

Effective Tactics to Handle Issues!

# WHAT TO DO WHEN YOU NEED TO SELL A PROPERTY FAST

By Wael Azer &  
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GENERATIONAL  
WEALTH LEGACY



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# FOREWORD

Welcome to What to Do When You Need to Sell a Property Fast. This eBook, written by Wael Azer and Burton Newcomb of Generational Wealth Legacy LLLP, is designed for property owners who find themselves in a challenging situation—needing to sell quickly but facing obstacles that complicate the process.

Perhaps you inherited a property that's become more of a financial strain than an asset. Maybe you invested in real estate with high expectations, only to realize it's not yielding the returns you hoped for. Or maybe taxes, legal disputes, or costly repairs have turned property ownership into a burden rather than a benefit. Whatever your reason, selling a property fast isn't always as simple as putting it on the market. So what's the best way forward?

Many property owners attempt to sell through a realtor or handle the process themselves, only to encounter unexpected delays, high fees, and legal complexities that slow things down. This eBook will walk you through every option available—whether **selling traditionally, going the For Sale By Owner (FSBO) route, or working with a professional property investor**. More importantly, we'll show you why investors can often provide the fastest, most hassle-free solution, helping you liquidate your property without the stress of repairs, agent fees, or prolonged market uncertainty.

At Generational Wealth Legacy LLLP, we believe in solutions over struggles. Through this book, you'll gain the insights needed to make the best decision for your situation, whether that's selling on your own or partnering with an investor who can streamline the process. If you're ready to move forward with confidence and reclaim financial flexibility, let's begin.





# OVERCOMING COMMON CHALLENGES: WHY YOUR PROPERTY WON'T SELL

Selling a property may seem straightforward, but many owners face unexpected roadblocks that delay or even prevent a sale. Whether it's legal complications, unresolved debts, or market challenges, these issues can make the process far more complicated than anticipated.

Properties tied up in probate, burdened with liens, or entangled in title disputes require additional steps before they can be legally sold. Unpaid taxes, zoning restrictions, or personal circumstances like divorce can complicate matters further. Understanding these challenges and knowing how to address them is essential for anyone looking to sell quickly and efficiently, especially if you're looking for a fast sale for financial relief.



# Death and Divorce: Handling Emotional and Legal Complications

Property ownership disputes arising from death and divorce can lead to significant delays in selling a home. When a property is jointly owned, divorce proceedings may complicate the division of assets, often requiring court intervention before a sale can proceed. Similarly, when a property owner passes away, the estate may need to go through probate, a legal process that ensures proper transfer of ownership.



If beneficiaries disagree on selling or keeping the property, the sale can be delayed indefinitely. In both cases, having clear legal agreements and working with professionals, such as estate planners, mediators, and property investors, can streamline the process, ensuring the property is liquidated without unnecessary conflict.

## Navigating Probate: Selling Inherited Property Without Delays

Inherited properties often come with unexpected legal complications, primarily due to the probate process. Probate is required when a deceased person's estate lacks a designated beneficiary or when disputes arise among heirs. The process can take months or even years, delaying the sale of the property and leading to ongoing expenses like property taxes and maintenance. If no probate is filed, ownership remains in limbo, making it legally impossible to transfer the title to a new buyer.





Property investors can help by purchasing the property while dealing with probate laws, offering a faster resolution for heirs who prefer liquidating the asset rather than managing ongoing responsibilities.

## **Clearing Liens: Resolving Financial Claims to Free Your Sale**

A property lien is a legal claim against real estate due to unpaid debts, such as mortgages, contractor fees, or unpaid property taxes. These financial claims must be resolved before a property can be sold, as they prevent clear title transfer. Some sellers discover liens only when they attempt to sell, adding unexpected financial and legal burdens.

The longer a lien remains unresolved, the harder it becomes to sell the property. While traditional sales require the seller to settle the lien before closing, property investors often purchase properties with liens attached, handling the legal and financial aspects themselves and removing this burden from the seller.

## **Title Issues: Ownership disputes need clearing to proceed with sales.**

Title issues are one of the most common yet overlooked obstacles in real estate transactions. Errors in public records, unresolved inheritance claims, or fraud-related discrepancies can lead to ownership disputes that must be resolved before selling. For example, if an heir contests an inherited property or a past owner's name still appears on the title, the legal process to clear ownership can take months. Without a clear title, buyers may be unable to secure financing, and the sale may stall indefinitely.

Sellers facing title disputes often benefit from working with property investors, who specialize in handling complex title issues and can facilitate a fast, hassle-free sale.





## **Solving Tax Troubles: How Back Taxes Affect Your Property Sale.**

Unpaid property taxes create a significant roadblock in selling real estate, as tax authorities may place a tax lien on the property. This means the government has a legal claim over the home, preventing its sale until the outstanding debt is paid.



Tax delinquency can lead to foreclosure, further complicating the situation and reducing the seller's control over the sale process. Many homeowners struggle with back taxes, especially if the property has been sitting vacant or inherited without a clear financial plan.

While traditional buyers hesitate to purchase properties with tax liens, property investors can negotiate with tax authorities, settle debts, and allow for a smooth transaction, giving sellers a much-needed financial lifeline.

## **Repair or Despair: When Properties Need Work but Funds Are Low**

A property in poor condition can significantly reduce buyer interest and market value. Major structural issues, outdated interiors, and neglected maintenance often deter traditional buyers, who prefer move-in-ready homes.

Many sellers hesitate to invest in repairs due to financial constraints, leaving them stuck with a deteriorating asset. While realtors may suggest costly renovations, property investors purchase homes as-is, eliminating the need for repairs. Selling directly to an investor allows owners to skip the expense and time required for upgrades while securing a quick, hassle-free sale at a fair price.





## Dealing with Squatters: Regaining Control of Your Property

Squatters are unauthorized occupants who live on a property without legal permission. This can make selling a home extremely challenging. In many states, removing squatters is a lengthy legal process, as some tenants may claim squatters' rights if they have occupied the property for an extended period.

Traditional buyers often avoid properties with occupancy disputes, fearing legal battles. Property investors, however, are experienced in handling squatter situations, offering sellers an immediate resolution. By selling to an investor, owners can transfer the issue along with the property, avoiding costly eviction proceedings and prolonged market delays.

## Understanding Zoning Issues: Unlocking Your Property's Potential.

Zoning laws regulate how properties can be used, and misalignment with a buyer's intended use can prevent a sale. Owners may struggle to sell if their property is zoned for residential use but appeals to commercial buyers, or vice versa. Rezoning is possible but involves legal fees, applications, and government approvals, which can take months. Some property investors specialize in buying properties with zoning restrictions and handling the rezoning process themselves. Instead of waiting for approvals or modifying the property, selling to an investor allows owners to offload the asset without dealing with zoning headaches.





## Addressing Environmental Issues: How to Sell Problematic Properties

Contaminated land, flood risks, and hazardous materials like asbestos can make a property difficult to sell. Buyers often require costly environmental assessments and remediation before considering a purchase. Additionally, local and federal regulations may impose strict cleanup requirements, which can be financially draining for sellers.

Instead of investing in environmental fixes, many owners choose to sell to property investors who purchase land and homes in any condition. Investors often have the resources and expertise to remediate and repurpose the property, making them a practical option for sellers facing environmental obstacles.







## Managing Multi-Unit Complexity: Selling Rentals and Multi-Tenant Buildings

Selling a multi-unit property comes with added complexities, including tenant leases, rent control laws, and occupancy disputes. Landlords must either negotiate with tenants to vacate before selling or find buyers willing to inherit tenant agreements.

Many traditional buyers shy away from occupied rental properties due to the potential legal and financial responsibilities involved. Property investors, however, specialize in purchasing tenant-occupied buildings, taking over leases, and managing existing agreements. This allows landlords to sell without disrupting tenants, avoiding legal conflicts and ensuring a seamless transition of ownership.

Now that we've explored the common challenges that prevent properties from selling, it's clear that selling a property is not as simple as listing it on the market and that traditional methods aren't always the best solution. Property investors offer a faster, more flexible way to navigate these obstacles and secure a smooth sale. In the next chapter, we'll dive into effective strategies to overcome these challenges and sell your property with confidence.



# EFFECTIVE SOLUTIONS FOR SELLING CHALLENGES



Selling a property can be overwhelming when legal, financial, or structural challenges get in the way. Unresolved title issues, tax liens, and zoning restrictions can slow down transactions, while marketing mistakes and poor property presentation can push away potential buyers. Many owners struggle with repair costs, dealing with tenants, or understanding the best way to sell their type of property. However, there are practical solutions to these challenges. By planning strategically, using the right professional support, and leveraging modern tools, sellers can increase their chances of a smooth and successful sale. Let's explore some practical solutions!

## Smart Budgeting for Legal Costs: Handling Title Issues and Disputes Efficiently

Legal issues, such as unclear ownership, title defects, and probate delays, can stall a property sale for months. In the U.S., title companies and real estate attorneys play a crucial role in verifying property ownership and resolving disputes. However, these legal services come at a cost, with title searches averaging **\$75 to \$200**, while **legal fees for probate or dispute resolution** can range from **\$2,500 to \$7,000**. Sellers can minimize these expenses by working with investors who are experienced in handling title complications. Many investors have in-house legal teams that streamline the process, eliminating delays and reducing costs.



## Bringing in the Right Experts: When to Hire Professionals for a Smooth Sale

Not all properties require the same selling approach. Residential homes, multi-unit properties, and vacant land each demand specialized expertise.



Realtors handle standard transactions but may not be equipped to resolve legal encumbrances, zoning disputes, or property tax issues. Real estate attorneys, title companies, and land specialists can navigate complex property laws, but their services come with added fees. Property investors, however, often work with an established network of professionals who handle these challenges on behalf of the seller, making the process more efficient and cost-effective.

## First Impressions Matter: Enhancing Property Appeal Through Cleanup and Repairs

Many buyers judge a property within seconds of seeing it. A neglected home with peeling paint, broken fixtures, or an overgrown yard can discourage interest before a potential buyer even steps inside. While major renovations can be expensive, small improvements like fresh paint, decluttering, power washing, and minor landscaping can make a significant difference.

Homes in move-in-ready condition attract more buyers and often sell faster. If repairs are necessary but funds are tight, sellers can explore affordable fixes that boost curb appeal without breaking the bank.





# Targeted Marketing: Customize Marketing to Get the Right Buyers for Faster Results

Traditional property listings often fail because they don't attract the right buyers. Simply placing a property on the MLS (Multiple Listing Service) may not generate enough interest, especially for distressed properties or unique real estate like vacant land or multi-unit buildings. Targeted marketing involves customizing the listing approach based on the property type.

For instance, digital platforms, investor networks, and direct outreach strategies are far more effective for selling distressed or investment properties than generic listings. Understanding what potential buyers are looking for and tailoring the marketing approach accordingly leads to quicker and more successful sales.

## Tailored Solutions: Overcoming Zoning, Tenant, and Property Condition Challenges

Zoning laws, long-term tenants, and the condition of a property can all affect the ease of a sale. Misaligned zoning regulations prevent buyers from using the property as intended, requiring costly legal processes to change zoning classifications.

Tenant-occupied properties introduce another layer of complexity, as lease agreements may limit the ability to sell freely.

Additionally, properties in poor condition often fail to attract buyers unless significant repairs are made. The best approach is to understand these challenges upfront and take proactive steps, whether by working with a zoning consultant, negotiating with tenants, or adjusting pricing based on the property's condition.





## **Selling Smarter: How Technology Integration Can Streamline Your Property Sale**

Advancements in real estate technology have simplified the selling process, allowing owners to reach buyers faster and handle paperwork more efficiently. Online listing platforms make it easy to showcase properties with professional photos and virtual tours, attracting serious buyers. Electronic document signing speeds up contract approvals, reducing delays.

Pricing tools help sellers set competitive asking prices, ensuring the property doesn't sit on the market too long. Using real estate analytics and digital marketing strategies can increase visibility and connect sellers with buyers more quickly than traditional methods.

Now that we've explored the practical solutions to overcome the key challenges let's move to the next chapter, Three Options for Selling Your Property, where we'll break down the pros and cons of selling with a realtor, selling by owner (FSBO), and working with a professional property investor.







# THREE OPTIONS FOR SELLING YOUR PROPERTY – CHOOSING THE RIGHT PATH

When it's time to sell a property, choosing the right approach can make all the difference in how quickly and efficiently the sale goes through. Sellers typically have three main options: working with a realtor, selling the property themselves, or selling to a professional property investor. Each method comes with its own benefits and challenges. Let's take a closer look to determine which one fits best with your goals and circumstances.

## **Selling with a Realtor: Traditional but Costly**

Engaging a real estate agent is a common approach to selling property. Realtors offer professional expertise, market knowledge, and negotiation skills. However, this traditional method comes with certain considerations.





## **1. Covering Property Expenses Until the Sale Closes**

When listing with a realtor, you, as the seller, are responsible for all property-related expenses until the sale is finalized. This includes mortgage payments, property taxes, utilities, and maintenance costs. These ongoing expenses can accumulate, especially if the property remains on the market for an extended period.

## **2. Realtors Don't Handle Debt, Tax, or Legal Complexities**

While realtors facilitate the marketing and sale process, they generally do not manage debt settlements, resolve tax issues, or address legal complexities associated with the property. These matters require specialized legal or financial professionals, adding to your responsibilities and potential costs.

## **3. Sales Can Be Slow with No Guaranteed Timeline**

The time it takes to sell a property through a realtor can vary widely, with no guaranteed timeline for success. Market conditions, property location, and pricing strategy all influence the duration your property may remain on the market, leading to uncertainty and potential delays.

## **4. Expect to Pay Around 10% of the Sale Price in Fees**

Realtors typically charge a commission fee, usually around 5-6% of the final selling price. This fee is split between the listing agent and the buyer's agent, reducing your net proceeds from the sale. For instance, on a \$300,000 property, a 6% commission would amount to \$18,000.

## **5. Traditional Methods May Not Attract the Right Buyers**

Conventional marketing strategies employed by realtors may not always reach the most suitable buyers for your property. Depending on the property's unique features or target market, traditional methods might not effectively highlight its potential, possibly prolonging the sale process.



# **For Sale By Owner (FSBO): Maximum Control, Maximum Effort**

Selling a property without a realtor, known as For Sale By Owner (FSBO), gives sellers complete control over the process, from pricing to negotiations. This option eliminates commission fees but demands time, effort, and expertise. Owners must handle marketing, legal paperwork, buyer screenings, and closing logistics on their own. While FSBO can save thousands of dollars in agent fees, careful planning and execution are required to achieve a successful sale. Let's explore the key responsibilities sellers take on when choosing this route.

## **Managing Every Aspect of the Sale Yourself**

In an FSBO transaction, you assume all responsibilities typically handled by a real estate agent. This includes setting a competitive price, preparing the property for sale, marketing, negotiating with buyers, and managing legal paperwork. Without professional guidance, mispricing the property can lead to overpricing, which deters buyers, or underpricing, which results in financial loss. Sellers must also manage inquiries, schedule showings, and navigate buyer expectations, all while ensuring legal compliance throughout the transaction.

## **Funding Your Own Marketing and Advertising**

Unlike working with a realtor who covers listing fees and promotional expenses, FSBO sellers must invest in their own marketing. This includes listing on MLS platforms, paying for digital ads, printing flyers, and promoting the property through social media. Costs vary based on exposure needs, but a well-marketed FSBO listing increases the chances of attracting serious buyers.





## **Capturing High-Quality Photos, Aerial Views, and Placing Signs**

First impressions matter, and high-quality images significantly impact buyer interest. FSBO sellers should invest in professional real estate photography and drone shots to create an appealing online presence. Additionally, placing “For Sale” signs in high-visibility areas can capture local interest. Clear, visually compelling listings improve engagement and generate more inquiries.

## **Handling Title Issues by Coordinating with a Title Company**

Since FSBO sellers handle transactions independently, working with a title company ensures clear property ownership and legal accuracy. Title companies verify ownership records, settle outstanding liens, and issue title insurance to protect both parties. Without this step, unresolved title issues can delay or prevent closing, making coordination a critical part of the process.

## **Managing Buyer Interactions Without a Guaranteed Sale**

FSBO sellers must communicate directly with buyers, handling showings, negotiations, and offers without an intermediary. This requires strong negotiation skills and the ability to screen serious buyers from casual inquiries. Even with proper marketing and pricing, not all FSBO properties sell quickly or at the desired price, making this approach a high-effort but uncertain strategy.







## **Selling to a Professional Property Investor: Fast, Simple, and Flexible**

Working with a professional property investor can be an effective solution for a quick and hassle-free transaction. Unlike traditional buyers who rely on financing and inspections, investors purchase properties in their current condition, eliminating delays and costly repairs. This option is particularly useful for those facing foreclosure, tax liens, title issues, or inherited properties. Selling to an investor provides a direct, efficient alternative without the complexities of working with a realtor or managing an FSBO sale. Let's explore why many property owners rely on this method.

### **Receiving a Fair and Prompt Offer for Your Property**

Professional property investors evaluate properties based on market conditions, property conditions, and potential investment value. Many offer cash within days, allowing sellers to make quick decisions. Unlike traditional buyers who negotiate extensively, investors offer straightforward pricing without drawn-out discussions or contingencies.



## **Investors Handle All Property-Related Issues for You**

Selling a property can be stressful when title disputes, tax liens, or necessary repairs stand in the way. Investors handle these complications, ensuring the transaction moves forward smoothly. Since they purchase properties as-is, sellers don't have to worry about inspections, repairs, or unresolved legal issues.

## **Avoiding Closing Costs, Agent Fees, and Extra Expenses**

Traditional real estate sales involve commission fees, closing costs, and marketing expenses, which reduce the seller's net profit. When selling to an investor, these costs are eliminated. Investors cover all transaction fees, meaning the offer you receive is the amount you keep.

## **Investors Take Care of Unpaid Taxes and Other Liabilities**

Properties with delinquent taxes, unpaid utility bills, or liens can be difficult to sell through traditional methods. Investors absorb these financial burdens and resolve outstanding debts as part of the transaction, helping sellers avoid further penalties or foreclosure risks.

## **Completing a Quick and Efficient Sale with Title Company Coordination**

Since investors work directly with title companies, the closing process is significantly faster than a traditional sale. Title verification, legal documentation, and ownership transfers are handled efficiently, often within a few weeks or less. This eliminates the uncertainty of waiting for a buyer's financing approval.

## **Flexible Terms That Can Be Tailored to Your Needs**

Unlike conventional buyers, investors provide customized selling solutions based on the seller's situation. Investors can adapt to your needs, whether you need to stay in the property for a short period after the sale, require a leaseback option, or prefer a staggered payment structure.





### Immediate Cash Access Without Waiting for Buyer Financing

Traditional home sales often depend on bank approvals, which can take weeks or even months. Investors use cash transactions, allowing sellers to close quickly and access their funds without waiting for financing delays. This is particularly beneficial for those who need to liquidate assets quickly for financial stability.

Selling a property isn't a one-size-fits-all process. Some sellers prefer the guidance of a realtor, while others take the FSBO route for more control. Those looking for speed, convenience, and a guaranteed sale often turn to property investors who offer direct cash deals. Each option has trade-offs, and the right choice depends on your **priorities, timeline, and financial goals**. With the insights from this book, you can confidently decide the best path forward, ensuring a smooth and successful sale.







## MEET WAEL AZER & BURTON NEWCOMB FROM GENERATIONAL WEALTH LEGACY LLP

Burton is a veteran real estate broker with extensive experience. Since joining us, he's handled everything from major home renovations and preventing foreclosures to building new homes. Based in Georgia, his deep local knowledge and broad network make him exceptionally capable of helping property owners efficiently navigate their sales. One of the buyers to your property is a licensed Ga real estate broker acting as a buyer himself.

Dr. Wael Azer is an accomplished Emergency Medicine physician and entrepreneur. With an MBA from IU Kelley School of Business, he owns and operates multiple medical companies while also being a successful real estate investor in the Albany, GA area for the past six years. His strategic mindset and investment expertise help property owners secure the best outcomes in their sales.



# HOW GENERATIONAL WEALTH LEGACY LLLP CAN HELP YOU

## Our Values

At the core of our business is integrity we are fully transparent in every step of the transaction, so you always know what to expect. We strive for a win-win outcome, ensuring both you and our team benefit from a fair and stress-free process. No challenge is too big for us; with a solutions-focused mindset, we tackle complex property issues head-on, helping you overcome obstacles and move forward with confidence.



## How we work with sellers

We make selling your property simple, fast, and hassle-free. Here's how our process works:

- ✓ **OFFER** – Request a no-obligation cash offer with full transparency, so you can make the best decision.
- ✓ **CONTRACT** – If your property meets our criteria, we send a direct sales agreement—no middlemen, no hidden fees.
- ✓ **DUE DILIGENCE** – We handle everything, from title checks to resolving any property issues, ensuring a smooth and secure sale.
- ✓ **YOUR CASH** – Your cash is delivered quickly and safely through escrow, giving you financial freedom without the wait.

**Selling your property has never been easier!**





## How to contact us

Ready to sell your property or have questions? Reach out to us for a no-obligation cash offer today!

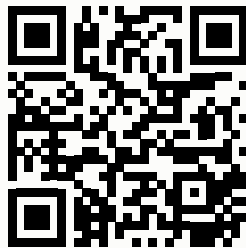
Email: [support@newaze.com](mailto:support@newaze.com)

Website: [generationalwealthlegacysyn.com](http://generationalwealthlegacysyn.com)

Call or Text: **(229) 886-1179**

We're here to make the process simple, stress-free, and fast.

**Contact us today!**



Scan the QR code above  
to visit the website



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