

How to Sell Your Home Fast and at Top Dollar



We have been helping Sellers Nationwide, sell their home in as little as 2 Weeks since 1996! We can Help you too... Read on

Receive an Iron-Solid Offer to Buy your Home in the Next 2- Weeks!

All Cash at Closing...

I will show you exactly how to sell your home using our Owner Seller Financing technique.

This type of financing allows you to offer and create a seller financed loan with your buyer then you TRANSFER that note to us at closing and we pay you CASH for the note, less a small discount. You NEVER have to collect payments, and you aren't responsible for the note after we buy it.

You CASH out at closing and your current mortgage is paid in full. You walk away from closing with your Equity in hand and your mortgages paid off.

We are the largest buyer of this type of loan in America. We pay the highest amount for the loan so you know you are getting the best deal possible.

By offering Seller Financing to buyers you open the door to the largest segment of home buyers still eager to buy in this current Market, the Credit Challenged Buyer. The Credit Challenged buyer market has expanded during the Sub Prime Melt-down since they have put much higher restrictions on lending to them. At the same time, the 'Perfect Credit Buyers' are sitting this market out. This is why it takes 8-12 months for anyone to sell to the regular 'A' credit buyer. Most 'A' credit buyers are waiting for a couple of years to pass until the market settles down before they start buying again.

In the mean time, people who have credit challenged situation are ready to buy now and want to buy now, but have been shut out by the new Lender Rules that stop them cold.

We don't play by those restrictive rules. We use Private Money from wise investment money funds that understand the current marketplace and the benefit of helping good people with 2nd Chance Financing.

We can work with buyers down to a 500 credit score with 0-5% down. Banks and Mortgage Companies are requiring 15-20% down payment in the 500-620 Score range. 15% down payment doesn't work for 99% of credit challenged buyers. That leaves massive numbers of ready buyers sitting on the sidelines. Using our methods, we can bring them back into play.

Our professional Staff is ready to work with your buyers. You simply follow our simple instructions on promoting your home to this segment of buyers and learn what needs to be placed in the sales contract to create a safe, solid deal for you. I will help you get a solid signed offer on your home in just days. Run our buyer promotion and submit your buyer applications for approval to our processing department and get a written commitment for the loan purchase.

One of the fastest and best ways to sell your home fast and at top dollar is to use our, **“Owner Seller Financing”** method to buyers. This is an easy, fast, and convenient way to sell your property without having to reduce the price.

If your property qualifies, this is the best way to sell for the following reasons:

- An ad that reads ,**Owner Financing** and will attract ten times more buyers than a traditional sale, so you will sell your property much more quickly.
- You can demand full market value for your property, because you can offer more attractive financing.
- You can end up with a lot more money in the long run than you can by requiring the buyer to get traditional bank financing.
- If you follow our advice and suggestions for creating the note, we will purchase the note at closing, giving you cash in your pocket.

You may find that this is the perfect and most profitable way to sell your property.

HOW TO SELL YOUR PROPERTY FAST AND FOR TOP DOLLAR

with

“Owner Seller Financing” Your Key to a Quick and Profitable Sale!

The following details are designed to show you a new way to sell your property quickly and at the highest possible price. The technique is called, ‘Owner Seller Financing’. It is powerful because, the financing terms of a real estate sale are more important than the asking price. If you can offer a low down payment, low interest rates, or flexible terms, YOU can increase your pool of potential buyers and can sell your property more quickly and at a premium price.

If that intrigues you, read the rest of this with a calculator in your hand. You will be asked to add figures and verify the results. By following along with a calculator, you will begin to understand the power of the concepts presented here. You will be amazed at the profits you can earn as we explain the value of, ‘Owner Seller Financing’.

The, ‘Owner Seller Financing’ plan asks you to ,‘carry back’ a loan for the property you are selling. Then you will sell that note to OFI at closing and generate the cash you need now.

HOW REAL ESTATE SELLING WORKS

You probably are thinking that the best way to sell your home is to hire a good real estate agent who will hold open houses, advertise your property, set a realistic asking price, and show potential buyers your property. That is certainly how the 'traditional' real estate sales process works.

If you choose to sell your house through this , 'traditional' method, you will find that you must:

- Be prepared to show your house at a moment's notice.
- Expect the bank to dictate the terms of the sale.
- Be limited to buyers willing to pay ,points` just for the privilege of borrowing from a bank.
- Be prepared to bargain with the buyer over the price of your home, the terms of the sale and the condition of your property.
- Be prepared to wait up to three months or more to close the sale after you have found a buyer.

The sale of your property is a long and drawn out process. It is not easy for you, your buyer, or your agent. It is expensive and can be complex.

You should do everything you can to facilitate the sale of your property. A good agent may suggest clever ways to entice buyers to bid a higher price. He or she may recommend fixing up your bathroom, painting the outside, or doing some repair work. All of this is meant to give your house , 'appeal' and to help you sell your home more quickly. Some clever agents may even suggest baking cookies when prospective buyers come or putting high wattage bulbs in your lights to suggest brightness or installing an automatic garage door opener. All of these do, indeed, add perceived value to your property. There are many books on how to give your home this appeal. You should heed their advice.

Nonetheless, the single most important thing you can do is to aid the buyer in the financing of your property. If you offer, 'Owner Seller Financing', you automatically offer your property to a much larger market of potential buyers.

FINANCING IS THE KEY

The, 'Owner Seller Financing' technique asks you to be the banker and loan the purchase price of your property to the prospective buyer. However, you have the option of immediately rolling the note and monthly payments over into one large cash payment after closing. It is a safe, legal, guaranteed form of financing that enables you, the seller, to sell your property quickly and for top dollar. You will get the cash you need when the transaction closes escrow.

SELLING YOUR HOME

Here is an example of the power of, 'Owner Seller Financing'. You own a home that is appraised for \$200,000. You owe \$150,000 and would like to sell the home and move on to your next home.

Your first idea was to require a new buyer to get a bank loan, payoff your loan at closing, leaving you the difference in cash for your next home. But you found out it just doesn't work that easy in this market. It will take you almost a year to sell your home in the current market and it will also cost you 15-20% in costs and fees by the time the deal closes and funds.

Then a friend or Realtor showed you a faster, easier way to sell your property. They give you a booklet called "**How to Sell Your Property Fast and For Top Dollar**" (this booklet!) You learn of a new, faster, and more dependable method to sell your property. You or your Realtor uses the method called, 'Owner Seller Financing'. You(or Realtor) can ask for a premium price for your property by placing this ad in the newspaper, online ads, or in the Multiple Listings:

OWNER FINANCING

LOW DOWN Payment

NO BANK Qualifying

Fixed Interest Rate

Call Sam Seller (123) 456-7890

Immediately, you get ten times the number of calls from potential buyers than the realtor would have received, had they listed the property in the, 'traditional' way. The, 'traditional' way would require a buyer to get bank financing, make a large down payment, pay, origination fees` points, pay closing costs, most of which you will end up paying to make the deal happen. You eat a 4-5% negotiation cost off your offer price; you pay monthly interest until you find a buyer. You net far less than what you thought going in. But it all changes with, 'Owner Seller Financing',

so your property is now being marketed to a significantly larger pool of potential buyers at top price so you net more at closing than with a traditional sale; you also get your home sold in weeks instead of months.

Within days you get an offer for your full premium asking price of \$200,000 from Bob and Becky Buyer. They love your house, but only have \$10,000 for the down payment. They have been turned down for a bank loan because Bob Buyer's score is under 620 and they are being required to have \$30,000 (15%) down payment plus closing cost, another \$7,000 (4%).

You then call in OFI for advice and guidance on how to structure the terms of the note using, 'Owner Seller Financing' to meet your needs and the needs of the Buyers. The buyers will make a \$10,000 cash down payment and ask you to create a note for the remaining \$190,000. Their interest rate will be 9.9%, (our rates go down to 4.5%) and you will receive a large sum at closing from OFI (the note buyer). Here is how the purchase is offered to you.

- 1) You will receive the \$10,000 cash down payment.
- 2) You create a 1st lien \$190,000 note to sell at close of escrow to OFI.
- 3) At close of escrow, OFI will purchase the newly created note for a discount. OFI had made an up front agreement (commitment letter) with you to purchase the note for **90% (\$171,000)** of face value of the note.

Sales Price \$200,000
Down payment from buyer \$10,000
OFI's offer of **90%** of \$190,000 note \$171,000
For a total of **\$181,000**
Versus \$169,000 below using a traditional sale

*** OFI offers one of the **lowest discounts** for a note purchase and one of the **highest purchase prices** around on **Simultaneous** note closings.

*** The discounting of the note amount from OFI depends on the down payment, credit, income, and several other contributing factors from the buyer and property.

Traditional way of selling, taking an average of 8 months to sell:

\$200,000 asking price
-\$10,000 negotiated price (5%)
-\$2,000 seller closing costs
-\$7,000 buyer closing costs
-\$12,000 in interest holding for 8 months to sale
\$169,000 net to seller

This even assumes you don't have to negotiate a 10% cost which many sellers are doing now or gift the down payment of \$10,000 more which many sellers are having to do, in which you would then net \$159,000

WHY THE BUYER IS HAPPY

The Buyers never could have bought the property without, 'Owner Seller Financing'. They made a small down payment. They did not have to pay bank fees and were able to suggest the terms of the financing that they could afford. There is no prepayment penalty on the loan and the common sense underwriting done by OFI helped them finance the transaction. Although the Buyers paid a premium price, they are getting Premium Financing for a home they could not have purchased otherwise.

WHY YOU "THE SELLER" ARE HAPPY

You, the seller, received more cash than you could in a , 'traditional' bank-financed sale. You didn't have to pay part of closing. You sold the property much more rapidly than would otherwise be possible.

The buyer did not have to wait for an institutional lender to complete its due diligence. Above all, the sale went smoothly because you didn't have to haggle over the price, hold endless open houses, or leave the house at a moment's notice. It was a much more pleasurable experience for you than in a , 'traditional' sale.

SUMMARY

We are suggesting that you don't have to reduce your price; just improve your pool of buyers!

Many home sellers have started by increasing their asking price. Then they inform buyers that they will select the best offer from all the full price offers received in the next two weeks. Some get offers that may work in a , 'Sellers Market', but, if you want to sell your property fast and not have to wait on the buyer to hunt down and secure financing and then the lender may find a reason not to close, then, 'Owner Seller Financing' is the answer.

Thousands of "**unqualified**" home seekers would buy your home "**as is**" for your full asking price if they could get financing. Offer them, 'Owner Seller Financing', and your property becomes the only one that these people would want to buy.

We hope we have shown you the potential of, 'Owner Seller Financing'. Used wisely, you can:

- * Be flooded with premium offers for your property.
- * Eliminate much of the bargaining and haggling.
- * Create mutually beneficial financing for your buyer.
- * Close sales in less than a month.
- * Customize the purchase to meet both your needs and the buyer's needs.

In short, 'Owner Seller Financing' is a powerful method for selling your property.

NEXT STEP

In order to use, 'Owner Seller Financing', you should look at your present circumstances. If you answer ,yes` to all of these questions, then you can use, 'Owner Seller Financing'. If you answer ,no,` then you should sell your property in the 'traditional' way.

Circle the best answer for you:

- 1) Do you have equity in your property?
YES NO
- 2) Would you like a premium price for your property?
YES NO
- 3) Would you like to sell the property quickly?
YES NO

If you answered YES to any of these questions then contact the person that gave you this booklet or sent you to this site. He or she will explain the next step. If you have further questions, and they can't answer them, you can call OFI directly. We are the buyer of the note you will create and we are experts in the structuring of, 'Owner Seller Financing'. We help create and purchase notes on a daily basis. OFI is the primary note investor, we are not a broker. We look forward to discussing, 'Owner Seller Financing' with you.

FREQUENTLY ASKED QUESTIONS

Why doesn't everyone use your "Owner Seller Financing" and put banks out business?

Because ,Owner Seller Financing` works only with sellers and buyers that understand the process of, Owner Seller Financing` and don't think that we are out to cheat them when we offer them a discounted price for their newly created note. For sellers who need to sell immediately, want a premium price for their property, and/or who are considering selling to a marginal buyer, 'Owner Seller Financing' is the **BEST** option, and an excellent answer to your problem.

Who are the investors who buy the notes created with Owner Seller Financing?

The Buyer is a Limited Liability Company owned by a Corporation, who would rather invest in real estate than the stock market. We are quite creative, and can buy any part of or all of a mortgage that you want to sell. We prefer to buy the entire note at closing, than just part of the payment stream.

Does "Owner Seller Financing" work only with single-family homes?

NO! It works with commercial properties, businesses, and apartment buildings, etc. OFI just does not purchase those other types of notes.

Can I use "Owner Seller Financing" without working with a Realtor?

Yes! You could advertise OWNER FINANCING, yourself in the local paper and on Bandit Signs etc, and it will expose your property to a larger pool of buyers.

How Do I Know You (OFI) Will Buy My Note and How Safe is "Owner Seller Financing?"

All transactions are done through an escrow or title company with title insurance policy. You have all the safe guards of a traditional sale and can change your mind anytime during the process. Once OFI pre-approves the buyer, we give you a commitment letter that says we will purchase the note at or after closing. The only way we will withdraw our offer to purchase the note is in the event of an adverse change in Buyer's personal or financial status, or the property is damaged by fire or other casualties.

"Owner Seller Financing" was developed to help you sell your property quickly and for top dollar. It is a safe and legal method of helping sellers, such as you.

An example of Selling a Property with
"Traditional Financing."

Let's use a \$100,000 house for ease of figuring and look at the expenses involved in selling it. We are going to assume that it takes 120 days (**4 months**) to find a buyer and 45 days (**1.5 months**) for the buyer to get approved for financing and close. A total of 165 days (**5.5 months**)! For which you still have expenses.

\$100,000 House

- \$3,000 Buyer's discount (3% national average)
- \$3,000 Closing Costs
- \$6,250 Holding Costs (loan payments, taxes, insurance, utilities)
- \$350 Appraisal

- \$250 Survey (for a basic lot)
- \$300 Home Inspection
- \$250 Home Inspection Repairs
- \$350 Home Warranty
- \$13,750** Total cost to sell the house!

That is a huge number! I didn't believe it when I first saw it either, but I've seen the numbers hold true on closing statement after closing statement. What if your home is \$200,000? The same percentages remain the same.

What if the numbers are 10% off, 20% off, or even 30% off...that's still almost \$10,000 to sell the house!

Preparing the Home

Our basic concept is: **If it can't be done for less than \$500 total, don't fix or replace it!** With seller-financing being offered, you will get the full appraised value with minimal fix-up.

Just give it a good cleaning instead. We suggest you hire a professional cleaning service to give the home a good cleaning for about \$100. After the cleaning decide about touch up paint or having it painted. The most important thing to have looking good outside is a clean, cut yard on the inside, clean and nice looking walls and ceilings. Floors and carpet don't count. Old carpet that may be discolored and worn over time should **not** be replaced. The new carpet may not be a color or pattern that matches the buyer's furniture.

In this way, **the old carpet actually becomes a selling point.** Say something like this when showing the house: "This carpet will probably need to be replaced later on. I can't replace it without passing the cost on to you. To keep your payment low it's best if you replace it yourself at a later time.

That way, too, you choose a color that matches your furniture and have it done for a whole lot less than I can." Use this same approach for any problem that needs fixing or replacing. **It works!!!**

The respondents to your ad will be a totally different type of buyer than the traditional home buyer coming in with mortgage money. They will not mind the small stuff, fix-ups, etc. They are only too glad that you will finance them.

Place an Owner Will Finance sign with a phone number in front of your home. Although it sometimes will, we don't depend on this sign to generate buyers, but it will help people find your home.

During the showings, replace all the light bulbs in your home with 75 watt bulbs and turn them on. This gives more light in the house. Light brightens an otherwise dull looking home. Open all curtains, too. The more light the better. A darkened home looks dingy, boring, and small.

Placing the Newspaper Ad

Our ad has pulled over 100 calls in a single week! Although the response varies, it will pull enough calls to work this system. No other ad gets this kind of response. The reason is that there is a large pool of buyers, in any city at any time, who are looking for an individual home owner to finance them. They cannot get a regular mortgage from a bank or mortgage company for a number of reasons.

The bottom line is: **They can't get a home without YOUR help.** Ask yourself this question:

If you brought \$100,000 in cash to a seller's home that you wanted to buy, could you negotiate the price down? Could you ask that everything about the house be fixed or replaced? Could you control the negotiations? AND, if you didn't get exactly what you wanted, couldn't you go somewhere else with your money? **Yes**, of course you could do all those things. That is why we don't want anyone who could be qualified by a mortgage company. That person has the cash, and he can do those things to you.

Now let's look at the buyers who will be answering our ad. They don't have the credit or income or time on the job or any of the many different requirements to qualify for a mortgage. They are cash rich but credit poor. They are coming to you for a loan and for assistance in establishing credit. They have been turned down everywhere else. They have no other choice. **You** are their only chance at getting the home they desire.

So, now it's not important that your home be the best looking house in the neighborhood. It's not important that it needs painting or fixing-up. Even the price you're asking isn't too important. They are happy just to have the opportunity to buy a home. They don't mind paying what you're asking. Although you could, you shouldn't ask for more than the appraisal value.

Now you understand why you must keep control. By screening the callers on the phone, you will only see this type of buyer at the showing.

Here Is our Million Dollar Ad:

Owner Will Carry

Small down. Problem credit, okay. 4bd, 2bth,
2,000 sq. ft. stucco home. Big kitchen, fenced,
near Sea World. \$671 monthly. Owner 555-5555

We can adjust this model ad to your home. Keep the first line the same, **Owner Will Finance (Owner Will Carry)**. This is the attention grabber. Have this printed in bold. It filters out the buyers who have mortgage money and other time wasters. It brings only those calls we can continue to process. Leave the words "Small down. Problem credit okay" as they are.

Next, replace the noted information, i.e., bedrooms, etc., with numbers applicable to your home. Stucco was mentioned because it was a nice feature of that home. You should include the best features of your property in this part of the ad, such things as a fireplace, sunken living room, Jacuzzi, wrap-around porch, vaulted ceilings, wood floors, and other desirable features. Include three or four of your home's best features.

Remember, women buy homes, not men. In your description, appeal to what a woman would be looking for. Always mention fencing, if the property has it. Mothers like to know their children will be safe while playing outside. Dog owners, too, appreciate a fenced in yard. Mention a well known area landmark. A significant crossroads or popular street can be substituted. For example, "Near Main and Third."

Place the monthly payment that we will give you. This is an amount for the first lien only. You may or may not have a second lien amount. That will not be known until later. End the ad with the word "Owner" and your phone number. This shows that you are truly an individual home owner and not a Realtor or sales company. Run the ad in the Sunday edition only or for a full week or for ten days. The latter will give you the best exposure for the money.

Try to answer all calls coming in on Sunday morning or any morning that the ad appears. The most motivated buyers are up early looking for a home and tend to have the whole day to go out looking at them.

Have an answering machine take your messages when you're out or tired of answering calls. Make a special note of anyone calling more than once. This is a motivated buyer. Place your ad with the newspaper with the largest circulation in your area.

First Phone Contact with the Buyer

There are two rules to remember in conversations with buyers:

1. **The person who calls has more control.** So, if you are answering the phone, ask for a name and phone number and tell the caller you will call them right back. Then return the call promptly.
2. **The person who asks the questions is in control.** Of course, the buyer will start out asking questions about the house, putting him or her in control. Answer all their questions as best you can. However, once you feel they have gotten enough information to make an appointment, you must immediately take over

You do this by using a series of questions and statements. This also starts qualifying them for financing. The questions/statements are:

1. Will you be living in the property, or do you plan on renting it out?
2. How many people will be living in the home?
3. Where are you living now? How much are you paying per month?
4. Credit is not something I'm really concerned about. What is important is the amount of down payment you can make. How much can you put down right now? (If it's five percent or more of the sales price, respond: "Great! I'm sure I can work with that.")

5. Are you sure you can afford \$671 per month? Depending on your down payment, I might be carrying a second note for a little more than that.

6. You sound like someone I'd like to work with on this.

7. I can show you the home tomorrow afternoon at _____. Will that work for you? Be sure to bring a check in case you like what you see and want to hold the house.

Refer back to these questions and statements as we analyze what each conveys and achieves. Have these questions and statements written down and keep them near the phone so you will be ready once the buyer's questions have been answered.

Question #1: This tells us if we need to waste any more time with this person. If he/she plans on renting out the property, you are talking to an investor, and our program will not work with him/her—unless you are selling a duplex or 3-4 unit building. In that case, the buyer can live in one unit and rent out the rest.

The bottom line is we must be talking with someone who will live in the property. If the buyer is an investor don't waste any more time with them. Tell them thanks for calling but that you cannot finance an investor.

Question #2: This is just a good general question of interest.

Question #3: This helps round out the picture of their current circumstances. The second part is the real question here. It shows what they have been paying on a monthly basis and whether they can afford your payments.

Question #4: Although credit is important in the final selection of who you will choose to buy your home, you don't want them to feel defeated in that area at this point in the process. You must downplay credit as a factor. It lets them know they have a good chance at getting owner financing. The second part of this question is a great psychological question that makes buyers want to prove to you they can afford your home. This question also lets the buyer know that you want as much down as he/she can afford.

Question #5: Get a “yes” here. They may want to convince you they can make the payment, etc. Let them! In the next part, just casually mention there may be a second lien. This is to clear the air for a possible additional payment amount later. Follow through immediately with, “That depends on your down payment.” Then immediately go on to the next item.

Statement #6: You must now reassure the buyer they have a good chance by telling them everything sounds great. If you don't do this, the qualifying questions will work against you after the phone call is over. The buyer will get discouraged, thinking he/she won't qualify, etc. Then, he/she will not show up at the scheduled time.

Statement #7: This is the **most important statement** you will make. If you don't include it, you will reduce your chances of a sale from 85 percent to two percent. That's how important it is. If you have done everything correctly thus far, you should have 80 to 90 percent of the prospects show up and fill out the contract and credit application.

Some prospects will ask to drive by first to see the home from the outside or to check out the neighborhood. Let them know that will be fine with you.

Arrange a day and time for them to meet you at the home. Let them know that you will have to take off from work or miss some other obligation to spend time with them and show them the house. Tell them you would appreciate being called if for any reason they can't keep the appointment. This alone will cut down on no shows. Don't let them know you will be showing the house to others at that same time, as that will discourage them before they show up.

Arrange to have people show up every 15 minutes or all at the same time. Set up as many showings as you want. We suggest a minimum of two showings per week: Wednesday at 6 PM during the summer, 4 PM during the winter (avoid showing at night) and Saturday at 2 PM. Schedule four to six buyers per showing. Make sure both the husband and wife can come to the showing **together**.

Setup Before the Showing

Have a table and chairs set up in one of the side areas such as the dining room. This will allow you to answer the front door without disturbing the prospective buyers who may be filling out forms.

Have plenty of buyer application forms and pens on the table. Have them out in the open, not in an envelope.

Have a radio playing classical music softly in the master bedroom. Spray the home with a room freshener.

Buyer Arrival

Greet the buyer at the door and shake hands. Have a clipboard or index card close by to immediately write down their names. You will have many people coming in and out, and you can confuse names if you don't have some type of reference. Also, you can prepare the name with notes you made about them while on the phone. This helps you remember the situation.

After the introduction, invite them to look around and tell them if they have any questions you'll be glad to help. Avoid going every step of the way with them. Go back to the table and sit down. Use this time to review paperwork and so forth. However, you should accompany them if the house is not yet vacant and personal items are still around.

After they have seen the home, both inside and out, they will gravitate back to wherever you are. They will have some questions. Now is the time to emphasize the qualities of the home you would like for them to know about. Talk about such things as extra insulation, extra padding under the carpets, storm windows, local schools, quiet neighborhoods, etc.

Getting the Buyer Application Filled Out

You ask EVERYONE the same closing question... Do you like the home? Wait for an answer. If they raise questions or concerns about fixing or replacing, use our stock answer as previously discussed. Other concerns may be financial. In any case, the answers here will always bring you to this step—discussion of your finance terms. You should say, “Have a seat and I’ll tell you what I’m looking at as far as financing is concerned.”

Instruct them that you are taking solid offers only this week and will decide which party you will sell to at the end of the week. Tell them, “To consider you as a candidate, I need you to fill out a quick credit application. I also need you to provide me with a credit report. You can do this through our web page at [Uniform Credit Application and Credit Report](#) . I can work with most people down to a 500 credit score. But I am looking for steady income and steady rent for the last 2 years. That’s more important than the credit report.

Take the application and let them know you we will be obtaining the credit report as a service for you. You will then let them know what you decide to do by the end of the week. (allow 7 days). Fax both the application and the credit report to your OFI Investor/consultant for processing. All forms are found on the website.

Once you find an approved buyer, you may lock in a sales contract with earnest money with that buyer and proceed with instructions from us on closing the transaction. Include the following (or similar) clauses into your sales contract under “Other Terms” for your own protection:

This contract is contingent upon the sale of the 1st lien note and mortgage at to a third party at closing for \$xxx (Replace with the note purchase amount).
Seller may at seller’s option, extend the closing date a reasonable time to accommodate the sale of the mortgage to a third party.

Quick Overview of the Whole Process

Steps to Selling Your Home with Owner Financing

Seller or Realtor

1. Reread the How to Sell Your Home Booklet. Using the sample classified ad in the booklet, design your ad, Place out Bandit Signs for a quicker sale.
2. Place ad in your main newspaper for minimum 10 days.
3. Add “Owner Will Finance” to any yard sign.
4. Make copies of Buyer Application, Note Sale Funding Disclosure, Sales Contract, and other Property Disclosure Forms. Have carbon paper and paper clips so you can make your buyer a copy of the contract, and disclosure forms.
5. Upon approval of buyers, we will provide you the suggested note structure for your home based on the sales price and buyer qualification.

6. Take all calls live if possible, follow the Booklet qualification questions and commitment statements to the letter. Don't make the number one mistake many sellers make by changing the techniques in the booklet. This is the best way of selling your home; it works and has been proven over and over. We have had over 700,000 copies of this booklet printed and distributed so far. It may look a little corny but it works like magic.

7. Arrange to have a person in each 30-minute segment of the evening of the next day, starting at 5:00pm to 6:00pm. Schedule appointments until 8:00 pm. Once those slots have been filled, start doubling the appointments but with a 15 minute difference from the original appointment.

8. Arrange a showing every other day or so depending on the number of calls coming in. Always insist that both husband and wife come together.

9. After buyer has seen the home and starts asking about the monthly payment or down payment, ask the buyer to be seated so you can go over the numbers with them. Have two chairs ready for the husband and wife. You should be facing them and have all your paperwork on the table in front of you. Go over the numbers sales price and possible loan amount based on 9.9% (let them know this rate is just for qualification purposes, their rate should come in much lower). Let them know that you can forward the application to another lender to see if they can get approved for a traditional loan as well. Immediately ask them each to fill out a credit application.

Go over the credit application visually to make sure all blanks are filled in.

10. Tell them we will obtain a credit report through our web page at the link listed here [Uniform Credit Application Credit Report](#). Follow up the next day to insure they get this to you. Contact us if you or they have questions.

11. If during the time of filling out the paperwork, another potential buyer is in the home, excuse yourself and let them know that you have not sold the home yet but that they are just filling out an offer. You won't make your decision for several days yet. This keeps them interested in doing the same.

12. Phase I begins. After the showing, fax in all the applications with credit reports, no application will be processed or looked at unless both the application and credit report comes in on a single fax.

13. Within about 3 business days, you will have an answer from us. It will also contain anything we need next to precede. If the buyer does not qualify on any of our programs a decline will be emailed back to you. You should also submit the application to a local SubPrime lender (submitting applications to traditional lenders may not be allowed if you are a licensed real estate agent in some states).

14. You may take as much time as you wish to find the very best buyer for your home. It will maximize the cash to you. Fill out a sales contract with any required disclosures; take in the earnest money made out to the Title Company (to be provided upon acceptance).

15. This brings us to the end of Phase I. You overnight in the Sales contract to our preferred Title Company and request a Title Commitment be prepared. Let the Title Company know you will be using our Funding Company and give them the phone number and address (to be provided).

16. In Phase II you simply put a copy of all the paperwork together and overnight the package to the note buying company.

17. Phase III is completed mainly by the note buying company. During this time an appraisal will need to be ordered and paid for at the door. Either you or the buyer can pay for this item, usually about \$350.00. Also look in your records for a survey, if you don't have one, one will need to be ordered as well from the title company. Cost usually about \$350.00.

18. In Phase IV, the Title Company will contact you to arrange the day and time of closing. We suggest having the closing done as early as possible in the day to speed up our document examination time; 9:00am is preferred.

19. Try arranging the closing day to be as close to the last day of the month as possible. But allow you and the appraisal company and any other parties enough time to complete their tasks. It is advised that you have your closing no less than 45 days from the time you start the showings. Remember you can always close "before" the stated time on the contract if everyone has completed ahead of schedule.

Good Luck!

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