

Negotiating and Closing Deals



Structuring A Note Deal



Pricing Out A Note Deal



Creative Solutions For Challenging Deals

Partials Vs Full Buyout

Partials: refers to the sale or purchase of a portion of the future payments of a mortgage note, rather than its entirety. This allows the note holder to receive a lump sum of cash immediately for a specified number of future payments, while retaining the rights to the remaining payments on the note after the partial term ends.

Full Buyout: refers to the complete purchase of a mortgage note by an investor or a buying entity. This means the buyer acquires all the remaining payments and rights associated with the note.

