

MAXIMIZING YOUR SALE



Why Selling to Investors Just Makes Sense

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Introduction

Welcome! You might be asking why sell your property to an investor? This guide is going to give you some insight on why to do just that!

Discover the benefits of a streamlined process, potential for a cash offer, and minimal need for repairs.

Gain insights into what investors seek in a property, and learn how to present yours in the best light.

By the end, you'll be equipped for a successful transaction. For further assistance, reach out to us anytime.

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*Kevin Bartlett is a licensed real estate broker In Florida.
No Brokerage relationship in effect.



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Understanding the Role of an Investor

There is no doubt that investors play a pivotal role in the real estate market.

A real estate investor is a person or an entity who has the desire to acquire properties with the purpose of realizing a positive return on their investment through the sale of these properties.

As a result, investors may be able to make a profit whether they rent their properties or they appreciate their property. Rental income, property appreciation, or a combination of both.



Investor Characteristics

1

Purpose-Driven

Investors operate with distinct objectives, whether it's to secure rental income, engage in property renovation and resale (flipping), or hold properties for long-term growth.

2

Financial Acumen

They evaluate potential investments based on factors like purchase price, projected expenses, anticipated rental income, and potential for property appreciation.

3

Risk Resilient

Investors acknowledge that all investments carry some level of risk. They diligently assess and manage risks to make well-informed decisions.





4

Market Proficiency

They stay abreast of local real estate trends, property valuations, and economic factors that exert influence on the market.



5

Diversified Portfolio

Many investors strive to diversify their real estate holdings by owning different types of properties in various locations.

6

Forward-Thinking

While some investors concentrate on immediate gains, others adopt a buy-and-hold strategy, aiming for sustained returns over time.



Why Sell to Cobia Holdings?

We've been in the Real Estate Industry for many years, with a combined 20 years total experience. Our team was born in Lee & Collier Counties, and we deeply care about this area. We started after Hurricane Ian to help our friends and neighbors that were struggling with everything from liquidating their property for cash quickly – to find another home as well as repairs and questions. Ready to sell your home in Naples or Fort Myers for Cash? Still uncertain? Learn about the process below.

01

No Hassles or Repair Costs

We buy property truly 'As-Is', and we mean it. No Repairs. No new appliances. No cleaning. No hassles.

02

More Cash in Your Pocket

We put more cash in your pocket with and work with sellers who are looking for No Commissions, No Closing Costs, and No Hidden Fees.

03

Extremely Flexible & Helpful

We work at your pace – fast or slow, or on a schedule. Close when you want. You can stay in your house after closing too.

04

Simple, Easy & Here For You

Unlike conventional real estate deals where you have to make a lot of decisions and be a part of every facet – we handle everything for you.

THE COST OF SELLING

Selling a home for cash can be tricky, especially in Southwest Florida. People who want to buy houses usually want them to be ready to live in without having to do any work or repairs. So if you want to sell your house you might have to spend some money first. You might need to buy new things like appliances, or fix things like walls or roofs.

Additionally, on average, people who sell their homes in Southwest Florida spend about 2% of the selling price on these things. So if your house sells for \$350,000, that would be \$7,000 out of your own pocket! Combine that with closing costs and realtor commissions and the average home seller ONLY nets around 90% of the total price. On a \$300,000 home that's a fee of \$30,000 – \$50,000 depending on repairs required.

	Our Offer	Traditional Offer
Days on the Market	0	120 +/- Days
Closing Date	You Choose	90 +/- Days
Stay After Closing	You Choose	No
Commissions	\$0	6%
Closing costs	\$0	1-2%
Service charge	\$0	\$295
Repair Costs	\$0	2-3%
Seller Concessions	\$0	1-2%

***Traditional Offer Comparison Information is based on current local data (SWFL).**



What's The Process?

We strive to make the process as easy as possible! We want you to love working with us!

01

Feel Free to Call

(or email) us to discuss your property. We understand that your time is precious, so we promise to keep the conversation brief, typically lasting only 5-10 minutes.

Give us a chance to make a good impression on you.

02

Receive an immediate offer.

We guarantee to call you back on the same day with a no-cost, no-obligation offer.

03

Choose your preferred closing date.

to accommodate your busy schedule. Whether you want to close quickly or slowly, we're happy to oblige. Additionally, you can even remain in your home for a few days, weeks, or even months after closing, if you wish.

Frequently Asked Questions



What makes us different?

There are many things that set us apart. What sets us apart is our wealth of experience in cash transactions in the real estate business as well as our general real estate prowess, which should provide you with peace of mind.

But, that's not all. In addition to our experience, we're also completely local and native to Southwest Florida – being born and raised in the area. We are familiar with the market and offer fair prices. We are easily accessible, and our strong reputation precedes us. We're also not here to just make a quick buck. We want to have each deal we participate in be a win-win situation for us and our clients and will work with you on how to best accomplish this for your unique needs.

In addition, we have robust financials, and we pay cash for our deals, which means less hassle and less risk for you. We don't require surveys, appraisals, or formal inspections, and our contracts are solid, ensuring that we do what we say we will do. Our ethical standards are impeccable. All our agents are licensed and insured real estate agents who have worked with us for many years.

How do we determine price?

At our company, we are licensed real estate agents, giving us access to the Multiple Listing Service (MLS). This allows us to view all active, pending, and sold properties in your area. Similar to an appraiser, we analyze this information to establish a price range that we believe your home falls within. It's important to note that each house is unique and may have different upgrades and improvements.

Therefore, we request that you describe your property and any enhancements you have made when we speak. This information will be taken into account when determining the most accurate price for your home.

Do I need to make repairs before selling to an investor?

No, not at all! We purchase properties in as-is condition. Here are some of the top home problems we work with- broken air conditioners, roof issues, plumbing problems, needs new flooring, animal infestations, anything imaginable!

VENDOR RECOMMENDATIONS

The homeowner has made a few improvements to the home and also some repairs. We want to make sure you're aware and have all the information on the updates and repairs that have been completed.

PLUMBING

Coastal Plumbing & Mechanical Corporation
239-643-3278
www.coastalplumbing.com

Aztec Plumbing
239-719-6839

LOCKSMITH

David Meiser
239-839-8368

John A. Koons Locksmiths
239-933-1511

POOL SERVICE

Corkscrew Pool Service
941-500-4333

Edgewater Pools & Spas
239-961-8379

CARPET/TILE CLEANING

AAdvanced Cleaners
239-275-0513

HANDYMAN

Brad Meiser
239-839-8362

Tom Zebley
239-913-9296

Omar Rojas
615-987-2738

Clint Boyer
239-745-2547

John Calabrese
614-572-6547

WHAT CLIENTS ARE SAYING ON GOOGLE



Kevin was extremely professional and acted in our best interests. He was not only interested in doing a sale but rather finding us a home that fit our needs exactly. I would recommend him to any of my friends and family who are looking to purchase a home.

-Maria McWalters



Kevin is a true class act! His expertise and professionalism is extraordinary. Extremely knowledgeable and helpful, he will help you meet any real estate goals you may have with superior results. Thank you for everything!

-Tadas Izdonavicius



I recently called Kevin after 10 p.m. on a Friday night. I was able for Kevin to text me right away letting me know that he was able to help. We met the next morning after his first appointment. He knew about everything that was going on in the market. I ended up purchasing a home from Kevin that was located in Bonita. I would always recommend my friends to Kevin Bartlett, he's a top notch agent who doesn't pressure you into a decision.

-Kaitlin Rurka

Take The Next Step Today!

If you are looking to sell your home for cash? Cobia Holdings is here to help! We are committed to providing exceptional service throughout all of Southwest Florida! If you are going through a divorce, probate, eviction or even have back taxes, we are here for you!

Take a minute to read everything over and please do not hesitate to contact us at any time!

**Let us buy your property for
CASH today!**

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