

Here to work for you!

Steps for a successful sale

- You, or your representative, work with NeighborWorks Montana (NWMt) to negotiate a purchase price.
- We help the tenants to form a corporation, complete real estate due diligence, and secure financing.
- We help you meet your price and timing goals for selling your property and you will be kept informed through the whole process.
- We will work hard so you don't have to.

Our goal is to make sure the transaction is a win for all parties!

Decades of Success

We have a proven track record of completing these types of deals. There are 17 resident-owned communities in Montana, created with our support. Our partner, ROC USA®, offers over 35 years of experience doing these transactions. Since 2008, ROC USA® and its affiliates have supported more than 280 resident owned communities in 18 states, with many utilizing financing available from ROC USA® Capital. As a ROC USA® partner, NWMt makes it possible for residents to access this financing.

Call me for a confidential conversation about whether selling to your tenants is right for you.



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NeighborWorks Montana is an Equal Housing Opportunity provider and does business in accordance with the federal and applicable state fair housing acts. It is illegal to discriminate against any person on the basis of race, color, religion, national origin, sex, handicap or familial status.



Looking to Sell?

Your best buyer may be the residents!

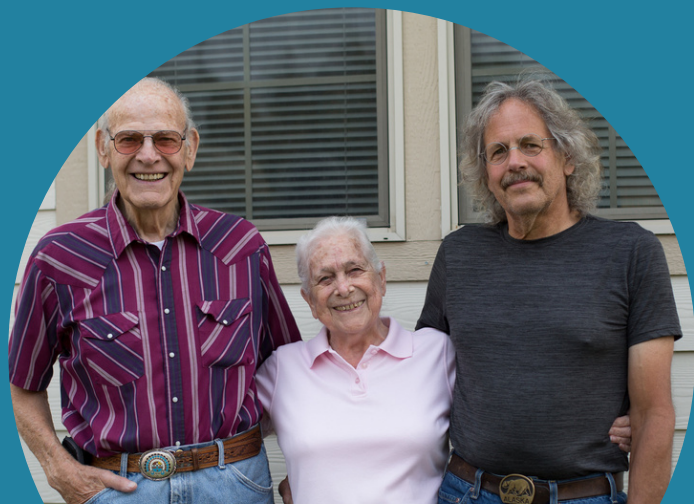


Why sell to your tenants?

- Earn a market rate return on your investment.
- You will receive a smooth and easy process with a proven and successful buyer.
- Take advantage of the Montana capital gains tax exclusion.
- The residents you have served will have the opportunity to further secure their futures through resident ownership.

Continue your tradition of affordable housing! Contact us for more information.
All contacts remain confidential.

Below: Tim Ohler (right) former owner of Morning Star in Kalispell, MT chose to sell to his residents.



Quotes from Former Park Owners

"I had gotten to know the tenants while we owned it and I can see that many of them were really decent people. A lot of them lived month-to-month and I could see they just didn't need to be disrupted from their homes. I think it was a good transaction. I've been in real estate for over 30 years and I'd do it again!"

George Everett, Former Owner

"Selling to my residents made me feel like I could be confident that what I had started wasn't going to change and that the people I cared about would never be forced to leave their homes."

Tim Ohler, Former Owner

"The transaction actually went a lot smoother than we figured. I wish we had one of these every week!"

Dick Rostad, sellers broker, Marwest Realty Owner/Broker, Missoula MT



Buyer Comparison

Selling to your residents is virtually the same as selling to an investor other than some key benefits to you and your community:

- Selling to your residents ensures stable homes that Montanans can afford in perpetuity.
- Financing sources are defined and have a proven track record.
- Your residents will have expert guidance and can gain access to grants to help with capital improvements.

Components that are the same between purchasers:

- Price is a market rate negotiation
- Assessment value
- Timeline (90-120 days)
- Due diligence