

Investor Seller Exit Strategy Guide

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Selling an investment property is not just about list price. The best exit strategy weighs tenancy, lease terms, condition, timing, carrying costs, tax exposure, disclosure duties, and buyer fit.

WHO THIS IS FOR

Owners selling rental homes, long-term holds, value-add properties, or occupied residential investment property in Texas who want a more disciplined exit plan.

WHAT MATTERS MOST

HOW WE HELP

We help you evaluate lease position, rent strength, repair exposure, buyer pool, and negotiation leverage so you can price and position the property with a strategy instead of guesswork.

Choosing the right exit path	Evaluating risk and upside
Understanding buyer demand	Protecting leverage before listing

Sell vacant or occupied

Depends on lease terms, rent level, showing access, condition, and whether the current tenancy helps or hurts marketability.

Think beyond list price

Net proceeds are shaped by timing, repairs, holding costs, taxes, concessions, and the likelihood that the buyer can close.

Look beyond the listing

Serious investors underwrite condition, rent potential, restrictions, deferred maintenance, insurance exposure, and resale position.

Protect your leverage

Clear records, realistic pricing, tenant communication, and early disclosure reduce friction and improve offer quality.

Quick official resources

TREC Seller Disclosure trec.texas.gov/forms/sellers-disclosure-notice-0	Texas Property Code Ch. 92 statutes.capitol.texas.gov/docs/PR/html/PR.92.htm	Texas Property Code Ch. 93 statutes.capitol.texas.gov/docs/PR/html/PR.93.htm
IRS Topic 409 irs.gov/taxtopics/tc409	IRS 1031 tax tips irs.gov/businesses/small-businesses-self-employed/like-kind-exchanges-real-estate-tax-tips	IRS Publication 544 irs.gov/publications/p544

Important: This guide is educational and marketing material. Tax, legal, and tenant-specific decisions should be reviewed with qualified professionals.

Ready to map out your exit? Adriana Perez | 409.927.0881