

Case Study: How Salt & Light Helped a Seller Complete a Simple As-Is Sale for an Unused Vacation Home

Property Overview

Property:	205 S 2nd St, Lumberton
Property Type:	Single-family home
Situation:	Former vacation home / hunting camp / needed repairs
Purchase Date:	June 18, 2026
Purchase Price Range:	Under \$50,000
Seller Source:	Postcard
Response Time:	Within the hour
Time to Close:	Roughly 20 days
Exit Strategy:	Fix and flip
Estimated Repair Cost:	Approximately \$25,000
Location Use:	Do not use seller location
Seller Permission:	Do not use seller name

The Challenge

The sellers owned a single-family home in Lumberton that had been used as a vacation home or hunting camp. Over time, they no longer wanted to keep the property and were ready for a simple way to sell it.

The property needed repairs, which made a traditional listing less appealing. The sellers had not already tried selling another way, but listing with an agent was not the best fit because the property needed work and the sellers were looking for an easy transaction.

This was not an emotional or complicated sale. According to Erica, the seller was very logical and treated it as a business transaction. He knew what he wanted out of the house, and Salt & Light was able to meet that need.

The Solution

Salt & Light Property Solutions responded within the hour and provided a simple as-is solution that matched what the seller wanted. The seller was looking for an easy process, and the team was able to offer a straightforward path to closing.

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

- A cash offer
- A fast closing
- An as-is purchase
- A straightforward transaction without unnecessary complications

The property went under contract on May 28 and closed on June 18. Because both sides were aligned, there were no major obstacles, no extra support needed, and no complicated back-and-forth required.

The Results

By working with Salt & Light, the seller was able to sell a property he no longer wanted without repairing it first or going through a more drawn-out traditional sale.

The sale allowed the seller to:

- Sell a property that was no longer being used
- Avoid handling approximately \$25,000 in repairs before selling
- Receive the price he wanted for the property
- Close in roughly 20 days
- Complete a clean and straightforward business transaction

There was no major seller reaction noted after closing, which fits the nature of the deal. It was a simple, direct transaction where the seller got what he wanted and Salt & Light was able to move forward with the property as a fix and flip.

Key Takeaway

This case shows that not every sale has to be complicated to be a win. Sometimes a seller simply has a property they no longer want and needs a buyer who can move quickly, pay cash, and purchase the home as-is. Salt & Light Property Solutions was able to provide that simple solution and help the seller close without repair stress or delays.

Suggested Pull Quote

“He got what he wanted out of the house. They were asking a certain price, I gave him what he wanted, and that was it.”

Suggested Social Caption

Some property sales are simple because the right buyer shows up with the right solution.

For the sellers of 205 S 2nd St in Lumberton, the property had been used as a vacation home or hunting camp, but they no longer wanted to keep it. It needed repairs, and they wanted an easy way to move on without fixing it up first.

Salt & Light Property Solutions stepped in with a cash offer, a fast closing, and an as-is purchase. The result was a straightforward sale where the seller got what he wanted and avoided the stress of repairs or a drawn-out listing process.