

# No Money Down Real Estate Investing Bargain Hunter Warehouse

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Chapter 1. The Importance of Attitude, Perseverance and Flexibility Chapter 2. What to Look For: Single Family Homes Condos Duplex Four Unit Complex or Larger Strip stores, office buildings, warehouses, etc Slums (example) 12 Unit (example) What to Avoid Single purpose buildings Apts. Furnished vs unfurnished Chapter 3. How to Locate a Suitable Property: Legwork, Time and Attitude Motivated Sellers Owner transferred Death Foreclosure Retiring Health Divorce Partnership disputes Talk to Banks and other Lenders Chapter 4. How to Analyze the Area Drive around Check out condition of properties in area Check the area in general Chapter 5. How Analyze the Market Chapter 6. How to Find a Motivated Seller: Get to know the seller Get the seller to know you What does seller intend to do with proceeds Deed in lieu of foreclosure Chapter 7. How Analyze the Property: Gathering Information Analysis Program (IPP) Chapter 8. Ways to Finance the Property: Understanding how a mortgage works Seller financing (#1 choice) Chapter 9. The Importance of Using Leverage: How much leverage is advisable When should you pay off a mortgage Multiple mortgages Chapter 10. Where to Locate Cash: Family and Friends Banks Private Lenders Mortgage Brokers Mortgage Bankers Credit Cards Sell off part of the property Refinance another property Borrow against life insurance Borrow against stocks Personal Loans from bank Home equity loan (use caution) Add closing costs into mortgage Give something in lieu of cash (car, boat, stock) Chapter 11. How to walk away from the closing with nothing down and cash in your pocket. Buying a below market value and finance big (negotiate with lender or seller) Chapter 12. Understanding the Various Types of Ownership: Lease/Option Joint Ventures Partnerships Corporate ownership Chapter 13. How to Negotiate with the Seller: Start renovation before closing Pay more for the property for concessions you need Lower interest rate Extend term of mortgage Seller Refinance Sell mortgage to a third person Chapter 14. How to Create a win-win situation with a Seller Chapter 15. How to Negotiate with a Lender List and cost of intended renovation Photos Chapter 16. Understanding Closing Costs and Closing Statements Chapter 17. What to Expect at the Closing Chapter 18. How to meet expenses on your new property: Generating income Should you have leases Flipping the property Chapter 19. When

and Why You Need to Sell the Property: Equity too great Problems with property Chapter 20. The Importance of Record Keeping: Income received Expenditures for renovation Carrying costs on property Normal property expenses Value of your sweat equity Chapter 21. How to Avoid Taxes on the Sale: Exchanging Refinancing for cash Chapter 22. What to do if You Make a Mistake and the Investment Flops Deed in lieu of foreclosure Chapter 23. The Secret to Pyramiding (not the ones in Egypt) 95

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