

# SASH Managed Home Sale

## *Frequently Asked Questions*



### **What is a SASH Managed Home Sale, and how does it work?**

In normal market listings, the homeowner is responsible for handling the many tasks and expenses of cleaning out their home and preparing it for sale. This can be stressful and overwhelming.

In a SASH Managed Home Sale, the homeowner can enjoy a simpler and easier home sale, leaving the work and to-do lists to SASH. Our clients enjoy a full range of services that can be rolled into the home sale process, such as sorting, packing, and moving services, estate sale services, emptying the home, repairs and updates, cleaning and staging, and landscaping. It is a true one-stop home sale service, managed by SASH from start to sold. The SASH Managed Home Sale utilizes a short-term source of funds that is paid off out of the sale proceeds, allowing our clients to have virtually no out of pocket expenses throughout the process. In some cases, a cash advance to the homeowner may also be available, providing funds for immediate needs. Each home sale and the services provided are custom-designed around the client's specific needs and plans.

SASH increases the value of the home through our expert market preparation, ranging from light cosmetic improvements to full scale renovations. Our goal is to create the highest possible net proceeds for our client, while also significantly reducing the stress and hassle of the sale.

### **Why do homeowners choose a SASH Managed Home Sale over a normal market listing?**

There are many reasons why our clients choose a SASH Managed Home Sale. Some do not want to do all of the work of preparing their home for market, and prefer SASH to manage this. Many are interested in seeing their home get updated or renovated for a higher potential sale price. Other clients would like the assistance of complete packing and moving services, or would benefit from a cash advance. Some clients live out of state and cannot manage it themselves.



Whatever the reason, they are grateful to have an experienced and professional real estate team oversee all of the to-do lists, expenses, tasks, and details of their sale, while still maximizing their net proceeds.

### **How long has SASH been providing the SASH Managed Home Sale to clients?**

SASH provided its first SASH Managed Home Sale in 2009, and has successfully served many, many clients using this unique and proprietary process. It is our most popular SASH Services home sale, because it allows the client to benefit from the "upside" of selling their home at the highest possible value, but without having to handle all of the work on their own to get there.

Our services have earned us high marks from clients and their families, as well as positive reviews from our colleagues and service providers, and an A+ Rating with the Better Business Bureau.

## What services are included in a SASH Managed Home Sale?

Each SASH Managed Home Sale is designed around the specific needs of the homeowner and their family. Services can be chosen “a la carte” depending on our clients’ most important priorities. This may include packing and sorting household items, moving services to the new home, distributing furniture and valuables to family members or charities, oversight of estate sales to monetize the household items, light repairs to full-scale renovation services, cleaning, landscaping, staging, and many more custom services. Our services may also include funding towards our clients’ immediate needs, payoff of mortgages, and / or a cash advance. No two SASH Managed Home Sales are alike, since each one is tailored to serve the client’s specific needs, goals, and desired timeline.

## Who is eligible to have a SASH Managed Home Sale?

Eligibility is determined by the specific numbers of the transaction, which is done by a SASH Client Service Manager. We look at the potential sale price of the home, as well as the anticipated expenses of the services provided and selling expenses, to see if the home would qualify. In all cases, clients are planning to move to a new home and wish for their home to be sold with SASH. There are no age limitations. Inquire with SASH about the geographical areas that we cover.

## My house is full - can SASH provide assistance with all of my household items?

Yes, SASH is very experienced with the process of divesting household items prior to the home sale. We contract with professional downsizing companies who specialize in efficient and cost-effective services. SASH can also coordinate steps to monetize household items through estate sales or online auctions. This offsets the costs of cleaning out the home, and can sometimes create additional income for our clients.



## I am interested in the cash advance. How does that work?

Depending on the numbers of the specific home sale, SASH may be able to provide a cash advance from the future profit of the sale soon after we begin. Many of our clients have greatly benefited from this feature of our SASH Managed Home Sale, because it allows them to cover housing costs at their new home, to pay off bills or debt, to pay for care, or many other things. Ask your Client Service Manager about whether your transaction qualifies for a cash advance.

## Is SASH qualified to do updates or repairs on my home?

Yes. SASH has renovated over two hundred homes since we were founded, from light cosmetic updates to full scale renovations. SASH is a licensed, bonded, and insured general contractor, and we only use licensed and insured subcontractors to perform work on our homes. Our extensive experience enables us to create great outcomes for our clients’ home sales, by selecting the improvements that appeal to current buyers, and that provide a strong return on investment.

## Can I stay in the home while the renovation work is being done?

SASH only begins work on the home after our clients have moved out. This allows the work to be more efficient and cost-effective, causes less disruption to our clients' daily routines, and preserves privacy and safety for our clients.

## How do I find out if my home is eligible for a SASH Managed Home Sale?

The first step is to contact SASH. You can call our main office at 206-501-4375, toll free at 1-888-400-SASH (7274), or email us at [info@sashservices.com](mailto:info@sashservices.com). We'll gather some information, and will have one of our trained and experienced Client Service Managers call you to schedule a home visit. During the first visit, they will assess the home and learn about your specific needs and goals. The Client Service Manager then does a full property and market analysis. A second visit is scheduled to go over the market analysis, home sale options, and specific transaction numbers together. There are many opportunities to ask questions, and we proceed on your timeline.

## What does it cost to find out if my home qualifies for a SASH Managed Home Sale?

SASH has never charged a fee to provide information about our home sale options to our clients and their families. We provide this service so that our clients can be well informed, and can choose the best route for them.

## Who can I involve in this decision to sell my home?

You can invite family, friends, advisors, or other decision makers to be a part of the process as you evaluate your home sale options. We encourage our clients to involve all decision makers in the process, so that everyone can have their questions answered and can confidently move forward.



## What does SASH charge for a SASH Managed Home Sale?

Since every single home sale we manage is unique and different than any other, SASH does not have a “one-size-fits-all” fee for our services. Each SASH Managed Home Sale is evaluated by many factors, including the services provided, the size of the renovation, financial risks, and more. As payment for our services, SASH receives a small percentage of the net proceeds of the sale, as well as a low flat management fee. These numbers are shared up front when we present the home sale options to our client, with no surprises or hidden fees.

In every case, SASH's income is tied to the outcome of the transaction. We are not paid until the home has been sold and our services are complete. Our goal is always to net our clients the highest sale proceeds possible, provide great service and achieve the goals of the sale.

## How long will it take to have a SASH Managed Home Sale?

This depends on many factors, including the amount of household items in the home, the scope of updates and renovations, current real estate market activity, and more. We will provide an estimate based on how much time we believe it will take for your specific home sale.



## What if I have a mortgage on my home?

SASH has served many clients who had a mortgage on their home at the time we met with them. The balance of the mortgage on your home, and its relation to your home's value, is one of the factors used in determining the best home sale options for you. Also, we consider any other liens or debts that need to be paid off through the home sale process. Your Client Service Manager will provide guidance and information based on your specific situation.

## What about other liens or debts I hope to pay off?

Sometimes our clients have car loans, property taxes, credit card loans, or other debts that they hope to pay off with the sale of their home. When we put together your home sale options, we can certainly include them in the overall assessment, and will share those options with you.

## Who lists my home on the market in a SASH Managed Home Sale?

SASH Realty LLC, our full service real estate brokerage, lists every one of our SASH Managed Homes ([www.sashrealty.com](http://www.sashrealty.com)). This allows us to provide continuity of service throughout the transaction, and to safeguard the high standards and goals of the sale. Homes sold through SASH Realty typically sell faster and for higher sale prices than the market averages due to our experience, expertise, and the quality of work we put into the marketing and presentation.

## What if a market listing is the best home sale option for me?

The beauty of SASH is that we provide a full range of options for your home sale. Whether you choose a SASH Managed Home Sale or a traditional market listing, we are here to help you achieve the best outcome possible. Our full service real estate brokerage, SASH Realty, has successfully sold many homes with a traditional market listing, with superb marketing, expert representation, and dedicated client care. Your market listing is in good hands with SASH Realty.



## When will I receive the funds from my home sale?

A SASH Managed Home Sale involves many individual expenses – from sorting and packing, to repairs and landscaping, to cleaning and staging. We ensure that all of these expenses have been covered and the accounting is complete before we distribute the net proceeds to our client. This normally takes about 3 weeks following the closing of the home sale.

## I have additional questions about a SASH Managed Home Sale. Who can I call?

We encourage you to explore all of the information we provide about our home sale services. You can visit our website at [www.sashservices.com](http://www.sashservices.com) to learn more. We also invite you to call us at 206-501-4375, or toll free at 1-888-400-SASH(7274) to ask questions about your specific situation. All inquiries are confidential, with no obligation.

**We look forward to the opportunity to provide you and your family with an outstanding home sale experience!**

