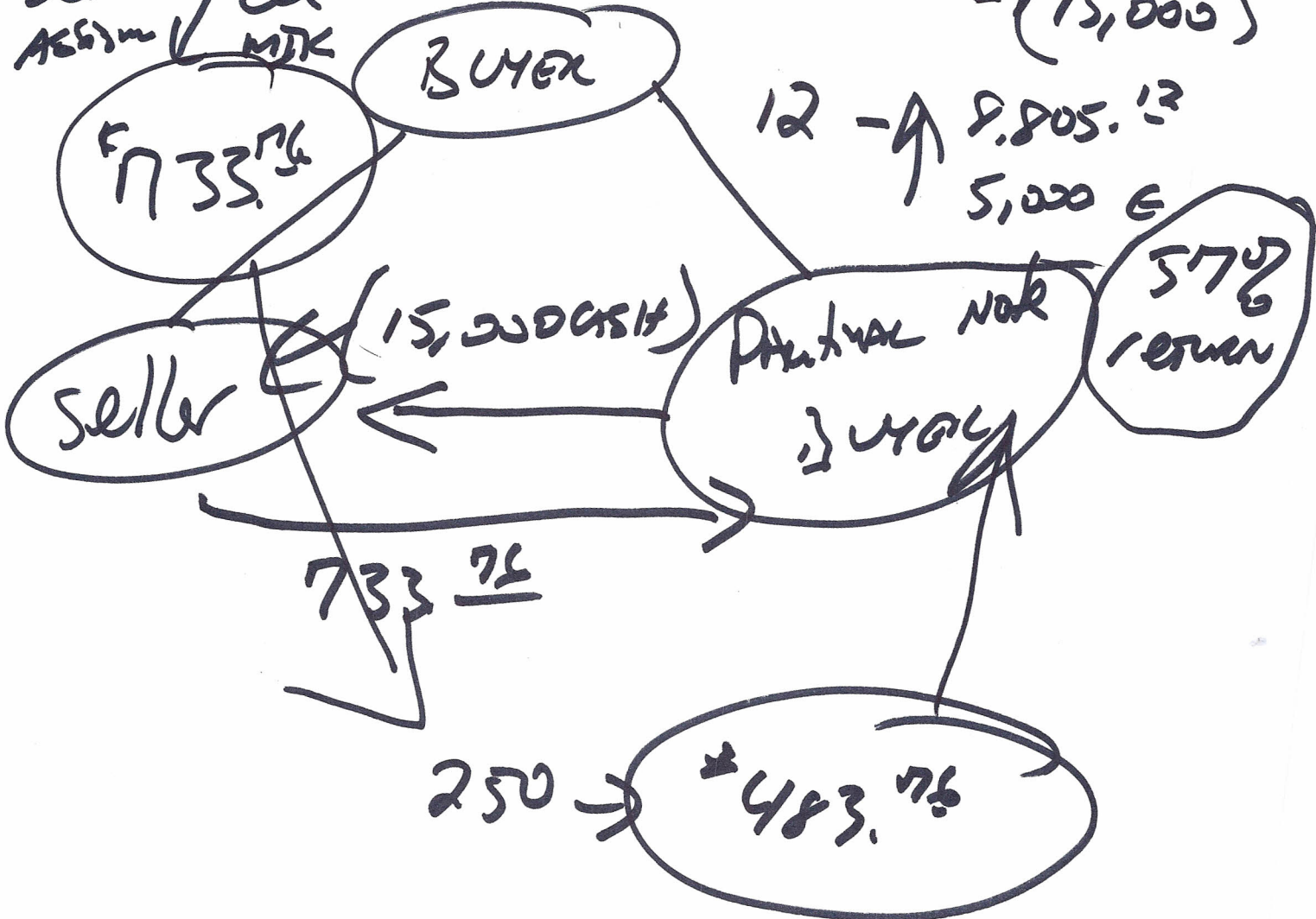


100,000 - 8% of 30 years \approx 733.76
 ASSIGNMENT \rightarrow Ue. \downarrow 19% 36 payments \rightarrow 26,415.52
 36 months Ue \downarrow 36 months 3 YEARS \rightarrow (15,000)



A.R.V - 160,000 50,000 1st 30,000

BUYING - 80,000 £ - HAND MONEY.

ASK SELLER TO CARRY THE PAPER
Create a DEBT INST.

24 MONTH LOAN

12% int only

800 £

- COMPS
- CHAIN of title.

BALLOON -

~~14%~~
~~16% return~~

~~75,000~~
~~5,000~~
70,000

£69,449.22

F.M.V 150,000

1st
2nd

55,000 - 0/L - 40,000

50,000 - VS 1,000

Proceeds
→
2nd Lien
Holder.

50,000 - 10,000
 51,000 - 11,000
 55,000 - 15,000
 65,000 - 25,000
 90,000 - 50,000

10,000 Junior
Liens

91,000

100,000

↓
Homeowner.

FIND 1st TRUST DEEDS IN
FORECLOSURE.

1995 stake

NOTE 1st - 55,000 - 1990 150,000
2nd - 50,000 - 2000 1,000

- CONTACT HOMEOWNER

5,000

- 2nd LIA HOUAR.

40,000 - O/B
9,000

40,000

BUY
NOTE AS
WILL.

90,000 ← 100,000
110,000

HOMEOWNER 10,000

20,000

A - B

B - C - D END
SITING

SHORT SALE & R.E.O.

24 Hrs

Bank - Master

100,000

→ 150,000

50,000

ABSTRACT STRING 1990

1990 WD - CERLER - FARMER BROWN
BUYER - POLTE HOMES

1991 - WD - POLTE HOMES - 75,000
11/1/1991 LEE A ARNOLD

1/1/1991 CONTRACT LEE A.
BOF A

3/1/1991 ASST BOF A

USDA →

↓
4500

9 YEARS

NTDF

75,000

~~75,000~~

11/1/2000 - Ref: WALKS FARGO - 125,000
↓ U.S. DA

Reconvergence

11/6/2000 - QCD. LEE A. - 150,000
BILL

11/6/2000 - DPT Bill → ~~100,000~~
~~CHASE~~ LEE ARNOLD - ASSUM NURSE

11/6/2000 - DPT Bill Annuit 100,000 50,000

QCD $\xleftarrow{1990}$ ~~$\xrightarrow{2010}$~~ $\xrightarrow{2010}$

SWD - | $\xleftarrow{\quad}$ $\xrightarrow{\quad}$

WD \rightarrow Guarantee title is clean
1990. $\xleftarrow{\quad}$

386,943. ²⁵

900,000
WHAT IS

\$4,550. 22 units -

int on loan? 13.89%

30 TERM

sell on A 11% yield \$477,801.98
on A 13% yield \$411,338.01
WHAT DO I MAKE?

RATE OF CAP RATE

CAPITALIZATION

100 units
500 / month

4,500,000

50,000 / month
12

INCOME

600,000

ANNUAL INCOME

Divided By

4,500,000

3,500,000. P?

1,000,000 →

13%

14%

120,000

80,000

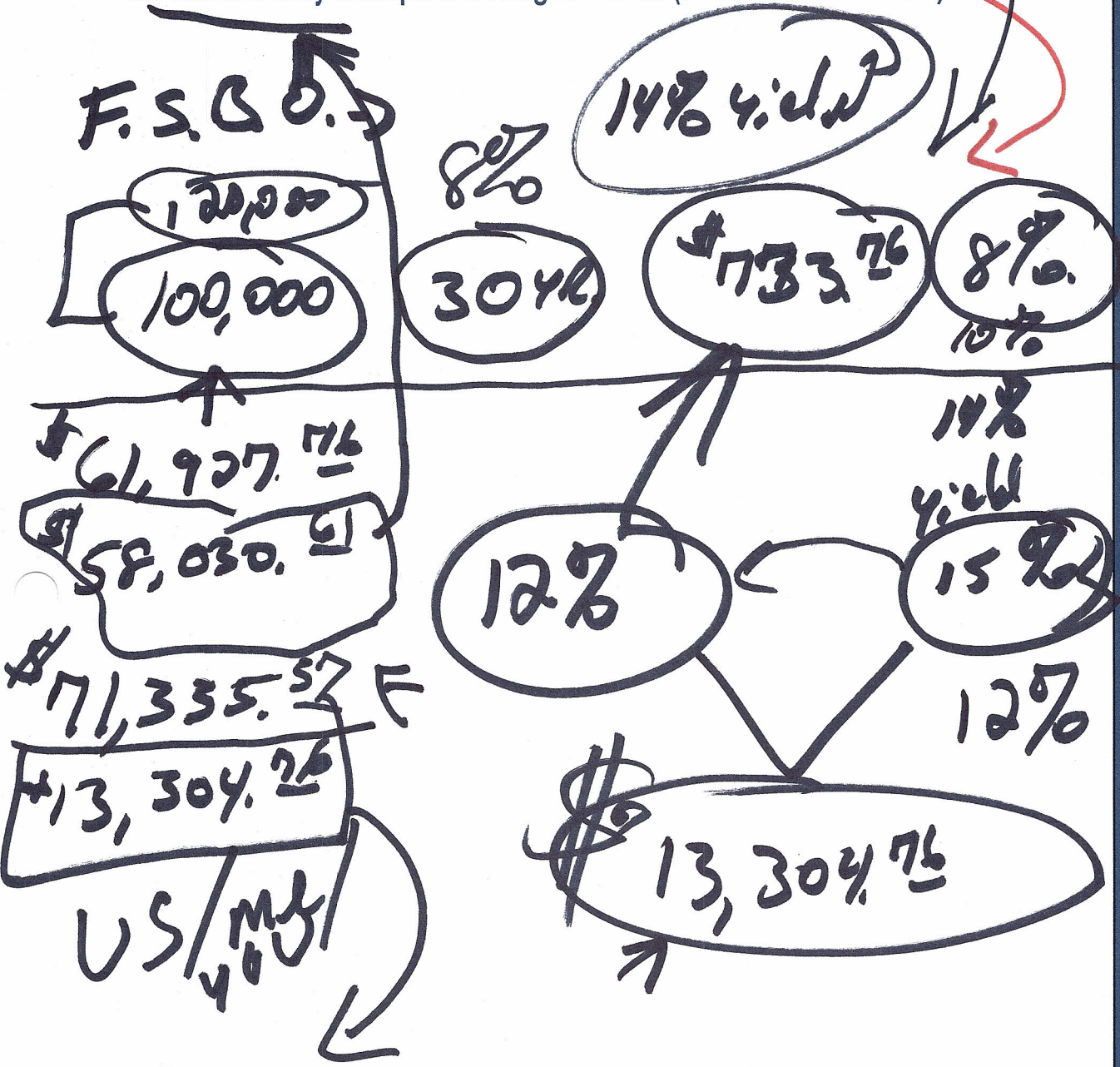
90,000

12,000

Calculator Success

90 DAY close.

The Jim and Sally Example... Getting to 14%.... (Show Your Work Here)



$$4,500,000 \times .14\%$$

$$= 600,000 \text{ rents}$$

$$4,285,714$$

4,500,000

$$600,000 \div .14$$

$$4,285,714.28$$

$$3,333,333$$

$$18\%$$

Divide price by net income yield

200,000

30

6.5% int. ^{Princ}

negotiate a 10% yield buy
& sell on an 8% yield

WHAT DO I MAKE?

1,264.14

14%

MARKET
SPREAD.

72% - 144,049.34 - 108
86% 172,280.88 - 8%

28,231.54

477,801.98

411,338.02] - 66,463.89

Principle

TEAM

Point

OUTLINE

100,000
4 points

15%

12 MONTH.
2 points - note

10% → 1/yr

1,250

100,000 → 2,000 - financing - 1 MONTH
\$ 833.33

25% - origination

2,833.33

cash - 100,000

sell
10%

.03% return - 1 MONTH.

$\frac{12}{36\%}$ yield

100,000 - Buy - 833.33

1,200,000
→ 12 MONTH

1,250.00

4/16.67 → P.M.B.

11 MONTHS

104,000

15%

1,300

⇒ 15,600 - ink

4,000 - pants

19,600 = earned.

∴ 100,000

19.5% yield.

6 MONTHS

60 DAYS

4 pants

19,600

4,000

23,600

∴ 100,000

⇒

23.60% return.

6 times / year

4 pants.

24

24 pants - 10,000

15% -

39% yield.

100,000

JANE brings 4,000 - orig. NATIA

FUNDING THE EQUITY

104,000
7,800 (→) 12
111,800
3,000 → OTHER
114,800 → 15%

1,300 / MONTH
15,600 / ANNUAL.
300 Payment.

AFTERNOON
~~GOOD MORNING~~

WE WILL BEGIN

~~SOCIETY~~

IN THE BOX

MORE MINUTES!

GO EARLY!