

The background is a dense, blue-tinted collage of various US dollar bills (including \$100, \$50, and \$20) and financial documents. Some documents show numerical data like '185,908', '211,034', '3,331', '50,123', '7,961', '2,000', '3,000', '5,000', '50,000', '25,000', and '12,500'. There are also some text fragments like 'Total Additional Income', 'Plan', 'November', 'December', 'January', 'Gas', 'Credit', and 'Entertainment'.

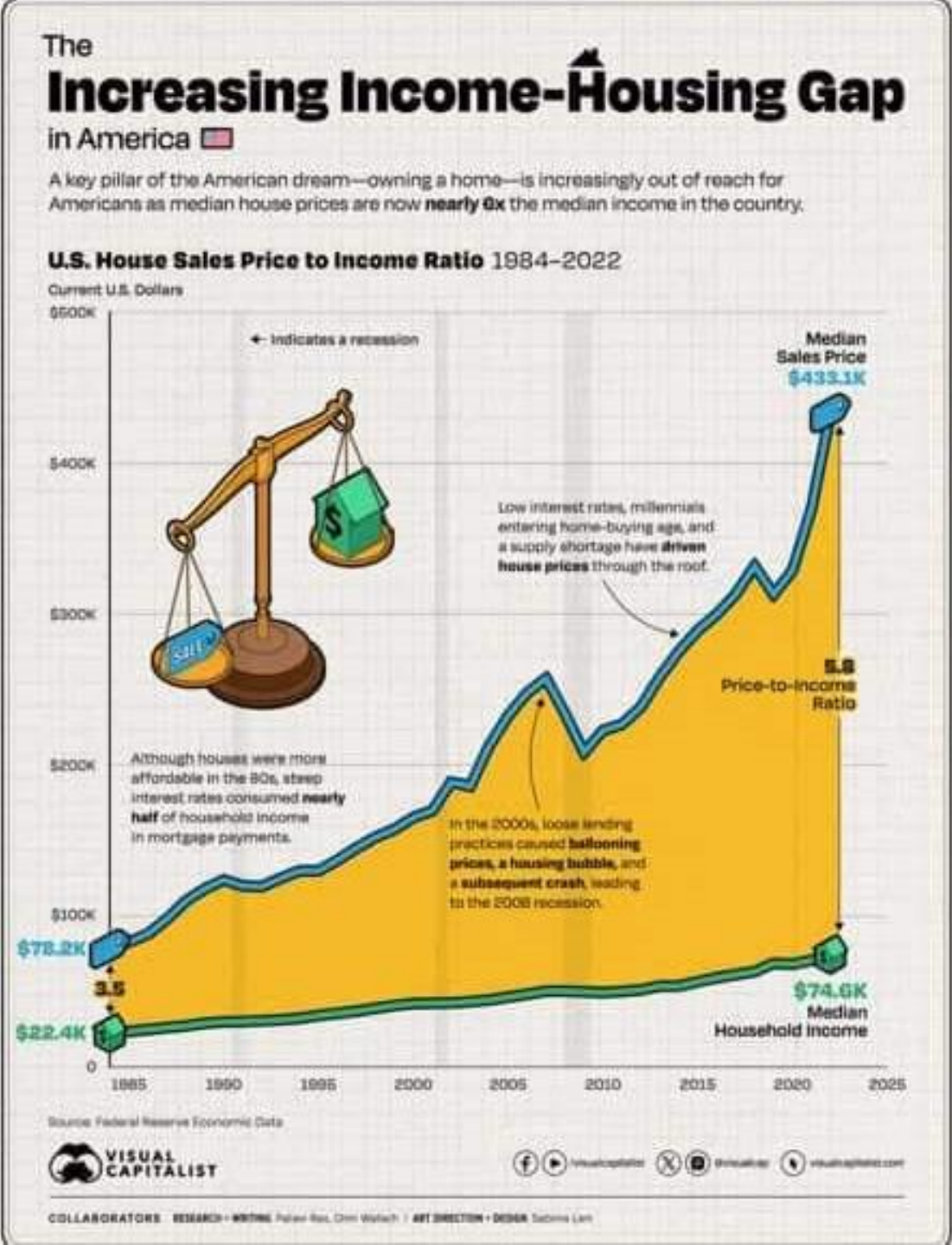
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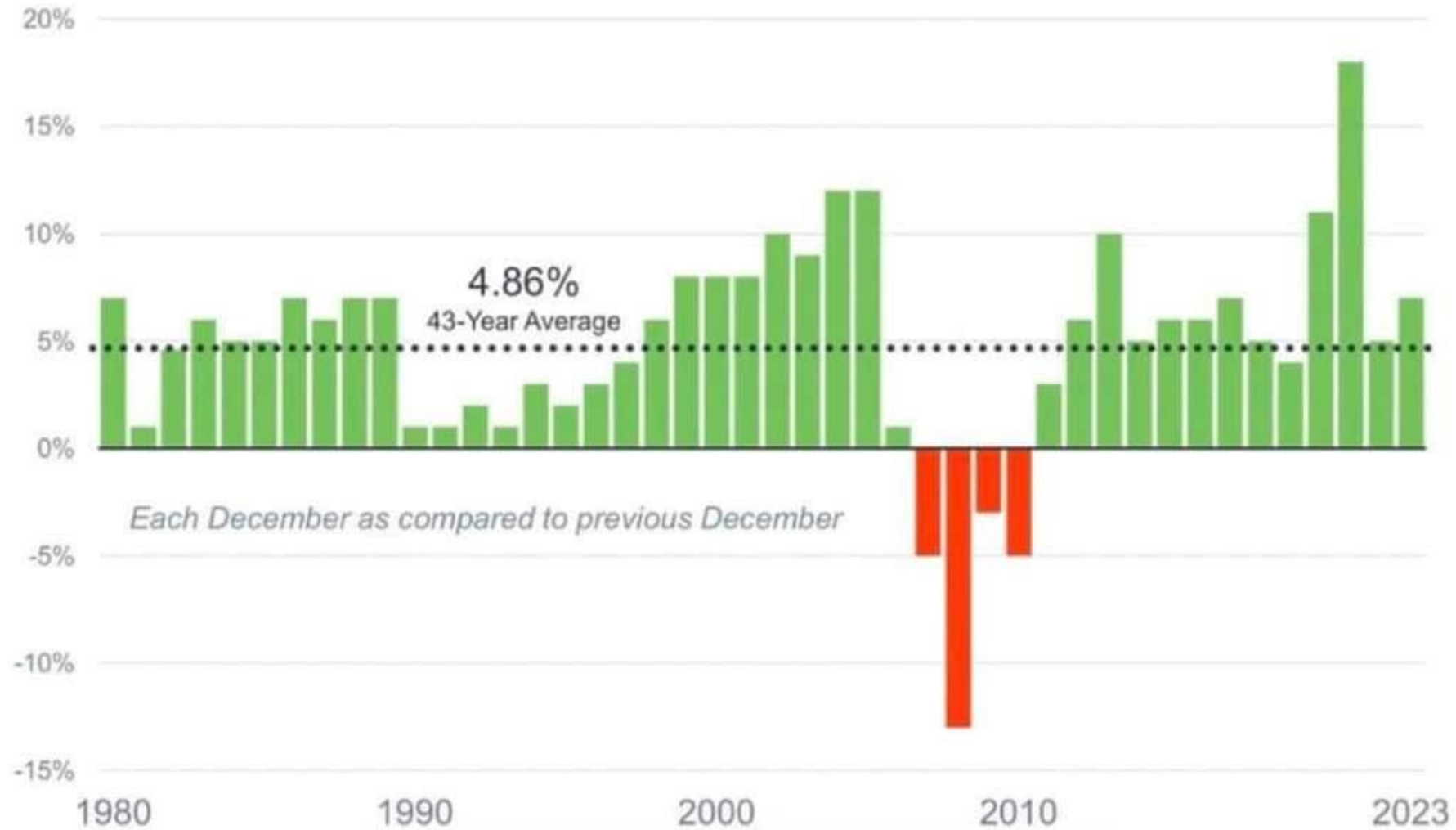
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Seller Financing



Percent of Annual Home Appreciation

1980–2023, Seasonally Adjusted, Rounded To Nearest Full Number



Each December as compared to previous December

Source: Freddie Mac



Seller Financing Industry Stats

- \$30 Billion in seller-financed notes were created last year
- \$123 Billion in owner financed notes were created in the past 5 Years (2019 to 2023).
- 85% of Sellers carrying back a note created just one note in 12 months while 15% created 2 or more.
- The top states for seller financed notes were Texas, Florida, California, Arizona, and North Carolina, collectively making up 70% of the overall volume



Advantages of Seller Financing

Seller financing can create a win-win scenario, offering sellers a method to sell their property more quickly and profitably, while providing buyers with an accessible path to homeownership that they might not have had through conventional financing routes.



How Can Seller Financing Benefit Buyers

- **Easier Qualification:** Buyers who might not qualify for a traditional mortgage may find it easier to secure financing directly from the seller.
- **Flexible Terms:** Terms of the loan, including the down payment, interest rate, and repayment schedule, can often be negotiated directly with the seller.
- **Reduced Closing Costs:** Without a bank as an intermediary, some of the typical lender fees and closing costs can be reduced or eliminated.
- **Quicker Closing:** The process can be expedited since there's no waiting for bank loan approvals, appraisals, and other time-consuming procedures.
- **Direct Relationship with the Seller:** Any issues or negotiations regarding the property or the loan can be handled directly between the buyer and seller, potentially simplifying resolution processes.



How Can Seller Financing Benefit Sellers

- **Increased Buyer Pool:** Seller financing can attract more buyers.
- **Faster Sale Process:** Transactions can often be completed more quickly without the need for buyer loan approval from a third party.
- **Income Stream:** The seller receives regular payments over time, which can provide a steady income stream, often at a higher interest rate than traditional savings or investment vehicles.
- **Potential Tax Advantages:** Spreading out the receipt of the sale proceeds over several years can potentially offer tax benefits by distributing the capital gains tax liability.
- **Higher Selling Price:** Buyers may be willing to pay a premium for the convenience and opportunity that seller financing provides.



Cracking The Code With Notes

Cracking the code to Note Wholesaling involves understanding the intricacies of buying and selling Notes without actually holding the underlying assets for an extended period.



Understanding The Basics

Mortgage Notes: A mortgage note is a legal document that outlines the terms of a loan used to purchase real estate.

The mortgage note specifies the financial obligation of the borrower and the rights of the lender.

Essentially, the mortgage note serves as evidence of the borrower's indebtedness and the secured interest of the lender in the property.



Wholesaling Notes

(Zero Out Of Pocket)

Wholesaling: Note wholesaling is an investment strategy involving the purchase and quick resale of promissory notes, often without the wholesaler ever physically holding the note.

- A wholesaler identifies a mortgage note for sale at a price below its market value
- Puts it under contract
- Then sells that contract to an investor for a higher price, thereby making a profit on the difference



Buy/Hold Note Investing

(Creating Generational Wealth)

- Creating **Generational Wealth with Notes** involves investing in real estate notes to generate passive income and capital growth over time. This strategy can provide steady cash flow through interest payments and principal repayment.
- By acquiring and managing these notes, investors can build wealth that can be passed down through generations. Successful execution can lead to significant long-term financial security and legacy wealth.

