— A DEKALB COUNTY LANDLORD'S DECISION GUIDE

Keep It. Fix It. or Exit It.

A simple framework to help you separate the property problem from the ownership decision — before you decide anything about selling.

Fee Simple Property Management, LLC

Licensed Georgia Real Estate Broker · DeKalb County, Georgia

Does owning this property still make sense for your life today?

A property can be a good investment and still be the wrong fit for where you are now. Priorities change, energy changes, and sometimes the numbers still work on paper while the responsibility no longer fits your life. That's a different question than whether the property is bad — and it deserves its own answer.

> **ASK YOURSELF**
>
> **"If you didn't already own this property today, knowing everything you know now — would you buy it again?"**

When a landlord tells me "I'm tired of this," I don't assume the answer is to sell. I separate it into three distinct decisions. Here's how to work through each one.

DECISION ONE

Keep It

The asset itself may still be fundamentally good. Sometimes frustration is temporary, and selling a good property because of a bad six months solves the wrong problem.

THIS MAY BE WORTH KEEPING IF

— Cash flow is still acceptable and the location remains strong

— Your long-term goals are still served by owning it

— The frustration traces to one recent event, not years of accumulated fatigue

DECISION TWO

Fix It

The asset and the management problem are not always the same thing. Sometimes the property is fine — your relationship with it is what needs to change.

COMMON FIXABLE PROBLEMS

— A difficult tenant

— Deferred maintenance

— Poor systems or paperwork

— Self-management

— An ineffective property manager

— Too much personal involvement

ASK YOURSELF

"If the stress disappeared tomorrow but you still owned the property, would that solve the problem?"

Yes — this is likely a management problem, not an ownership problem.

DECISION THREE

Exit It

Sometimes even after fixing the tenant, the contractor, and the vacancy, the honest answer is still no. The problem isn't the property anymore — you're finished with the responsibility itself.

SIGNS IT MAY BE TIME TO SERIOUSLY CONSIDER EXITING

- You can't explain whether the property is actually performing — you're guessing at the numbers
- You avoid calls connected to the property
- You no longer want another tenant or another lease cycle
- The property regularly intrudes on family, travel, or retirement plans

THE DEEPER QUESTION

"What is this property costing your life?"

If you land on Exit

Condition and market exposure are two separate decisions. You can be done making repairs and still give the marketplace a chance to compete for the property, as-is. That's not a price guarantee — it's price discovery. And it's done through licensed representation on your side of the table, not a single lowball offer.

What are you trying to get back?

Whatever you decide, that answer helps define what a successful outcome actually looks like.

Time	Freedom	Peace	Less worry

Selling isn't always the answer. But doing nothing isn't automatically the answer either.

If you'd like to talk through which of these three fits your situation, I'm glad to have that conversation — with no predetermined answer and no pressure toward a listing.

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