

Case Study: How Salt & Light Helped an Heir Let Go of a Problem Property With Major Repairs

Property Overview

Property	34 Fred Strain
Property Type	Single-family home
Situation	Inherited property / major repairs
Purchase Date	June 12, 2026
Purchase Price Range	\$50,000-\$100,000
Seller Source	Postcard
Response Time	Within the hour
Contract to Close	April 30 to June 12, 2026
Exit Strategy	Fix and flip
Location Use	Location only, not full address

The Challenge

The seller inherited the property and was left dealing with a single-family home that needed major repairs. He was also managing the stress and risk of holding onto a property that had become harder to control over time.

Before working with Salt & Light Property Solutions, the seller had already tried selling the property another way. He had an offer, and things were moving forward, but the buyer was not able to perform and the deal fell through.

Listing with an agent was not the best option because the property had too many repairs. The home had been damaged, had holes in the roof, and was getting worse the longer it sat. The seller also had people staying on or around the property who were causing problems, which added another layer of stress and urgency.

More than anything, the seller wanted to avoid the headache, risk, and ongoing problems that came with continuing to hold the property. He reached the point where he needed to get rid of it and move forward.

The Solution

Salt & Light Property Solutions responded quickly and offered a solution that fit the seller's situation: a cash offer, an as-is purchase, a fast closing when the seller was ready, and a flexible timeline that allowed him to handle the people and personal property still on-site.

The offer appealed to the seller because Salt & Light could provide:

- An as-is purchase
- A cash offer
- A fast closing once the seller was ready
- A flexible closing timeline
- A solution for a property with major repairs

One obstacle involved the people who were still on the property and were not leaving. The seller ultimately called law enforcement for trespassing so the people could remove their belongings and leave the property.

Salt & Light supported the situation by giving the seller the time he needed to clear the property and remove the people causing issues. The team stayed in communication and waited until the seller was ready. As soon as he was ready to close, Salt & Light moved forward and closed the deal.

The Results

By selling the property to Salt & Light, the seller was able to avoid the stress, danger, and expense of continuing to manage a damaged inherited property.

The sale allowed the seller to:

- Avoid approximately \$60,000-\$70,000 in repair costs
- Stop dealing with the risk and headache of holding the property
- Move forward after a previous buyer failed to perform
- Avoid trying to list a heavily damaged property on the MLS
- Get paid for the property without making repairs
- Close on a timeline that gave him time to clear the property

Because Salt & Light could buy the property as-is and work with the seller's timeline, the seller did not have to take on a major renovation, coordinate repairs, or continue dealing with the problems happening at the property.

Key Takeaway

This case shows how Salt & Light Property Solutions helps sellers who inherit difficult properties and feel stuck with major repairs, failed buyers, and property-related headaches. By offering an as-is cash purchase and a flexible timeline, the team helped the seller avoid \$60,000-\$70,000 in repairs and move forward from a stressful situation.

Suggested Pull Quote

"He saved probably \$60,000 to \$70,000 in repair costs and was able to get the house sold."

Suggested Social Caption

Inherited properties can quickly become stressful, especially when there are major repairs, people still on-site, and a previous buyer who could not make the deal happen.

For the seller of 34 Fred Strain, the property needed serious repairs and was becoming more of a headache every day. Instead of spending \$60,000-\$70,000 on repairs, trying to list it traditionally, or continuing to deal with the risk of holding the property, he chose a simpler solution.

Salt & Light Property Solutions stepped in with an as-is cash offer, a flexible timeline, and the ability to close once the seller was ready.

The result: the seller avoided major repair costs, moved past a stressful situation, and was able to sell the property without taking on the burden of fixing it himself.