



# GOOD HANDS REAL ESTATE

only  
the  
best

## Real Estate Solutions **4U**



# Programs

we offer

# Good Hands

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# Real Estate

## HOUSE SELLING GUIDE



# WHO ARE WE?

## The Best Solution in the market for your Real Estate transactions need.

We are a leading Real Estate Investments Firm that has made a reputation in the real estate industry for helping its clients to build wealth through buying and selling of residential and commercial real estate. With a diversified real estate portfolio, unparalleled experience of the real estate industry, and access to some of the country's best financial institutions, and private lenders, Good Hands Real Estate is considered to be the preferred choice of property owners who are looking to sell their property fast for cash, as well as property buyers who are ready to invest their money in the lucrative industry called real estate.

With a humble inception in the years two thousand, the company started its operation as a real estate investment firm dealing in commercial and residential real estate. Because of its passion to help its client gain maximum value from the real estate industry and a desire to rule the real estate investment landscape, Good Hands Real Estate soon became a market leader and the number choice of individuals who desire a smooth and hassle-free real estate journey.

Today, the company boasts an impressive real estate portfolio and a large customer base. The company deals in a wide range of commercial and residential properties, including single family homes, adult living facilities, and mobile home parks. In addition to this, to serve the needs of individuals dreading a foreclosure, the company also buys residential real estate fast for cash and helps the seller find and move into a new home.

We are a full service real estate solutions firm that buys and sells properties throughout the Nation. We specialize in buying distressed properties at a significant discount, and renovate and resell them to retail home buyers and landlords. Good Hands Real Estate is excited to be part of the area's renaissance and we aspire to continue contributing to the economic rejuvenation throughout the Nation.





# 1 OUR PRIMARY DIFFERENTIATOR

“We’re highly motivated, knowledgeable, ethical, and qualified to handle any real estate transaction. We are committed to helping people with their real estate needs and making successful deals happen”.

## Vision

we want to make Real Estate Transactions Great Again! Nowadays we have way too many experts, and countless gurus. But very few people are willing to truly help, and protect the interest of both, sellers and buyers. That is where we come in.

## Mission

We focused in the acquisition of Real Estate. Whether is Comercial (Apartment Complexes), Land, or Single Family Houses, we are here to make you an offer for your Real Estate that you won't be able to resist. We called it “Hassle Free Real Estate”



**S**ince its inception, Good Hands Real Estate has passionately pursued the goal of helping homeowners find solutions to their real estate needs. Our company specializes in solving real estate problems and we can help correct almost any financial situation at no cost to you!

If you are looking to sell your house quickly, or if you have found yourself in a real estate dilemma and you are simply looking for answers, we can help. Every year there are hundreds of thousands of people who get hit with one of life's unexpected curve balls, sometimes forcing them to sell their house. Most people are not aware of their options beyond listing a house with a Realtor, or trying to sell their house on their own and just hoping for the best. We work with each homeowner individually and explore all possible options. Our goal is to put power back in your hands. Additionally, we love to help families achieve the dream of home ownership through our first time homebuyer educational program and credit repair program. We are excited to be part of the area's renaissance and we aspire to continue contributing to the economic rejuvenation Nationwide.

## **WE WILL BUY YOUR HOUSE FAST!**

### **OUR REAL ESTATE SPECIALTIES INCLUDE:**

- **Foreclosure Avoidance**
- **Refinancing Homes in Foreclosure**
- **Vacant Properties**
- **Environmental or Structural Problems**
- **Public transportation and schools**
- **Bankruptcy**
- **Judgments or Outside Liens**
- **Credit Repair**
- **Little or No Equity Sales**
- **Debt Removal or Renegotiation**
- **Resolving Title Issues**
- **Relocation Assistance**
- **Apartment & House Rental Specialists**
- **Overleveraged Properties**
- **First Time Homebuyer Programs**
- **And much more!**



# MEET OUR PRESIDENT MR. JOSE ROBLES



Customer service is the experience we deliver to our customer. It's the promise we keep to the customer. It's how we follow through for the customer. It's how we make them feel when they do business with us.

-Shep Hyken-

**S**A savvy, innovative, bilingual C-Level Executive with experience leading organizations by providing expert business development services and cutting-edge solutions for the real estate investment industry. His ability to ensure organizational growth through the restructuring of policies and procedures, strategic plans, operations, finances, customer service ratings and team productivity are some of his major skills. Been part of Fortune 500 companies such as: Coca-Cola, Nestle USA, and Rent A Center, Mr. Robles has gained a deep inside of what it takes to steward a successful company.

Mr. Robles maintain an uncompromising focus on high quality standards, exceptional client service, and bottom-line profit improvements. Cross-collaborate with multiple business units and key clients to achieve record-breaking growth opportunities.

Excel at aligning strategic vision with organizational initiatives across disparate industries, guaranteeing continued success. Mr. Robles oversees millions of dollars in more than 100 transactions every year throughout his businesses.



# WORKING WITH US

## WHY WORK WITH GOOD HANDS REAL ESTATE?

When we work directly with a home seller, what we provide can not only make for a smooth transaction, but it can also add up to thousands upon thousands of dollars in savings as compared to selling a home through traditional means. With the ability to directly purchase homes and make cash offers, we can create extremely fast and hassle-free transactions. There are many creative ways to help you out of any situation. We pride ourselves on our reputation for working one-on-one with each customer to handle each individual situation; and it's our goal to make each client feel like we achieved a WIN-WIN scenario.

Most homeowners have no idea what options are available to them beyond listing a house with a Realtor or trying to sell the house on their own and just hoping for the best. We provide a unique alternative. Your Realtor gets paid a commission for his or her services which is a percentage of the home's selling price. In most cases, you may also be encouraged to fix up your home and yard to attract more potential buyers – and sometimes that can involve hiring expensive contractors.





## How Do We Compare to a Traditional Buyer?

	Traditional Buyer	Good Hands Real Estate
Method of Payment	Bank Financing	<b>CASH</b>
Repairs	1-8% of Homes Value	<b>None (Sold AS-IS)</b>
Closing Timeframe	45+ Days	<b>7-14 Days</b>
Commissions	6% of Sale Price	<b>None</b>
Seller Paid Closing Costs	1-6% of the Purchase Price	<b>Zero</b>
Appraisal	Mandatory	<b>None</b>
Length of Time on Market	45 to 90 Days on the Market	<b>0 Days</b>

# PROGRAMS WE OFFER

## CASH PURCHASE PROGRAM

Utilizing cash funding from our national network of investors allows us to circumvent many of the nuances of a traditional real estate closing. We can purchase your home directly from you, and you won't have to pay any hefty Realtor commissions. In addition to our funding source, we will be buying the home absolutely AS IS – meaning, we would never ask you to make a single repair on the home. Furthermore, Good Hands Real Estate fully understands the importance of timing. You may be in a situation where you need to close quickly or, you may need a few months to transition your life. Either way, we can facilitate a fast and easy closing in 7 days or less - or as long as you need. We are here to work with you.

## SHORT SALE PROGRAMS

With today's transitioning real estate market, it can be very difficult for some homeowners to sell their property. You may be over-leveraged and tempted to just walk away from the home. However, this is not in your best interest, and there are serious consequences if you let the home go into foreclosure. If you are currently experiencing this scenario, it's important to know that you do have options! We are very successful at negotiating debt with banks, and can often purchase the property directly from you - thus saving you from a foreclosure.

## HOMEOWNER RELOCATION PROGRAMS

We realize the challenges homeowners face when selling their property. This is why Good Hands Real Estate created the Homeowner Relocation Program. We will work with you to locate another home or an apartment depending on your needs. We can also arrange for movers to assist, if this is something you desire. We know selling a home can be stressful, and we believe in going the extra mile for our customers.

## MORTGAGE REFINANCE PROGRAMS

If saving your home is your goal, we can help! We work with many national and local lenders who specialize in refinancing homeowners who are behind on payments. Most mortgage companies will shy away from borrowers with tarnished credit; but not the lenders we work with. They will work diligently to find the best loan product for you. If this program interests you, please speak with us today, because the longer you delay the more difficult it will be to qualify!



# OTHER THINGS WE DO

## REFER TO A LOCAL REALTOR

Our primary focus is in revitalizing neighborhoods. If your home is located in an area where our firm does not specialize in finding retail buyers, we are happy to refer you the right Realtor for your area. We know that not all Realtors are created equal. Therefore, we do a thorough prescreening of all our referrals to ensure that they are an adequate representation of our company.

## RENOVATION PROJECTS

Occasionally, we sell houses that are not included in our completed renovation portfolio. When selling these properties in need of repair, it's very important for the buyer to have specialized knowledge to identify any possible renovation costs associated with improving the property. When working with our company, you can rest assured that we're very qualified and experienced in accurately estimating repairs and consulting with buyers on the renovation process.





BEFORE



AFTER



BEFORE



AFTER

# PROPERTIES SHOWCASE

Here you can appreciate some of our renovations. Front the Inside Out, we give a complete new look to these properties. This is what we do in order to ensure our success in residential redevelopment and making better, and more beautiful neighborhoods.





BEFORE

AFTER



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# SAMPLE SCOPE OF WORK

## Project Introduction and Overview

Gorgeous renovation in the central neighborhood of Rockwall Texas. This 3BR, 2BA 2 story home is located in 508 Whittle Way, Rockwall, TX 75087.

## Rehab Overview

The home needed massive repairs and updates throughout including kitchen and bathrooms. Electrical and plumbing upgrades were completed as needed to comply with code regulations.

## Contractor Overview

Licensed contractors were hired to complete all renovations.

## Exterior:

### Demo:

1. Remove all debris in front and back yard
2. Remove old sod, death trees, and death plants
3. Repair 3 cars detach garage
4. Fix, replace, and cover the cracks on the bricks do to foundation problems

### General:

1. Replace the backyard fence
2. Clean an refinish the backyard deck
3. Construct a new front gardening
4. Paint entire house per color scheme



Color	Location	Color Code	Finish
Valspar/Lowes Stone Manor	Exterior	6006-2A	Flat
Extra White Sherwin Williams	Exterior Trim	7006	Flat
Black	Front Door/Pergola		
Extra White (Sherwin Williams)	All ceilings	7006	Flat
Navajo White (Sherwin Williams)	Bathrooms	SW 6126	Semi Gloss
Navajo White (Sherwin Williams)	Living/ Dining/ Halls, Laundry, Kitchen, Bedrooms	SW 6126	Flat
Extra White (Sherwin Williams)	All Trim & Doors	SW 7006	Semi Gloss

## Roof:

1. Remove existing roof
2. Replace any damaged sheeting or starter board
3. Install new 15 lbs felt paper
4. Install new dimensional composite shingle roof (Charcoal color)
5. Paint all roof penetrations black

## Landscape:

1. Removal all debris in front and back yard
2. Remove all weeds in front and back yard
3. Install sod in the front yard
4. Cut in planter boxes next to house and fence in front and back yard and plant drought tolerant plants.
5. Test irrigation system and repair where needed or install one in front yard.

## Windows:

1. Replace all windows with retro fit insert windows
2. Replace all sliders with retro fit insert slider





## INTERIOR:

### Demo:

1. Remove all trash in house
2. Demo kitchen and remove all cabinets
3. Demo existing bathroom toilet, vanity, tile floor and shower surround
4. Remove all tile flooring
5. Scrape popcorn ceiling
6. Remove all window coverings
7. Do not damage wood floor as we are keeping it (install rosin paper to protect flooring)

### General:

1. Relocate toilet in the master bathroom
2. Construct new stackable laundry closet in hallway
3. Change all door hinges and hardware with brush nickel
4. Retexture ceiling
5. Install new ceiling fans in all bedrooms
6. Change front door hardware – Home Depot #640-064 \$169
7. Install carpet in all bedrooms - Home Depot Full Throttle Suede

## KITCHEN

1. Install backsplash– DalTile Travertine 3"x6" honed \$6.11/sqft #T711361U (installed subway style and to the bottom of the cabinets)
2. Install backsplash accent tile 4" strip – DalTile American Olean Legacy Glass Celedon 2" x2" LG03
3. Install new stainless steel appliances
  - A. Amana Model # ASD2575BR 24.5 cu. ft. Side by Side Refrigerator - \$798.00
  - B. Broan Model # 403004 40000 Series 30 in. Range Hood - \$92.78
  - C. Whirlpool Model # WDF520PADM Front Control Dishwasher - \$298.00
  - D. Amana Model # ACR4303MES 4.8 cu. ft. Electric Range - \$459.00
4. Install new faucet - Proflo PFXC8011BN Single Handle Kitchen Faucet w/ Pullout Spray (Low Lead Compliant) - \$180.65
5. Install new countertops– Rainbow Stone "New Venetian Gold" Granite
6. Install new cabinets– Home Depot American Classics Harvest Finish
7. Install 3 recessed lights
8. Paint as per color scheme.





## HALL BATH:

1. Install new vanity (espresso finish)
2. New Faucet - Grohe G20209002 "Eurostyle Cosmopolitan" 8" Widespread Bathroom Sink Faucet - \$160.10
3. New toilet (Elongated Bowl)
4. New tub - Sterling S610411100 "ALL Pro" 60" Soaking Tub – 128.90
5. Shower head and trim kit - Grohe G26017000 "BauLoop" Tub & Shower Faucet Trim - \$130.95
6. New shower valve - Grohe G35015000 Tub & Shower Valve - \$67.50
7. Install Tile surround– DalTile Rittenhouse Square 3"x6" Matte Almond \$2.70/sqft #X735 (installed subway style, tile to ceiling)
8. Accent Tile 12" Strip – DalTile Stone Radiance Whisper Green Blend (installed roughly 5" up the wall)
9. Tile floor– DalTile Travertine 18" x18" Honed \$1.99/sqft (Installed Subway Style)



## BEDROOMS:

1. Install slab closet doors (make sure they are hollow core interior doors converted to closet doors, install ceiling and floor track as well as hardware)
2. Lighting– Home Depot Hampton Bay 2- Light Flush mount With Opal Glass, #534-435, \$39.97/ea

## Electrical:

1. Replace all outlets & switches.
2. Check all wiring & replace where needed, per code.
3. Install recessed lighting as per drawing.
4. Check panel & repair/replace as needed.
5. Install Dead Panel if missing
6. Check for open junction point in attic

## HVAC:

Install a Bran New Unit 4 Ton Unit

## Plumbing:

1. Check all existing plumbing & repair/replace as needed, per code.
2. New angle stops on all water lines.
3. Check gas lines & repair/replace as needed.
4. Check all drain lines & repair/replace as needed

## MASTER BATH:

1. New toilet (Elongated Bowl)
2. New tub – Home Depot #693-952 \$209
3. Install new vanity (espresso finish)
4. Tub spout - Grohe G13611000 "Eurodisc" Tub Spout - \$14.65
5. New Faucet - Grohe G20209002 "Eurostyle Cosmopolitan" 8" Widespread Bathroom Sink Faucet - \$160.10
6. Install Rain shower head and regular shower head - Moen MS6360 2.5 GPM Flat Rain Showerhead -\$125.10 & Grohe G19595000 "BauLoop" Shower Head with Trim Kit - \$47.25
7. Install 2 new shower valves - Grohe G35015000 Tub & Shower Valve - \$67.50
8. Install Tile Surround— DalTile Fabric 12" x24" \$3.70/sqft #P687 (Installed subway style, tile to ceiling and tile ceiling)
9. Accent Tile on control wall – DalTile Class Reflections Subway Mint Jubilee 3" x6" \$9.06/sqft #GR15 (installed subway style)
10. Tile floor- DalTile Veranda 13" x13" Dune \$3.70/sqft (installed subway style)

## COMPLETION OF FINAL PUNCH LIST

**General Contracting Work (\$33,300.00)** - All framing, counters, cabinets, paint and patch. Fixtures, backsplash, windows and doors.

**Appliances (\$2,000.00)** - Stainless Steel Refrigerator, Free Standing Range, Hood and Over the Range Microwave, Dishwasher.

**Electrical (\$2,750.00)** - Install new fixtures; add recessed lighting, replace outlets and switches, panel upgrade

**Plumbing (\$6,500.00)** - Install new toilets, facets, shower valves, kitchen sink, garbage disposal, dishwasher, add tub and shower

**Landscaping (\$2,000.00)**

**Flooring (\$1,850.00)**

**Roofing (\$4,500.00)**

**Staging (2 month minimum contract)- \$1,500.00**

**Misc. and Permits (\$1,500.00)**

**Foundation Repair and Retaining Wall (\$12,500.00)**

**TOTAL: \$68,400.00**





BEFORE

AFTER



AFTER



BEFORE



AFTER

# OUR RISK

There's no such thing as a perfect house -- every home, even newly constructed ones, will potentially have some issue or another. Our company builds value by rehabilitating properties in need of repairs - whether light cosmetic repairs, or significant repairs. In many cases, we buy houses that have fire damage, termites, mold, foundation problems, roof problems or need of other major repairs. Houses with these conditions scare most buyers, and most real estate agents don't like listing them because they know such houses are hard to sell. We actually enjoy talking to sellers with these types of houses, because we can see the house's potential value after all the repairs are made; and breathe new life back into them by renovating and improving the condition of the house.

## Here are just a few risks involved when we purchase properties:

- *Previously unknown property conditions, or environmental hazards, such as toxic-mold, or others*
- *Expensive repair conditions may not have been apparent at, or became worse since the time of purchase*
- *Costly repairs not previously estimated for could offset the profit margin, such as HVAC, plumbing, foundation, etc*
- *Work permit complications, local restrictions, or codes and other legal problems that can arise*
- *Unexpectedly longer times in holding a property for repair, or marketing time extended, causing profits to be exhausted*
- *Ever changing market conditions, including lending requirements and availability of applicable mortgages for buyers*





# WE BUY ANY HOUSE IN ANY CONDITION!

Inspections on a home are helpful; however, the reality is - we never know what we're getting into until we start the renovation process.

Sometimes what seems like the simplest fix turns into a massive remodel - therefore, resulting in spending thousands of unexpected dollars. This is the risk we take when buying your home AS IS.

We do all the heavy lifting on the back end, so you don't have to.

## BENEFITS OF WORKING WITH US

- **CASH OFFER**
- **NO COMMISSION**
- **QUICK CLOSE**
- **NO FEES**
- **PAY NO CLOSING COSTS**
- **WE BUY THE HOUSE AS IS**
- **NO APPRAISAL**
- **NO LENDING RESTRICTIONS**

# FREQUENTLY ASKED QUESTIONS

## HOW DOES THE PROCESS WORK TO SELL MY HOUSE?

Once we have some basic information on your property, a member of our team will contact you shortly with a cash offer (usually within 24 hours). In some situations, we will need to gather additional information about the condition of the home. Once complete, we will discuss all the details with you and make an offer the same day. If you accept, we will handle everything else, navigating the closing process from start to finish.

## WHAT SORT OF HOUSES DO YOU BUY?

We buy houses in any condition, in any area, in any price range, in any situation! We will buy your house as-is - you don't need to do ANY repairs! We love to revitalize communities, customizing properties from the ground up so condition does not matter to us.

## WHAT DO YOU MEAN BY "ANY CONDITION, AREA, PRICE RANGE OR SITUATION"?

Whether your house is in foreclosure, over-leveraged, condemned, has liens or health department violations, not maintained, fire damaged, or about to fall down - WE CAN BUY IT!

## WHAT WILL YOUR SERVICE COST ME?

Nothing! We do not charge you any fees to discuss your situation, make you an offer or to buy your home.

# FREQUENTLY ASKED QUESTIONS

## ARE YOU REALTORS™?

Some of us at Good Hands Real Estate are Realtors, which allows us to quickly and accurately evaluate the value of your home. Our primary focus as investors is to come up with an amicable solution to your situation and buy and restore your property. There is never a charge or a commission when we buy your property! However, if listing your property is the best solution, then we will connect you with one of our pre-screened licensed agents.

## IS MY INFORMATION KEPT CONFIDENTIAL?

ABSOLUTELY 100%! Your privacy is of the utmost importance to us. Any information you provide is completely confidential! If you want to deal with a reliable, reputable company who will treat you with professionalism, understanding, and respect – YOU HAVE COME TO THE RIGHT PLACE!

## IF I KNOW OF ANOTHER PROPERTY YOUR COMPANY MAY WANT TO BUY, DO YOU PAY A REFERRAL FEE?

YES! Referrals are our number one means of purchasing property. Maybe there is a vacant house on your street or you know someone who needs and wants to sell their home, please refer them to us! Better yet, provide us their information and we will do all the research and make an offer. Contact us directly to discuss the terms.

## ARE YOU STILL ABLE TO HELP IF I AM BEHIND ON MY PAYMENTS, IN FORECLOSURE OR BANKRUPTCY?

YES! Good Hands Real Estate is a professional real estate solutions company with years of experience in solving these of difficult situations. We are connected with attorney's who are very well versed in foreclosures, bankruptcy, and short sales. We are happy to connect you to any one of them.





# GOOD HANDS

REAL ESTATE

