

**Lease Option vs. Selling Via an Agent**

**LEASE OPTION**

Option Price: \_\_\_\_\_  
Minus Option Fee \_\_\_\_\_  
Plus what we pay YOU \_\_\_\_\_  
= \_\_\_\_\_  
minus concession \_\_\_\_\_  
Total received \_\_\_\_\_  
Plus cash flow \_\_\_\_\_ per month (average \_\_ months)  
Additional PROFIT \_\_\_\_\_ PLUS cash flow approx. \_\_\_\_\_

**LISTING**

Price: \_\_\_\_\_  
Negotiation: \_\_\_\_\_  
Commission: \_\_\_\_\_  
Repairs: \_\_\_\_\_  
Total Received: \_\_\_\_\_

\* Please note that on the listing side there will also be negotiations (taking money off your side) as well as inspections that will ALWAYS highlight items the buyer wants fixed (taking money off your side)  
With the lease option there are NO negotiations and NO inspections (typically unless the buyer goes VA which requires a termite inspection)