Comparing Your Selling Options

A direct sale and a brokered listing can both be reasonable choices. Compare the price, work and timing that matter to you.

What to consider	Direct sale to Lewis Equity Group	Listing with a broker
Role & purpose	We consider buying your property for investment. We aim to earn a profit after the work, costs and risks involved.	A listing broker represents you in marketing and selling your property to a buyer.
Price & exposure	You consider one purchaser's proposal. Our price reflects expected costs and risk and may be lower than a marketed sale.	Marketing reaches more buyers and may create competition and greater price potential. The result depends on the property and market.
Repairs & preparation	We consider the property as it stands. Repairs, belongings and any work you retain are agreed in writing.	As-is listings are possible. You and your broker decide whether repairs or preparation would help the sale.
Access & showings	Visits for our inspections and agreed checks, without public marketing or ongoing buyer showings.	Photography, inquiries and showings, with access arranged around your schedule and the property's occupants.

Continue on page 2 for costs, timing, responsibilities and advice.

Compare the Whole Proposal

Look at what you expect to keep after costs, the work you would still handle and the conditions that must be met.

What to consider	Direct sale to Lewis Equity Group	Listing with a broker
Selling costs	Compare our price after your legal, title, tax and other closing costs and any work you retain.	Compare the sale price after negotiated brokerage fees, preparation expenses and other closing costs.
Timing & conditions	We agree on a schedule, subject to inspections, record review, any needed approvals and the purchase contract.	Allow time to find a buyer and satisfy the contract's conditions, which may include financing or inspections.
Who handles the work	Andrew coordinates the tasks we agree to take on. The purchase agreement identifies your remaining responsibilities.	Your broker handles agreed marketing and representation. You authorize preparation and choose who performs it.
Advice & representation	We are the prospective purchaser, not your representative. Your own lawyer advises you and reviews the agreement.	Your listing broker represents you. Your own lawyer advises on legal questions and the sale agreement.

Which tradeoff fits your plans?

A direct sale may offer less preparation and coordination in exchange for some price potential and market exposure. A listing may reach more buyers while asking more of your time. Neither route guarantees a price or closing date.

Discuss actual proposals with your own lawyer before you decide.