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Renner Realty, Inc.

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(Next to Lifetime Fitness)

*Ranked # 2 in Homes Sold by the
Austin Business Journal for 2005
Ranked # 5 in Dollar Volume by the
Austin Business Journal for 2005
Over \$26 Million in closed
transactions in 2005*

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Lease buy-out program

For those homebuyers that are obligated to a lease in an apartment or rental home Renner Realty can help the home buying client by **cashing out their current lease** if they only have a couple of months left on the lease. Depending on the situation we may also cover the re-letting fee. Renner Realty also offers assistance in negotiating with the current landlord. In our experience, a landlord will be more receptive and flexible if they are dealing with a real estate professional.

Temporary rental program

If a homebuyer needs a place to stay while their home is being completed we can offer a solution. Renner Realty has several properties that can be offered on a short-term lease. **We also have a fully furnished executive rental that can be used by our clients** or for our out-of-town guests who would rather stay in a fully furnished home rather than a hotel.



Renner Realty's Corporate Office
(next to Lifetime Fitness)



BuyAustin.Com
Renner Realty

*Investor Buy-out
Program*

- * Investor Buyout
- * Move-up homebuyer Lease-Back
- * Guaranteed Buy-out
- * Lease Buy-out
- * Temporary Rentals
- * Move-Up Solutions

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Renner Realty - Buyaustin.com

Builder Move-Up

“Investor” Buy-Out Program

Goals:

To provide the quick sale of a move-up homebuyer's current home to one of Renner Realty's real estate investor clients so that the move-up homebuyer can purchase the builder's new home. Buy-out releases equity and relieves liability to facilitate the move-up purchase.

To allow the move-up homebuyer to sell and close on their current home and **to lease back their current home from the investor/purchaser while the construction of the new home is completed.** An investor buy-out relieves concerns as to whether their current home will sell during a “contingency period.”

To provide move-up homebuyers an alternative from the traditional “Move-Up” programs offered by other Realtors. No signs, no lock boxes, no lifestyle interruptions and no “double-move” syndrome. **Simple, quick & effective.**

To provide an additional alternative of a “guaranteed lease” on their current home for up to 3 months if the move-up homebuyer decides to keep their current home as an investment property.

The way it works:

Builder or move-up buyer contacts Renner Realty, Inc. regarding possible move-up.

Renner Realty arranges meeting with move-up homebuyer and provides a preliminary CMA.

Sales price range is determined. An appraisal by a state licensed appraiser is also offered to move-up homebuyer if they need to be reassured of their home's value.

A comparative rental analysis is done to determine lease back rental range.

Renner Realty will ask move-up client for a **three week marketing period to produce an offer from an investor/buyer.** If no offer is produced, the move-up homebuyer is welcome to list their home traditionally with Renner Realty, Inc. or with another broker of their choice.

Upon the sale of their current home the move-up homebuyer will enter into a lease with the investor, usually for six months & then month-to-month after that. Move-up homebuyer will provide 60 days notice to the investor.

Renner Realty charges 6% on current home sale and **will reimburse 2% of current home's sales price upon closing** of new home if written into builder's purchase contract.

Move-up Homebuyer wins

With our investor buy-out program the move-up homebuyer has the opportunity to sell their current home without the traditional marketing methods. Our goal is to sell their home with no signs, no lockboxes, no Realtor interruptions, no displacing of the family. The kids stay in their current schools and their customary environment. The family does not have to put their belongings into storage and move into a temporary rental home or apartment. **What a comfort and added value to the move-up homebuyer to have the possibility of avoiding a double-move & the**

accompanying lifestyle disruption. And, if necessary, Renner Realty can market the property traditionally and get it sold so they can MOVE-UP. Further, the move-up homebuyer receives additional savings in the purchase of the new home through the 2% commission reimbursement program.

Builder wins

Renner Realty's investor buy-out program brings more confidence and comfort to the move-up homebuyer to move forward with the purchase of their new home and to ease the usual concern of selling their current home. The builder wins because they avoid the usual problems with a “contingency” sale. Move-up home buyers are especially intrigued with the fact that they can **lease their current home back from the investor buyer and do not have to move twice.** Having a month-to-month lease also gives the move-up homebuyer flexibility in case of unexpected building delays.

Guaranteed Buy-out Program

In addition to the investor buy-out program, Renner Realty offers a guaranteed* buy-out program. This program is offered to those who want further assurance that their home will sell. Renner Realty or one of its associates will offer to purchase the move-up homebuyer's current home for a discounted price to insure that the move-up homebuyer can liquidate their current property. *Although not all properties will fit the criteria for a guaranteed buy-out, it is nice to know that there is a way for move-up homebuyer's to sell their home on a virtual hassle free basis. For a quick close **many of our investors have the ability to pay cash for the home.**