

# SELLING A HOME WITH TENANTS

Navigating the complexities of selling a rented property

**Agent:** Good morning, [Client's Name]. I understand you're considering selling your property that's currently rented. It's a unique situation with a few extra steps, but I'm here to guide you through it.

**Client:** Hi [Your Name], yes, I'm a bit concerned about how this works with tenants in place. What should I be aware of?

**Agent:** First, it's important to review the lease agreements. If the tenants are under a fixed-term lease, the new owner would typically inherit the lease under the same terms until it expires.

**Client:** And what if the tenants are on a month-to-month agreement?

**Agent:** In that case, we have a bit more flexibility. We can negotiate with the tenants, possibly offering them an incentive to move out early, or the new owner might choose to continue renting to them. Communication is key here.

**Client:** How do we handle showings?

**Agent:** We need to provide the tenants with proper notice before showings, usually at least 24 hours. It's also good practice to schedule showings at convenient times to maintain a positive relationship with the tenants.

**Client:** That makes sense. Do I need to tell them the house is being sold?

**Agent:** Yes, transparency is important. Informing the tenants about the sale and what it might mean for them can prevent misunderstandings and create a smoother transition. We can help you draft a letter that explains everything clearly.

**Client:** What about the legal aspects?

**Agent:** It's critical to comply with all local laws regarding tenant rights during the sale. I recommend consulting with a real estate attorney to ensure everything is handled correctly, which can help avoid any legal complications down the line.

**Client:** That seems like a lot. Can you help manage this process?

**Agent:** Absolutely, that's what I'm here for. I'll assist with coordinating showings, communicating with the tenants, and anything else that's needed. My goal is to make the sale as smooth and stress-free as possible for both you and the tenants.

**Client:** I appreciate that, [Your Name]. Let's proceed with that plan.

**Agent:** Great, I'll get everything started and keep you updated every step of the way