

Selling Homes Faster With Seller Financing

Contributed by Flower De Raadt

A young college co-ed came running in tears to her father. "Dad, you gave me some terrible financial advice!"

"I did? What did I tell you?" said the dad.

"You told me to put my money in that big bank, and now that big bank is in trouble."

"What are you talking about? That's one of the largest banks in the state," he said. "there must be some mistake."

"I don't think so," she sniffed. "They just returned one of my checks with a note saying, 'Insufficient Funds'."

Well, we do know that banks are in trouble and they are showing it by having stricter rules and guidelines to giving out conventional loans. FHA loans aren't that easy to get either. Mortgage lenders are having to scrutinize credit reports and any negative mark is counted against the buyer who has the cash to buy but can't seem to qualify. That's where seller financing comes in. Whether you're a real estate agent, real estate investor, or simply just trying to sell a house, seller financing can open up a new market for you.

1/3 of buyers have credit but no cash. The next 1/3 have cash but no credit. The last 1/3 have both. When you only have the option of conventional financing and FHA, you're only allowing the last 1/3 to buy from you. When you do seller financing you allow another 1/3 of buyers to buy from you - those that have cash but low credit. You've just doubled your potential prospects!

Seller Financing Advantages to the Home Seller

- They get to sell the property for top market value
- Ask for a Higher Pricing on the property
- Defer capital gains
- Earning higher interest rate on a note
- Safe Investment
- Sell part of their note to meet cash needs and retain the rest as a high-yield investment

Seller Financing Advantages to the Home Buyer

- They can buy a home with less than perfect credit that would be required for an FHA loan or conventional financing
- They do not have to pay excessive bank points and escrow fees
- A more flexible payment scheduled to meet the buyers' needs
- Buyer can purchase more of a house with this flexible financing

So how do you do seller financing but still get the lump sum of cash you need for your next real estate investing deal or to buy your next house? That's where we come in. Real Estate ATM purchases owner-financed mortgage notes. We will do a pre-sale note consultation with you to make sure that you get the most of the real estate deal when you sell the house and then the note to us. Once you're ready to sell the mortgage note, we pay for all the costs associated with the transaction and make sure you get top dollar because we worked together BEFORE the note was created.

Want the Real Estate ATM Strategy? Go to our website- RealEstateATM.net and download the step by step outline for FREE.

Flower De Raadt is President of Real Estate ATM and author of the Note Holder's Playbook: How to Profit From, and Correctly Manage Your Real Estate Note or Mortgage. She wants to teach you how to make a fast sell through owner financing. You will learn how to advise homeowners how to structure their note in such a way that they get the most money out of their sale. Visit RealEstateATM.net to learn more and download a Complimentary Copy of the Note Holder's Playbook (\$60 value).