

FREQUENTLY ASKED QUESTIONS

Is the house available as a straight lease?

The preference is a 1 year lease with an option to buy. With a full year of on-time payments, the lease and option can be renewed for another year. If your application for a lease with option to buy is not acceptable, we will consider the application for a straight lease.

How does the lease option work?

It is a lease with option to purchase. There is a \$5,000 option fee due with move-in. If payments are on time during the first year of the lease with option to buy, it can be renewed for one more year. Similarly, after two years of on-time payments, you can renew the lease and option to buy again. This gives you 3 years to exercise the option. The purchase price and lease rate are established up front and never changes. This allows you time to build up your credit for finance. The option to buy can be exercised anytime during the lease period(s). If exercised, the option fee is applied to the purchase price. If not exercised, it is forfeited.

Are there lease with option to buy finance programs available?

Yes. The TRIO is a program in conjunction with FHA that lets you have an option to buy for 1-5 years if you meet their prequalification standards. More information is on the web and at <https://www.thinktrio.com/whatistrio.php>

What type of finance is available to buy?

There are many financing websites available on the Internet. Examples are: Quicken, Nationwidemortgage, LendingTree or Guaranteedrate. FHA-TRIO supports Lease Option to Buy for 1-5 years (<https://www.thinktrio.com/whatistrio.php>). In addition, the owner will consider providing finance for 10% of the purchase price at market plus 2% or 8%, whichever is greater with interest only and payoff in five years.

What are requirements to qualify?

We focus on rental history and ability to pay. We will work with you with glitches in your credit report as long as there is a positive trend to improve it so that you can qualify for a mortgage or lease to own TRIO program in the future.

I will be moving in during the middle of the month. Can the monthly rent be prorated?

The monthly rent is prorated. However a full month's rent plus the security deposit is due at start of lease. The prorated amount is due at the next month's payment.

If I agree to a lease with option to buy, can I purchase the house in 6 months?

You can purchase the option anytime during the lease period. The option fee is applied to the purchase price. The TRIO-FHA program is different and you would have to do your own research on it.

If something changes in my life and I do not exercise the option fee, what happens to my option fee?

The option fee is non-refundable. The monthly lease amount is fixed and it does not rise with the market from year to year. The sales price is also fixed and does not increase with the market. There is a cost for that and the option fee is only a small amount for this benefit. Most option fees are 3% to

5% of the sale price. Ours is much less. Our emphasis is getting lessees who can have a pride in ownership and will eventually buy.

Can I buy it now?

It is available for sale. If you want to make an offer now, request an offer package and we will send you forms to complete. An alternatives to contact a broker. We provide broker cooperation.

How much is it to buy?

The property purchase price is listed on MLS/FMLS.

What is the application fee amount?

The application fee is \$40 per applicant who is 18 years old or older. This is used for the credit check. We run our own credit report which is more detailed than Zillow credit reports.

Is the application fee refundable?

The application fee is for the credit report. You will be billed via PayPal. We will perform a cursory review before running a credit report. If we decide not to run a credit report from review of the application, we will not process payment and return the fee to you. Once the credit report is run, it is non-refundable.

I do not have real good credit. Would you consider me?

Many people have things happen in their life unexpectedly that negatively affect their credit-unexpected medical expenses, divorce, job downsizing, death in the family, bankruptcy, etc. Maybe there has been poor use of credit but you have changed that although your FICO is only slowly recovering. We understand and will consider that. Emphasis is placed on rental history, employment, and ability to pay.

What is the move-in amount?

To take the property off the market, the first month's non-refundable rent is required. Before move-in, the refundable security deposit and pet fees are due. If you want the option to buy, the fee is due at move-in.

How do I apply?

ON WEBSITE:

1. Go to www.leaseOptionHomes.info and pull down APPLICATIONS.
2. Complete the fillable pdf form on the website or type out a hard copy
3. Type out your completed form and keep for your records.
4. Submit application by e-mail or fax. Make sure your application contains a good e-mail address.
5. We will bill you via Zelle for the application fee.

BY EMAIL/FAX

1. Request an application from the office.
2. Complete the application
3. Submit application by e-mail or fax. Make sure your application contains a good e-mail address.
4. We will bill you via PayPal for the application fee.

Do you accept pets?

Yes, up to 2 pets are allowed. There is a \$250 non-refundable pet fee for each pet.

Can I repaint the interior?

Any interior painting must be an approved color. Paint must be light neutral colors. Egg shell is to be used on all walls except kitchen and bathrooms. Kitchen, bathrooms, and trim must be semi-gloss or gloss paint. Ceilings are a flat white. Quality must be Sherwin Williams or equivalent. The owner may provide paint or consider payment towards the paint and you provide skilled labor.

Are there renter insurance requirements?

Yes. You are expected to purchase personal comprehensive property insurance, list the owner as additional insured, and maintain the insurance.

Does the property have a homeowner's association?

Most of the properties have a homeowner's association and the HOA have Covenants, Conditions, and Restrictions (CC&R) to keep the neighborhood nice. The requirements of the CC&R become part of the lease and you will be expected to abide by them. The HOA fees pay for exterior common maintenance, insurance, and taxes. The HOA annual fees are already included as a part of your lease amount and there are no additional charges for these expenses.