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The Foreclosure Craze

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It would be crazy for us to ignore one of the biggest news stories of 2008. Foreclosures. There has been more mentioned in the mainstream media about foreclosures than just about any other single story.

There are complete neighborhoods that are falling into foreclosure. In some places foreclosure listings are eclipsing the 8% range of all available homes on the MLS. It would be crazy for us not to pursue these great opportunities. Just like anything else we need to educate ourselves first on the processes and pitfalls so that we can invest successfully and prosper.

In this month's newsletter we are going to look in depth into the opportunities in the pre-foreclosure market. This includes marketing to our prospects so that we spend the least amount of money. We will also look at the many strategies to acquire these properties through creative methods.

Next month we will continue this process and learn how to profit from homes at the courthouse auction and those homes that have already been taken back by the bank. Often called post foreclosures or bank owned properties. In the December edition we will see what a post foreclosure opportunity can provide and how to acquire these homes.



NOTES FROM THE EDITOR...

As we close in on the end of 2008 the first thought that enters my mind is "Where did this year go?" It seems like time has passed by so quickly. I remember sitting in my condo at Snowshoe enjoying a day of skiing and working on my 2008 business goals. Then all of a sudden I am sitting here trying to decide what to do for New Year's Eve, 2009. Wow!



I imagine the same is true for many of you. Just like you we are working hard at Get Real to work on our 2009 goals. We have probably bit off more than we can chew but we are revamping the entire show to include even more educational information on real estate investing.

We are also going to start to move around the country with the help of my partner Mike Knight doing one day seminars across the US in 2009, look for us coming to your city soon.

Judson and Lynn Voss

CONTACT INFORMATION AND QUESTION SUBMISSION



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Questions!!

Got a question you would like to have us answer in depth here in the newsletter? We would love to hear from you. All you have to do is

send a quick email to

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and we will take a look.

Please provide your name, number and email in case we need to follow up with you and ask additional questions to make sure we get your question right.

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This month I thought I would talk about the 100 ton gorilla in the corner, foreclosures. You would have to be pretty sheltered to not know what is going on in the real estate market when it comes to foreclosures. In some areas foreclosures make up a huge part of the market of available homes for sale. Some are good deals, some are great and then many just don't pass the test.

With so many homes on the market that are either headed to foreclosure or have already been taken back by the bank it is often hard to decide where to begin, even for the seasoned investor. Every part of the foreclosure process is full of great opportunities. Unfortunately every part of the foreclosure process is very different and the opportunities take a trained eye to see.



So let's talk about the foreclosure process in general first. Here is my disclaimer. Every state is different when it comes to foreclosures. The very first thing you need to do is familiarize yourself with the process in the state or states you would like to invest in. There are many websites available that will give you the basics of the process. You can google

“foreclosure laws” for some. I usually look at <http://www.foreclosurelaw.org> it is basic and gives you information such as the dates and type of foreclosures that are processed in your state.

Most foreclosure law sites also include a link to your states legislative site that contains the actual law on the books for foreclosures. Probably not the best nighttime reading I wouldn't think. For now just stick with the basics. You will want to know the type of foreclosure your state allows, the number of days the process usually takes and whether the homeowner has a right of

redemption. The number of days are important when it comes to working with pre-foreclosures and our marketing strategies. More to come on that.

In most states and with most mortgage holders the process goes sort of like this. The homeowner at some point in time gets behind on a payment. Once the payment is about 15 days past due the bank will start to contact the owner via mail and phone. At this point in the process the issue is being held by the “customer service” department. In other words the banks collection department.

Remember throughout the process the bank has no interest in getting this

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home back. All the bank really wants is their payment each month without having to spend money to get it. The customer service agent is really only functioning as a reminder that the payment on the house is due. The bank is not throwing up any red flags yet. Checks get lost in the mail, homeowners forget to make payments, things happen and there might not be an issue at all.

This all changes when one of two things happens. The first is that the homeowner tells the bank that they cannot make the payment, or when the payment starts to get around 30-60 days past due, depending on the bank. At this point the bank realizes there is an issue and they want it fixed.



This is the part of the process where the homeowner can begin to request a workout arrangement. A workout arrangement is an agreement between the parties to somehow modify the existing loan on the home. Anything can be modified. The bank may change the interest rate, allow the owner to make extra payments to catch up and in some cases they may even take the late payments and put them at the end of

the loan, essentially extending the length of the loan by a month or two.

While a workout agreement sounds like a great option and you see them all over the news it is not the be all end all of the late payment process. Banks are more willing to work with the owner today than 3 years ago but they still need to protect their asset. If the homeowner has no means to pay, no job, and there is nothing on the horizon then the bank is not going to just hope they get their money.

If the owner and the bank can't come to an agreement on the loan or if the owner just ignores the bank's requests, which happens more than not then the home is moved to the loss mitigation department and usually the foreclosure process begins.

In most states the attorney for the bank files a petition in court and the Sheriff delivers a notice to the owner's home showing that the bank is beginning the foreclosure process. The larger mortgage companies usually use what I refer to as a foreclosure mill. It is a very large law firm that specializes in processing foreclosures. In most areas you will find about 3-7 firms that do most of the counties foreclosures.

It is important to remember that the attorney is not foreclosing on the house

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they are just acting as an agent for the bank. I mention this here because it is important to remember if you want to buy a home in pre-foreclosure you can only work with the homeowner and the bank. The attorney will be a dead end.

When the attorney files their paperwork now the pending foreclosure has become a public record. Anybody and their brother can find out about it. This is the point when most investors who work with pre-foreclosures begin to get involved or at least track the home. More on this when we talk marketing.

Every state is going to vary greatly from here on out in the process but I will give you a general overview. Once the filing has taken place there is a court date set. This date is set to allow the homeowner the ability to contest, not the late payments, but instead the process. They are able to come to the court and argue that the process was not executed properly. Many homeowners think this is a chance to ask the judge for more time. Unfortunately for them the judge doesn't make that decision the mortgage holder does. He is ruling on whether the rules have been followed.

I would say that in 98% of the cases the homeowner never shows up for the foreclosure hearing and they really

have no reason to if they aren't contesting it.

If the foreclosure is processed in the hearing the judge places a judgement and at this point in time sets the auction date for the foreclosure. The homeowner still owns the home and can still work with the bank but the wheels are in motion. If they don't come up with something by the auction date then the home will go up for auction and either a bidder will purchase the home or the home will go back to the bank who is the default bidder.

Every state has it's own rules after the auction takes place. Some states are redemption states which means the homeowner may have a period of time after the auction to make up the payments and fees and get the house back. This is very important to understand if you are interested in buying homes at auctions.

This is the basic outline of the process for foreclosures. As I mentioned you will want to understand each part of the foreclosure process in your state. I also recommend working with a good real estate attorney that understands your state's foreclosure laws. An attorney can boil down some of the pitfalls and land mines you might



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encounter along the way.

Pre-Foreclosure

Any home that has not gone back to the bank or has been rightfully sold to another party is a home that is in pre-foreclosure. Please keep in mind the most important part of this process is the home is still owned by the homeowner. This home is not owned by the bank. Any dealings you have will have to be with the homeowner. The bank may get involved if you are trying to work a short sale but the owner has all rights to sell or keep their house.

I have seen many new investors who are concerned about being uncomfortable working with a homeowner in foreclosure so they attempt to work with the bank instead. If you are uncomfortable working with homeowners then I recommend working in the post foreclosure part of the process or work with a partner that is comfortable. There is no way for someone's home to be sold without their approval no matter how much money they owe.

So why would someone want to go after a home in pre-foreclosure? Many of the reasons are the same reasons that one would want to find any

motivated seller. These are individual owners of properties. For whatever reason they are no longer paying their mortgage. This means they have a pain that involves a piece of real estate. Any time someone is in pain all they are interested in doing is getting rid of the pain.

I always try to remember that they may have many issues unrelated to the foreclosure of a home. They may owe money to other people and have other bills they wish they could pay off. For someone with equity in their home and in foreclosure they are in a world of hurt. The only thing they could use to pay off their debt is in the process of being taken from them, and thus the equity also.



Motivated sellers are much more willing to work with me than a bank. I know that banks have lots of homes now and they want to dispose of them but they don't have an emotional reason so that changes the stakes. It is also important to remember that the only way of acquiring a home from a bank is to get a mortgage for the property. If you are buying the home as an investment you will be limited in today's credit market to the number of homes you can get mortgages for.

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This brings me to the reason for liking the motivated seller. Individual sellers are often more able to be flexible with their pricing and terms. Pricing means how much they can take for the home. This of course is assuming they have equity in the home and can reduce the price to something attractive for you. If they don't have the equity then it is time to move to a short sale.

Just as important as being flexible with the price are the terms.



What do I mean by terms? How I am going to buy the home. Again the owner has a

problem they need you to solve. This does not always mean selling the house outright. They might just need to get the home caught up and get rid of the house payment. It is possible they only need a couple thousand dollars for a bill they owe and then they can get out of the situation. It will be your job to find that out and fix the problem.

We have established what a pre-foreclosure is. Now the real question is how do I get them? There are two schools of thought out there. The first is to get a list and start calling people or knocking on their doors to let them know that you are there and can help. Personally I don't have the time for this. I want to be very clear though, this does not make it a bad strategy.

I have many friends that knock on doors every day of the week and they do quite well in their investing business. This is going to take a certain type of person. You need to be comfortable in situations where you are basically cold calling a person who has recently started the foreclosure process.

Many people won't do this but here is how the process works...

Most investors who knock on doors don't wait for information to hit a foreclosure listing service. They will either go to the courthouse each day and collect the newly filed foreclosures or they will get their local legal newspaper and get the foreclosure lists from there. This provides them with the most up to date information available so they can get a jump on the competition when it comes to contacting the homeowner.

Marketing

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Once you find a reliable source for your newly filed foreclosures or you do them yourself you will be ready to go. Not so fast though. We aren't going to go out and knock on the doors of every newly filed foreclosure in our area. It would be a waste of time and probably impossible to do considering the number of foreclosures hitting the market every single day.

Instead of a blanket approach we are going to do some analysis only pick the properties that fall into our very specific criteria. As the saying goes, "Beggars can't be choosers." With the number of foreclosures we are definitely not begging for anything!

To understand what our criteria will be we need to understand what type of information we need to gather to make that decision. If we are going to the courthouse ourselves we will need to know where to look in the paperwork for this information or if we are using a legal newspaper we will want this to use as an analysis tool.

We will need the home owner's name, their address, the property address (if it is different), the amount of the original

mortgage, the date of the original mortgage, and the type of property it is.

It may be important for me to first filter through my listings based on geographic area. If I am in a large metropolitan area I will narrow my search to a smaller, more manageable area that I will farm leads in. This may be difficult at first as there is not a grouping in anyway on most foreclosure lists. This skill will take some time in learning your area. If you are only filtering by zip code you will be OK. Otherwise it will be less scientific.

Once I have narrowed my list down to the area I want to work in I still want to be picky about the properties if I have to hit the pavement and visit each house. I only want to work with the money makers and not the time wasters. How do I do this? Well I can't guarantee myself anything but I can at least reduce my risk of going to see a homeowner who's home I am not interested in.

We have gathered the original mortgage amount and the date of the mortgage. Doing the math we can take a decent guess as to what the outstanding balance is on the home. This is not a science we are just trying



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to get close. What I do is use a mortgage calculator, they are online everywhere, and enter in the original mortgage amount and what I am guessing the interest rate was at the time.

From here the calculator will create an amortization table for me. The amortization table breaks down what the principal and interest is each month during the mortgage. It will also provide me with an outstanding balance at the end of that period. All that is left to do now is see what the balance would be in whatever year we are in on the mortgage and I have a close enough guess for my filtering system.

Now, it is really important to note that this is not foolproof, not even close. Many homeowners over the years have taken out second or even third mortgages on their homes. These mortgages will not show up in the newly filed foreclosure listing and could be eating up the profit. You can find out about these other liens by doing research at the courthouse. If you don't want to spend that time then you might just find out when you meet the homeowner for the first time.

At this point I know where the home is and I know what the mortgage might be. That doesn't really tell me if it is a good deal. Here is where the work

comes in. Yes this will take work and it will take time to get good at it. Now I need to decide what the house is worth. I get the question all of the time, "how do I know what the house is worth?" Well if I was looking at buying a home and wanted to know if I was getting a good deal or not I would probably ask a



realtor to pull some comparable sales for me. I doubt that is going to work if I am looking at 50 homes a week.

Even if you are a realtor and have access to the MLS information it is going to be tough to gather this data every single time. Instead you are going to have to start to learn the area. You can use sites such as Zillow but the data can be questionable. Otherwise you will have to see what other homes are listed at, try to find out what they have sold for and go from there.

In time you will get better at understanding your farm area and you will know within a reasonable range what the homes are worth that you are targeting.

I am now ready for the big question. Is there enough equity in the deal to make

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it worth my while to truck over to the house and knock on the door? All I have to do is subtract the outstanding balance from the value of the home today and voila I have my answer, sort of.

This is only a guess. I might look at a newly filed foreclosure, do all of my math and have a home with 30% equity and think it is a good deal. Then I show up at the house and see it needs about \$25,000 in repairs. There goes my equity and there goes my hopes for a really good deal. This type of thing will happen and it is just part of the process.

Finding the property is really just a small part of the battle if I am going to knock on doors. The other hurdle I have to overcome is the homeowner.

Depending on how soon I get out to the house the homeowner may not even realize or they just found out about the foreclosure. Many owners will be in denial and will be happy to tell you that this is a mistake and they have it taken care of. 99% of the time this just isn't the case.

When knocking on the door the process is fairly simple. You will want to be

polite and empathetic and explain that you saw a public notice stating you were having some issues with your mortgage and if nothing is done you will lose your home. Then let them know that you are there to help them avoid that and not lose all of the equity they have worked so hard for.

Some owners will be interested in working with you and some won't. Occasionally you will get someone that is unhappy with you and not extremely polite but it is not a regular occurrence. What is important to remember is you

need to be aggressive and have a thick skin if you want to knock on doors of newly filed foreclosures.

The other scenario you will run across is a homeowner that is not home. It is important to realize

you don't want to speak with anyone but the homeowner. Please don't discuss the matter with the owner's child or even with other adult members of the family that may be living there. Instead if no one is home you should at least let them know you were there.

In an envelope leave behind your personal information selling you as a solution to their foreclosure problem



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along with a business card. It may also be a good idea to photo copy a simple “how to” guide telling homeowners what their rights are in the foreclosure process. Many people are looking for a way out at the beginning of the process. If you can provide the information on how to get out of foreclosure and they realize they can’t do any of these items they will be more willing to talk about selling the home.

From here some investors will put the people they were not able to contact on a call list and attempt to contact them via mail or phone from here on out . Door knocking is a time consuming process but one that can work for the really good deals.

Most investors, especially those working the business part-time, just don’t have the time or resources to get out and hit the pavement. You could still knock on doors on evenings and weekends but this may not be the best use of your time. This means we need to come up with an alternate way to market to pre-foreclosures that allows us to leverage our time and energy.

I will tell you this, you will always have to trade time for money and vice versa. I would love for this to be untrue but it is a fact of business. We will always have to put up some money if we are going to reduce the amount of time we invest

in our business. This is the case with marketing for pre-foreclosures.

If you want to drastically reduce the time spent marketing then I recommend a two pronged approach. The first is direct mail and the second is roadside (bandit) signs. Each of these approaches will attract different groups of people but still the target group you are after. As I said you will have to spend money to market but it will bring you the most concentrated number of targeted prospects.

An affordable option is bandit signs. Bandit signs are going to get out to the most people but will be less concentrated than direct mail. There are many different messages you can use for a bandit sign. If you choose to go with a “We Buy Houses” sign you will get the greatest number of calls but not very many of the calls will be from people in foreclosure. Instead you will get every person that is looking to sell a home, motivated and unmotivated.

A better option would be to focus our bandit sign message. If I am looking for someone in foreclosure my best option is something simple like “Avoid Foreclosure.” This will bring me prospects that are in some way shape or form thinking about foreclosure.

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One of the great parts of this message is we are not just getting the people that are already in the foreclosure process. We are also bringing in people that are behind on their payments or getting close to being behind. These homeowners are great prospects. Their business is not public record yet so the competition from other investors is pretty close to zero.

When you can find someone who has not started the formal process you can be their consultant. This means increased trust and a better chance at a successful deal.



We will get our share of people already in the foreclosure process from these signs too. Now you might be thinking that since they have gotten tons of mailings from other investors it is too late for your signs to work. The fact is many people only open a couple of letters and then move on. Often times when a letter arrives it may have been the wrong time to seek help. Still other owners want to be the ones to reach out to you. No matter what the reason, it is important that you work all of the angles and reach out in whatever way homeowners need to see your message.

The important part of bandit signs is to get the message out on a consistent basis. Too many new investors put up 100 signs all over town all at once to never put up another sign again and wonder why they didn't get the response needed. Put your signs in high traffic areas in your focused area and then continue to put up the signs to

keep your message in front of your target's eyes.

While bandit signs gets to the most people at once it is still not a very targeted method even if we are using a very target message. For that we need to use

direct mail. Our direct mail campaigns are going to target a very specific group of people, those in pre-foreclosure. This means we are only going to be mailing to people who have already been told by the bank that if they don't pay the mortgage they are going to lose their home.

The number one question is always "how do I get a list of people in foreclosure?" This can be done in a number of ways. The more energy and time used usually the better the list of prospects you are acquiring.

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We create our own lists. This is a process that takes some time but can be done efficiently and if you are willing to give up some profits you can get the work done for you.

As I mentioned before foreclosure notices are public information. This means that the attorney has filed a claim at the courthouse and all of this information is kept on record there. In most counties these filings are filed in the civil court under a special proceeding. Special proceedings include a few other filings such as adoptions, name changes and a few others but the vast majority, especially today are foreclosure proceedings.

The courthouse can be a scary place for the first time investor looking for information but my suggestion is to not be intimidated. It is like anything else it takes some time to learn the process but you can very quickly become comfortable gathering information at the courthouse.

My number one suggestion when looking for this information is to not be afraid to ask questions and beyond all else be courteous, polite and if

possible, helpful. The court clerks are busy doing their daily duties and helping you learn the system is part of their job but an additional part that they don't have to be nice about doing.

If you come to them with the attitude that you are the taxpayer and they work for you, you might want to turn tail and head home. It won't be a pleasant or productive trip to the courthouse. On the other hand if you show up at the clerk's desk and are polite and respectful of their time the results will be much better.



Depending on the size of your county it will usually dictate the amount of personal time you get with a clerk. Either way make sure you know what you are looking for when you get there

and are ready to get the information. Let the clerk know that you are there to collect information on the special proceedings notices, in particular foreclosure notices/first notice of default.

Let the clerk know you are just looking for the files and you will take care of the rest. You want them to know that you need help but not hand holding. The

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sooner you get to know what you are doing the less time they have to take away from the rest of the day to help you. Always be respectful of the fact that this is their workplace. This means you follow the same rule your dad taught you about tools. If you take something ask, once you have it make sure you put it back where you got it, unless they want the files left somewhere else. Never ever leave a mess for the clerks to clean up. If anything find out all of the rules about using the files, follow them and then go the extra mile to help them out. You will have a new friend.

Once you have the files it is time to get down to business. I highly recommend that you be ready to gather the information before you get to the courthouse. We use a form created in Excel that has boxes to fill in. These boxes include; special proceeding number, owner's name, owner's address, property address, attorney filing, original mortgage amount, lender, original mortgage date, and the date of the first hearing.

Some of this information will be used for your direct mail and some will be used for your analysis purpose. The special proceeding number is important for future research or if you are corresponding with the attorney it will be an easy way to identify the case so

they don't have to look it up themselves.

Every county and often different attorneys will have different forms they use for filings but most will have this information readily available. Expect the first few visits to take you a while. You will be catching up on the current special proceedings and you will be learning how to find the information. After a couple of visits I promise you will become like a machine and it will take very little time to gather all of your information and be on your way.

For those that don't want to do the work yourself you need to be creative. As I said before you are always going to be trading time for money. If you choose not to spend the time at the courthouse you should expect it to cost you money. This is just a fact of business life. You will have to decide what the value for your time is and set that dollar value.

You have two choices if someone else is going to collect the information. The first is to find someone to go to the courthouse and pay them for their time spent there. You may need to do this at first if you don't have any existing relationships to tap.

The other option is to work with someone on a commission basis. Here is what I do. I work with a realtor,

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mortgage broker or another investor and have them perform the leg work. In return for doing this work they are paid based on every home I purchase.

When I buy a pre-foreclosed home I am expecting to have a really good deal and I can pay well. For their time I offer \$1,000 for each home I purchase. It is really important to tie their commission to purchased homes, not sold homes. They did their job to get the house purchased, not sold so I pay them on that event.

If you are able to buy one house a month or every other month then they are doing pretty darn well for their couple of hours per week at the courthouse.

One reason I like realtors is state real estate laws. In a lot of states you are not able to pay a commission for a real estate transaction to anyone other than a licensed realtor. If a realtor is doing the leg work for you then it is easy to offer them a commission on the purchase of the home and the real estate commission will be happy too. The other benefit of working with a realtor is they are used to working on a commission basis and realize that not getting paid up front often means more money on the back end if it is a good working relationship.

Never ever try to avoid paying a commission to someone who has earned it. These relationships are gold and you need to treat it as such. If there is ever a question of whether someone should get a cut of the deal then err on the side of caution and pay them. It is going to pay off in the end if you are as fair as possible.

When you have a good list source, yours or otherwise, you will be ready to begin your mailing campaign. I recommend sending out letters every other week throughout the foreclosure process. If you would like more information on mailing frequency and messages for your mailings please check out Get Real, Get the Deals <http://www.amazingrealestatedeals.com> for all of our letters and campaigns that are automated through Real Prospect.

Acquisition Strategies

As you begin to get calls from people in foreclosure they will fall into different acquisition strategies. Most investors are only looking for those who have a lot of equity in their home and can get the home at a great price. We want to beat the pants off of our competition so we will expand our horizons.

The majority of owner's in foreclosure today do not have equity in their homes. Don't get me wrong we are

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more than willing to take on the deals where there is a lot of equity. Since that will be a small percentage we are going to take on all of the others too.

There are two main ways we can acquire homes that don't have an enormous amount of equity, short sales and subject-to the existing financing. Both of these methods allow us to work with the vast majority of homeowners thus increasing our chances of getting good deals.

Many investors and realtors are finding that short sales are a way to acquire foreclosures with little to no equity. While it is becoming more prevalent it is not the be all end all of acquiring foreclosures. Just because someone doesn't have much equity does not mean they are a home run short sale deal.

Instead we need to be selective in our short sale candidates so that we can increase our chance of success on these deals. Don't just take on a short sale and take a shot at it. Instead you should filter out others to find just the homes and owners that are good candidates. For more information on short sale criteria checkout our past newsletter with Ben Pargman, the short sale expert. Ben outlines exactly what a good short sale candidate is.

Our other strategy that is less known is taking over the home subject-to the existing financing. In this scenario we take over the mortgage from the original owner and make the payments. This opens up a whole new world of candidates in pre-foreclosure that other investors will pass by. With a subject-to we can take on homes that have less equity.

These homes will not be acquired to sell retail or wholesale today but instead will be held for a period of time. The criteria for a subject-to is based less on the overall equity in the home and focuses more on the cash flow today and a small amount of equity that can increase over time. We will want to know from the owner what today's mortgage payment is and what the potential month rent for the home would be. From this we can determine if we can make money from the home as a cash flow property.

The great thing about subject-to financing on pre-foreclosure deals is often times the only money needed up front is to catch up the existing loan. Many of the homes you are pursuing are in good shape and need little work with the exception of some paint and possible carpet. This means a low entry point on capital needed to purchase. In fact I highly recommend working with others to gather private

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money for the small amount of capital needed. This is often \$3,000-\$15,000 a manageable amount for most individuals.

Now we have gone through the foreclosure process from the beginning to marketing to acquisition. I hope you realize that there is a very large opportunity to profit from pre-foreclosures. I would also like to impress upon you how important it is to seek out strategies that allow for flexibility in your financing.

Today is the day to begin buying houses at historical low prices. The issue is financing these homes and many of them at one time. By using alternate financing methods you can really beef up your investment portfolio. I am not saying every home has to be purchased through creative financing but it is your chance to get a leg up on the competition.

Join us next month as we finish the rest of the foreclosure process and learn about courthouse auctions and bank owned foreclosures. In that edition of the newsletter we will find out what great opportunities there are for making money in post foreclosures.

GREAT EDUCATIONAL OPPORTUNITY



Get the Keys

There has been a ton of interest for many new investors that have asked us to guide them through the process of buying, selling and leasing homes. Until now we didn't really have a platform to provide the level of service we are used to providing. Welcome to Get the Keys.

Get the Keys is a four day intensive training class with Judson Voss and Mike Knight. This is a step by step program designed for individuals that want to start investing in single family homes and build their business today. This is not a "survey of real estate investing" class. We show you how we run our business and GIVE you the tools you need to make it happen.

This course is not for everyone. It takes a level of commitment and passion. The next class will only be opened to 15 students, and is held February 26-March 1, 2009, Location: TBA. Find out more at www.getthekeys.com

Upcoming Events

Meet Judson and Mike Live & Learn.

February 26-March 1 Get the Keys, Location: TBA

FOUR full days to learn step by step to build your business.

More information and register at www.getthekeys.com

Would you like Judson or Mike to Speak at your Club?

Email customersvc@getrealrei.com to schedule a speaking engagement

Big Changes to the Newsletter Program



Now Includes...

- The Newsletter delivered via download from the site (all 24 pages)
- A monthly coaching call to answer your questions (\$200 Value)
- All of our old shows that are no longer available to listen to online!!
- Your own Investor Website, the turnkey solution to buying, selling and renting (see a demo at <http://investorwebsolutions.com>)