to split assets quickly. You're facing foreclosure and every day counts. You're relocating for work and can't manage contractors from across the country. The house has major problems like foundation issues, mold, or water damage that would cost a fortune to fix.

Ask yourself this: will the money I spend on repairs actually give me a higher sale price that makes it worth it? Sometimes yes. If you're in a hot market and your house just needs minor touch-ups, those small fixes could pay off. But if you're looking at \$30,000 in roof repairs or \$50,000 for foundation work, you probably won't get that money back. And even if you break even, you have to deal with the time and stress of managing those repairs.

YOUR THREE OPTIONS FOR SELLING **AS-IS**

You have three main ways to sell as-is: list with a real estate agent, sell to an iBuyer platform, or sell to a local cash buyer.

1 Listing with a traditional agent...

means putting your house on the MLS and marketing it to buyers. The upside is you reach more people, which might get you a higher price. The downside? Even when you list as-is, buyers will do inspections. When they see problems, many will try to lower the price or walk away completely. You could spend months showing the house and dealing with failed contracts. Plus you'll pay 5-6% in agent commissions.

2 iBuyer platforms...

give you instant online offers. Sounds convenient, but they charge service fees of 5-10% of your sale price, and their offers are often low, especially for houses needing repairs. They also only work in certain areas and can take 30-60 days to actually close.

3 Local cash buyers...

like **Golex Properties** specialize in as-is sales. They look at your property, make you a cash offer in 24-48 hours, and can close in as little as 7-14 days. They also cover all your closing costs, including doc stamps. No financing falling through, no inspection negotiations, no repairs on your end. Cash offers are usually lower than retail, but when you factor in repair costs, agent fees, closing costs, and months of carrying costs, you often end up with the same amount of money or more.

THE HIDDEN COSTS OF SELLING AS-IS WITH AN AGENT

A lot of sellers think listing with an agent will always make them more money. But hidden costs add up fast.



Agent commissions take 6% right off the top. On a **\$300,000 house**, that's **\$18,000**. Then there are **carrying costs**. Every month your house sits on the market, you're paying the mortgage, taxes, insurance, and utilities. **Four months** could easily cost you **\$6,000-\$8,000 more**.

Then comes the **negotiation game**. You **list** for **\$300,000**. Someone **offers \$290,000**. You accept. They do their inspection and find problems you already disclosed. Now they **want a \$15,000 credit** or they'll walk. You either **start over or accept \$275,000**. After commissions and carrying costs, you might **walk away with \$250,000**. And it took **six months of stress**.

Compare that to a **cash offer of \$270,000**. No commissions, no negotiations, no waiting. You **close in two weeks** and walk away **with \$270,000**. Same money or more, and way **less hassle**.

COMMON MISTAKES TO AVOID

1 Don't hide problems.

Some sellers think as-is means they don't have to disclose issues. Wrong. Florida law requires you to tell buyers about known defects. If you hide a cracked foundation or leaky roof, they can sue you after closing. Always be honest.

2 Don't take the first offer without comparing.

Get multiple offers if you can. Compare not just the price but the terms. Who pays closing costs? What's the timeline? Are there contingencies that let them back out? Can they prove they have the money?

3 Watch out for assignable contracts and novation clauses.

These are the most common traps sellers fall into. An assignable contract means the buyer can flip your deal to someone else without your permission. A novation clause does the same thing. If you see either of these in your contract, you're not dealing with the real buyer. You're dealing with a wholesaler who's trying to make money by passing your contract to another investor. Always ask for proof of funds and make sure you're working with the actual buyer who will close on your property.

4 Watch out for non-FAR-BAR contracts.

In Florida, the standard contract is called FAR-BAR, which stands for Florida Association of Realtors and Florida Bar. This contract is fair to both buyers and sellers. Some buyers use their own custom contracts with terms that heavily favor them and leave you vulnerable. If someone hands you a contract that isn't FAR-BAR, ask why. A legitimate buyer should be willing to use the standard contract or at least explain their terms clearly.



Read the fine print. Make sure the contract clearly says the sale is as-is with no repairs and no credits. Some buyers will try to renegotiate after their inspection even though they agreed to as-is.

HOW TO EVALUATE *AS-IS* OFFERS

Don't just look at the dollar amount. Look at the terms.

Can they prove they have the money? If they can't show you a bank letter or proof of funds, walk away. Can they assign the contract to someone else? If yes, they're a wholesaler, not a real buyer. Who pays closing costs? Get it in writing that they cover everything including doc stamps. Are there contingencies? The fewer ways they can back out, the better. What's the timeline? Can they close on your schedule?

The best as-is offer isn't always the highest number. It's the one that gives you certainty. A \$280,000 cash offer with no contingencies that closes in 10 days might be better than a \$295,000 offer that needs financing and could fall through.



WHY GOLEX PROPERTIES IS YOUR BEST OPTION

At Golex Properties, we buy houses as-is. That's what we do. We've bought over 1,600 Florida homes, many needing major repairs.

We're the actual buyers, not middlemen. Our contracts say we can't flip your deal to someone else. We show you proof of funds up front. We use Florida's standard FAR-BAR contract and our licensed agents walk you through every detail. We cover all closing costs including doc stamps and put that in writing. No surprise deductions.

We close in 7-14 days if you need speed, or we work around your timeline. We'll even let you stay in the house for up to 30 days after closing if you need time to move.

We Also Buy Properties With Tenants In Place

Here's something most buyers won't do: we buy houses even when you have tenants living in them. This is huge if you're a tired landlord, inherited a rental property, or you're dealing with problem tenants. Most traditional buyers want an empty house. Even investors usually want you to get the tenants out first. We're different. We'll buy your property with tenants in place and handle everything from there.

Good tenants with a valid lease? We'll honor it and take over as landlord. Month-to-month tenants? We'll handle the proper notice periods. Problem tenants who aren't paying rent? We'll deal with them. You don't have to worry about evictions or any landlord headaches. Best part? We don't need showings. Traditional sales mean strangers walking through while your tenants are trying to live their lives. We make an offer based on the property itself. Your tenants won't be disturbed.



Whether your rental has great tenants or people who haven't paid in months, we can still buy it.



Our goal isn't just buying your house. It's helping you make the right choice for your situation.



(888) 859-9224



GolexProperties.com

Get a no-obligation cash offer and sell your house as-is, with or without tenants, without the stress.

Contact us and sell your home fast!

