

A Residential Redevelopment Company

# Home Selling Guide

### Who Are We?

Queen Capital Properties, LLC is a full service real estate solutions company located in the Metro Atlanta GA area. Founded in 2016 by Michael Ibekwe Queen Capital Properties, LLC is proud to provide real estate services in the following areas:

- Residential Redevelopment
- Short Sales/Loss Mitigation
- Real Estate Investment
- Foreclosure Solutions

### Important Facts About Queen Capital Properties, LLC

- Experienced in solving real estate problems and helping homeowners find solutions to their real estate needs
- Ability to make cash offers for houses and create fast, hassle-free transactions, closing in as little as 10 days
- ☐ All information kept private and confidential

Since its inception, Queen Capital Properties, LLC 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 of Atlanta and its neighborhoods.

### WE WILL BUY YOUR HOUSE FAST!

Our real estate specialties include:

- ☐ Foreclosure Avoidance
- ☐ Refinancing Homes in Foreclosure
- ☐ Vacant Properties
- ☐ Environmental or Structural Problems
- □ 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!

### **Mission Statement**

### Sometime

When a passion for real estate is combined with talented individuals who have an uncompromising drive to succeed, amazing things will happen. At Queen Capital Properties, LLC, it's our goal to not only have a positive effect on ourselves and our families - but also to inspire, motivate and create lasting change in everyone we encounter. We will treat our clients and team members with respect at all times. Our company will dedicate itself to continuing education and professional growth that will make the leaders of tomorrow.



## **Company Credentials**



Michael Ibekwe, Chief Executive Officer

At Queen Capital Properties, LLC, our team is highly motivated, knowledgeable, ethical and resourceful. Qualified to handle any real estate transaction, our dedicated staff is committed to helping people with their real estate needs and making successful deals happen. Our team of professionals has the expertise to navigate any transaction and the integrity to follow up on our promises.

### **OUR EDUCATION**

As always, having the correct knowledge is essential in order to carry out any mission. We have invested a great deal of time, energy and capital investment into our real estate education to make sure we not only protect ourselves, but also provide you with the peace of mind knowing that we are a legitimate company with sound knowledge and experience.

We've been mentored by the nation's premiere Real Estate Investment Company, CT Homes, LLC, also featured on the hit TV show "Flip This House". Our real estate investing mentorship involved a comprehensive curriculum, covering all the ins and outs of creative real estate investing. Beyond the principles of sound investing, we were also thoroughly trained on how to build a successful business based on systems, testing and measurement.



Having been involved in thousands of real estate transactions, our personal investing coaches have created the necessary systems and tools to allow us to strategically invest in real estate; and grow and expand our business. These tools are readily available for us to leverage when analyzing our real estate deals.

Control Number: 16058248

### STATE OF GEORGIA

Secretary of State Corporations Division 313 West Tower 2 Martin Luther King, Jr. Dr. Atlanta, Georgia 30334-1530

### CERTIFICATE OF ORGANIZATION

I, Brian P. Kemp, the Secretary of State and the Corporation Commissioner of the State of Georgia, hereby certify under the seal of my office that

### Queen Capital Properties, LLC

a Domestic Limited Liability Company

has been duly organized under the laws of the State of Georgia on 06/07/2016 by the filing of articles of organization in the Office of the Secretary of State and by the paying of fees as provided by Title 14 of the Official Code of Georgia Armotated.

WITNESS my hand and official seal in the City of Atlanta and the State of Georgia on 06/17/2016



B: I.L. Brian P. Kemp Secretary off State

## Working With Us

### WHY WORK WITH QUEEN CAPITAL PROPERTIES, LLC?

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.

### Benefits of Working With Us

- ☐ CASH OFFER
- □ NO REALTOR COMMISSIONS
- ☐ QUICK CLOSE
- □ NO FEES
- ☐ PAY NO CLOSING COSTS
- ☐ WE BUY THE HOUSE AS-IS
- ☐ NO APPRAISAL
- ☐ NO LENDING RESTRICTIONS

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.

### QUEEN CAPITAL PROPERTIES, LLC VS. TRADITIONAL BUYER

### How Do We Compare to a Traditional Buyer?

	Traditional Buyer	Queen Capital Prop., LLC
Method of Payment	Bank Financing	CASH
Repairs	1-8% of Homes Value	None (Sold AS-IS)
Closing Timeframe	45+ Days	10-14 Days
Commissions	6% of Sale Price	None
Seller Paid Closing Costs	1-6% of the Purchase Price	Zero
Appraisal	Mandatory	None
Length of Time on Market	80 Days on the Market (Atlanta Average)	0 Days

### 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, Queen Capital Properties, LLC 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 10 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 overleveraged 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 Queen Capital Properties, LLC 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!

## Real Life Scenario

### **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. Listed on the next pages are snapshots of how we and our affiliates do business

# Real Life Scenario

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The undersigned hereby acknowledge receipt of a completed copy of pages 182 of this statement & any attachments referred to herein.

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CLOSING COSTS

ZERO CLOSING COSTS

### **RENOVATION PROJECTS**

In order to ensure our success in residential redevelopment, we reached out to learn from the best, developing a close mentoring relationship with the owners of CT Homes, LLC. Since the inception of the company, they have literally remodeled hundreds if not thousands of homes. We were able to learn from their experiences and implement their techniques here in our backyard. Here are just a few of their past rehab projects:

BEFORE AFTER













Before















Before After













Before After













## **Sample Scope of Work** - Single Family rehab project by one of our associates and mentors, CT Homes, LLC

### **Project Introduction and Overview**

Gorgeous renovation in the central neighborhood of El Cajon. This 3BR, 2BA 1 story home is located near Granite Hills High and Wells Park.

### **Rehab Overview**

The home needed a few cosmetic repairs and updates throughout including kitchen and master bath. 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 roof off of covered patio (use structure to create pergola)
- 3. Remove temporary roof over side yard
- 4. Remove lighting from covered patio

### **General:**

- 1. Construct 4' fence around pool equipment
- 2. Build pergola off of existing covered patio structure
- 3. Paint entire house per color scheme





Color	Location	Color CodeFinish	
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

### 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

Navajo White (Sherwin Williams)	Living/ Dining/ Halls, Laundry, Kitchen, Bedrooms	SW 6126	Flat
Extra White (Sherwin Williams)	All Trim & Doors	SW 7006	Semi Gloss

### 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 and back yard
- Cut in planter boxes next to house and fence in front and back yard and plant drought tolerant plants.
- 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. Construct new bathroom where existing bedroom is (see layout)

- 2. Construct new stackable laundry closet in hallway (see layout)
- 3. Change all door hinges and hardware with brush nickel
- 4. Retexture ceiling
- 5. Install new ceiling fans in all bedrooms
- 6. Combine both back bedrooms to create large master suite (see layout)
- Close off door to existing bathroom and construct new door going into master suite (see layout)
- 8. Change front door hardware Home Depot #640-064 \$169
- 9. Install carpet in all bedrooms Home Depot Full Throttle Suede

### KITCHEN (See attached layout):

- Install backsplash DalTile Travertine 3"x6" honed \$6.11/sqft #T711361U (installed subway style and to the bottom of the cabinets)
- Install backsplash accent tile 4" strip DalTile American Olean Legacy Glass Celedon 2" x2" LG03
- 3. Install new stainless steel appliances
  - A. Frigidaire FFFTR2126LS 21 CF Top Freezer Refrigerator \$625.00
  - B. Frigidaire FFFMV162LS 1.6 CF 1,000 Watt Range Microwave \$269.00
  - C. Frigidaire FFFBD2406NS 24" Built in Dishwasher \$295.00
  - D. Frigidaire FFFGF3047LS 30" Free Standing Gas Range \$556.00
- 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 4 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 hallow 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

### 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

### **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:**

1. Inspect and repair 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)
- Accent Tile on control wall –
   DalTile Class Reflections
   Subway Mint Jubilee 3" x6"
   \$9.06/sqft #GR15 (installed subway style)





- 10.Tile back splash behind mirror to ceiling DalTile Class Reflections Subway Mint Jubilee 3" x6" 9.06/sqft #GR15 (installed subway style)
- 11. 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

### Our Risks

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 HOME 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.



### 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.

### Are you REALTORS™?

Some of us at Queen Capital Properties, LLC 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 prescreened 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! Queen Capital Properties, LLC is a professional real estate solutions company with years of experience in solving these 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.