

Sunshine State Solutions — Operating Brief

Southwest Florida · Structured Real Estate & Investor Intelligence

Research-grade framing. Decisive, transparent execution.

Who We Are

Sunshine State Solutions is a Southwest Florida operations team working two sides of the same market with the same discipline:

- **Homeowners** facing complex property situations — we evaluate and structure real offers.
- **Real-estate investors** acquiring in SWFL — we deliver curated, ranked acquisition intelligence on a recurring cadence.

We do not chase volume. We are selective, operator-grade, and built for clients who value cleaner signal and better judgment over more noise.

Service area: Lee, Charlotte, Sarasota, and surrounding Southwest Florida counties — including Fort Myers, Cape Coral, Naples, Bonita Springs, Estero, and Lehigh Acres.

Two Paths, One Standard

	Homeowner Path	Investor Path
For	SWFL homeowners with time, condition, title, or equity complications	SWFL real-estate operators and acquisition teams
Entry point	Property submission form	Sample Pack → Fit Call
Outcome	Structured offer: cash, seller-financed, or lease-to-own	Recurring, curated SWFL acquisition intelligence
Selective?	Yes — we decline situations we can't improve	Yes — every applicant is qualified and approved

1 · Homeowner Solutions

For SWFL property owners dealing with things that don't fit a traditional listing — hurricane-damaged structures, insurance-constrained condos, probate/inherited real estate, code issues, absentee burden, or time-sensitive financial pressure.

How we engage

1. You submit your property through the evaluation form.
2. We review within one business day and, if it's a fit, propose **one or more** of the structures below.
3. Terms are always in writing. You decide.

Structured Offer Options

Direct Cash Purchase

- **Best for:** Speed, certainty of close, condition concerns, distressed or complex title.
- **Advantages:** No financing contingencies. Short timelines. We close on your schedule, not the lender's.
- **Trade-off:** Cash offers reflect the true net of speed and risk we absorb — we are transparent about that math.

Seller Financing

- **Best for:** Owners who don't need 100% liquidity immediately and want cashflow or tax-efficient structuring.
- **Advantages:** Often a stronger net price vs. a pure cash offer, predictable monthly income, flexible terms.
- **Trade-off:** Longer commitment; we structure it so your downside is documented and protected.

Lease-to-Own

- **Best for:** Sellers with strong emotional ties to the property or who want to keep optionality open.
- **Advantages:** Monthly income during option period, eventual full purchase, flexibility if circumstances change.
- **Trade-off:** Purchase completes on a longer timeline; we document every trigger and protection in writing.

Why homeowners choose us over a traditional listing

- **One-window evaluation** — we consider multiple structures together, not just price.
- **No staging, showings, or months-long uncertainty.**
- **Complex-situation expertise** — we are comfortable with title clouds, condition issues, estate situations, and insurance-complicated properties.
- **Written, transparent terms** — no verbal handshakes, no pressure.

We decline situations we can't improve. If an MLS listing is genuinely your best path, we'll say so.

2 · Investor Services — SWFL Acquisition Desk

A recurring subscription service that delivers **curated, ranked acquisition intelligence** for Southwest Florida — built for serious buyers who want sharper judgment instead of another firehose of leads.

The funnel (four steps, friction on purpose)

1. **Sample Pack** — prove the quality. Request the pack, receive a concrete SWFL intelligence sample, see the ranking and framing before you commit anything.
2. **Fit Call** — a 15-minute qualification conversation. Either we're mutually fit, or we aren't.
3. **Application** — tier-aware form capturing buy-box, cadence, and operator signals. Admin approves qualified applicants.

4. **Onboarding + Secure Activation** — once approved, you complete onboarding and activate billing. Service starts only after payment confirms.

Service Tiers

Tier	Price	Best For	Coverage
Market Watch	From \$750 / month	Single-county operators who already know their buy-box	One SWFL county
Acquisition Desk (recommended)	From \$1,750 / month	Active operators buying consistently; acquisition managers; wholesalers	Up to 3 SWFL counties
Priority Desk	Custom from \$3,500 / month	Higher-volume acquisition teams with custom requirements	Custom scoping, priority queue

All tiers are monthly-recurring. Cancel any time via self-serve billing portal. Priority Desk uses custom manual invoicing and is not self-serve.

What every tier includes

- **Curated signal** — we filter noise, we do not forward it.
- **Ranked prioritization** — opportunities scored against your buy-box, not alphabetized.
- **Stated cadence** — you know exactly when deliveries land.
- **Independent-verification framing** — every signal is structured so your team can validate independently.
- **Written disclaimer** — we are research and intelligence. We do not guarantee deal flow, outcomes, or property condition.

Billing & Activation — how we're different

- **No activation until payment confirms.** We never flip a service “on” based on a frontend redirect.
- **Stripe-powered self-serve checkout** for Market Watch and Acquisition Desk.
- **Self-serve billing portal** — update card, view invoices, cancel, all from Stripe.
- **Past-due handling** — if a payment fails, service pauses and we notify you with an update link. No silent debits.

Our Methodology

SWFL Focus

We operate one region very well rather than many regions poorly. Lee, Charlotte, and Sarasota counties have unique dynamics — post-Ian damage patterns, insurance carrier retreat, condo assessment shocks, 55+ community rules, homestead nuances — and we've built our workflow around them.

Structured Over Speculative

For homeowners: we compare **multiple offer structures side by side** and let the math decide.

For investors: we **rank** opportunities by fit with your declared buy-box.

Transparent by Default

- Homeowner offers include the underlying assumptions, not just a number.
- Investor briefings cite sources, disclose uncertainty, and never style speculation as fact.
- Billing is written, never surprise.

Selective by Design

We turn down work that won't meet our standard. Both sides of the business use qualification gates (homeowner evaluation / investor fit-call + application) because signal quality collapses without them.

What We Are Not

- **Not a brokerage.** We don't list homes or represent buyers in MLS transactions.
 - **Not an investment advisor.** Investor content is research and curated intelligence, never personalized investment, legal, or tax advice.
 - **Not a guarantee.** No promises of deal volume, conversion rates, outcomes, or property condition.
 - **Not a high-pressure sales operation.** We decline to work where we can't add structural value.
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Quick Reference

Homeowner Contact

- **Start here:** [/contact](#) — property evaluation form.
- **Response time:** within 1 business day.
- **Cost to you:** \$0 to evaluate.

Investor Contact

- **Start here:** [/investors](#) — Sample Pack + Fit Call CTAs.
- **Pricing:** [/investors/pricing](#) — three public tiers.
- **Activation:** all billing self-serve via Stripe (except Priority Desk).

Service Area

Fort Myers · Cape Coral · Naples · Bonita Springs · Estero · Lehigh Acres · and all SWFL communities.

Disclaimer

Sunshine State Solutions operates SWFL Acquisition Desk as a research and investor-intelligence product. It is not a brokerage, licensed investment advisor, legal practice, or tax practice. All information delivered by any service line requires independent verification and diligence by the recipient before acting. No guarantees are made about deal flow, investment performance, property condition, or

closing outcomes. All homeowner offers and investor engagement terms are issued in writing and are executed at the recipient's sole discretion.

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