



ACQUIRING PROPERTIES
(Find Below Market Houses)





Find, Fund, Fix & Flip Houses

Is it too late to start investing in real estate?

A common question most newbie investors ask.

Whether you're buying a property to flip, or a property to keep as an income producing rental. There is only one question to ask, does the property **CASH FLOW**?

In 2000-2003 the average 30-year fixed interest rate was 8.25%. The US median home sale price was \$125K. The average 2 bed 1 bath rental unit rental was \$550 per month, \$250-\$350 per bedroom.

Today 11/2024- (2024) the average 30-year fixed rate mortgage is 6.75%.

The US median home sale price is \$420K almost 4X what it was 20 years ago. The average monthly rent for a 2 bed 1 bath rental unit is now \$1,250 that's an increase of 2X over 20-year period, on average according to HUD FHA Fair Market Value Rents, each bedroom in a rental unit would be \$500-\$700 per bedroom in an average market.

The short and most common answer to this question is “ It's never too LATE to invest in real estate.”

How to Find Properties

- **Public notices - Notice of Sale Description in the newspapers and City, County, State Court Houses, Libraries, Sheriffs offices, and other city, state and county offices.**

Below are some of the due diligence buyers should be prepared to do.

- [Overdue school taxes, property taxes or village taxes](#)
- [Current and overdue Water and Sewer Bills.](#)
- Past Codes Violations.
- H.O.A warrants or past due amounts.
- Current Year Tax Bill (will be pro-rated at closing)
- Check County, Town, Village or City for all past due or delinquent taxes.
- Zoning and Planning Allowed uses after closing.
- Prior use does not guarantee future zoning.
- Check FEMA website for flood zone if applicable.
- Foil (Freedom of Information Law) request current outstanding code violations.

Zillow.com – Auction.com- Xome.com- Hubzu.com

Investor Daily prospecting

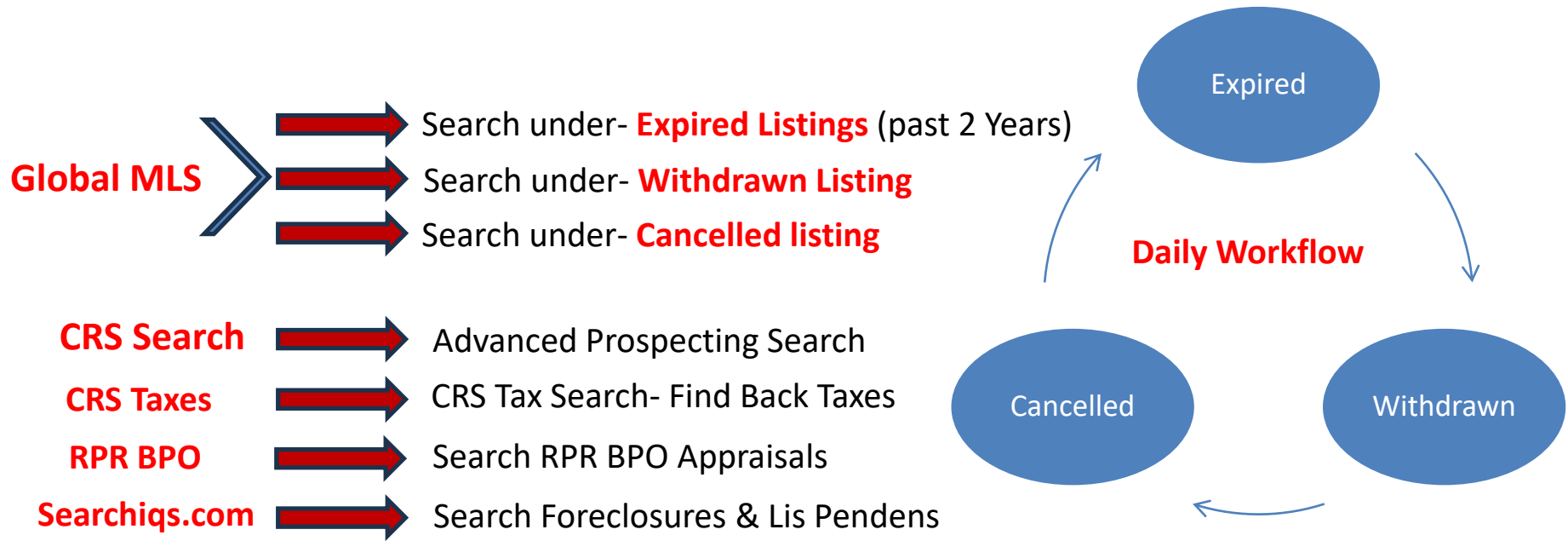


Search ALL County Court Houses for Foreclosure Filings and Court Dates

There are plenty of other websites that list foreclosures, these are just a few.

Global MLS – Flex MLS

Investor / Real Estate Agent Daily prospecting



Search ALL County Court Houses for Foreclosure Filings and Court Dates

Cross Reference / Skip Trace- on www.Fastpeoplesearch.com for owner phone numbers, email addresses, current address, and all known affiliations.

ACQUIRING PROPERTIES

(Find Below Market Houses)



BANK OWNED PROPERTY WEBSITES

- **Local ENYR MLS**
- **Hudhomestore.com**
- **Homepath.com**
- **Auction.com**
- **servicelinkauction.com**
- **Xhome.com**
- **Hubzu.com**
- **Reo.wellsfargo.com**
- **offersubmission.com**
- **Res.Net**
- **A-1Reo**
- **Craigslist.com**

This is just a few that exist. There are many to choose from.

Albany County Court Auction

20 BUCHMAN DR

LOUDONVILLE, New York 12211

1567 Views [Print](#) [Share](#) [Saved](#)

Active - Scheduled for Auction



4 photos

Street

Map

Investment Opportunity

Est. Resale Value [i](#) Not Available

Est. Credit Bid [i](#) Not Disclosed

Property Details

Beds	4	Baths	1
Square Footage	1,224	Lot Size (Acres)	0.2
Property Type	Single Family	Year Built	1959
Property ID	2768299	Event ID	E12483A-34500
Case/File No	9636-0735	APN	-

In-Person Auction

Property Saved!

[Why save?](#)

Date Wednesday, May 08, 2019

[Add to calendar](#)

Auction Start Time 10:00 am

Location

Albany County Courts
16 Eagle St., Albany, NY 12207

[Prepare for the auction](#)

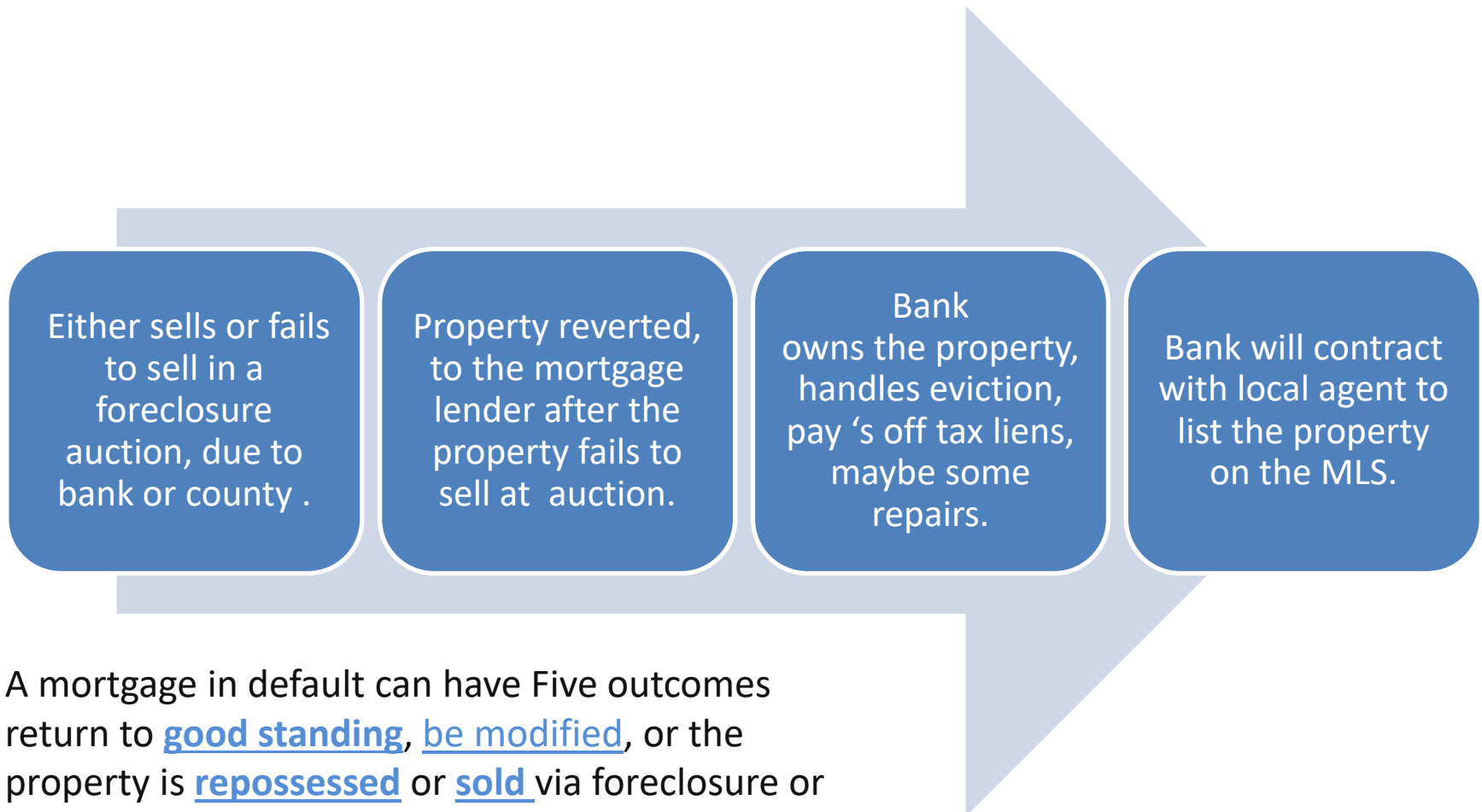
[Other properties at this auction](#)

WHAT IS A **BANK OWNED PROPERTY?**

- A **bank-owned** or real estate **owned** (REO) **property**:
 - Individual loses title possession through foreclosure process.
 - Bank regains title possession.
 - Promissory note is the legal instrument lost by owner through completion of foreclosure process.
 - Property is publicly auctioned at the county or listed by the bank on the MLS.
 - This process could take up to 3 years or more.

We will be referencing my personal experience with this from my project at 6 McelWain Ave in Cohoes, N.Y.

Flow chart for BANK OWNED PROPERTY?



A mortgage in default can have Five outcomes return to good standing, be modified, or the property is repossessed or sold via foreclosure or voluntary surrender.

Auctioned properties & Tax Liens

- **Most** liens are removed after a foreclosure property sale, but certain liens may remain.

Here are some examples:

- Any lien recorded on title prior in time to the foreclosing mortgage.
- **First** Mortgage (if the foreclosing mortgage is a **second** or **third** mortgage)
- HOA or COA assessment liens (in certain states)
- Mechanic's Liens (in some states)
- Government liens such as state and federal tax liens, city or county liens, US Government liens.
- IRS liens (IRS may buy the property within 120 days after sale at the price paid at foreclosure sale)
- Code Enforcement Liens, Environmental Liens, and Utility Liens
- Child Support Liens, Etc..
- **I always recommend owner's title insurance policy, based on ARV.**

County Tax Lien Auctions

Albany County Auctions & Capital Region

- Town of Colonie, City of Cohoes, City of Watervliet, City of Albany.
- If the properties on the list remain unpaid after 2-4 years of collection efforts Albany County is now proceeding with foreclosure and will take title to any that remain unpaid. Once taken, County-owned parcels are transferred per the conditions set forth in the County Disposition Plan.
- Albany, Rensselaer, Schenectady, and Saratoga Counties are very similar when it comes to handling tax lien collection.

How Pre- Foreclosures Are Seen On Zillow, Trulia, Redfin, Realtor.com

- All these sites use third party contractors to go to local County Clerk offices to request ALL filed **Lis Pendens** then they post them on their sites. They post on their sites for more web traffic.
- **Lis Pendens** is the initial written notice to the opposing party; this notice is also the official written notice to the public that the bank has a vested interest in this property they are serving notice to.
- www.searchiqs.com (6- US States utilize this site)

Research Properties

Resourceful Links



Find, Evaluate, Search public records, Determine ARV, Market Analysis report.

Compare current sale price to ARV market price.

Research Property Taxes, Liens, Foreclosures, Bank Owned, Title History.

<https://www.searchiqs.com/nysar/>

<https://egov.basgov.com>

<http://tax.neric.org/Search.aspx?district=412402>

<http://www.infotaxonline.com/>

<https://www.taxlookup.net/>

<https://publicrecords.netronline.com/state/NY/county/albany/>

<https://pacer.login.uscourts.gov/csologin/login.jsf?appurl=pcl.uscourts.gov/search>

<https://www.nycourts.gov/courts/cts-outside-nyc-COUNTY.shtml>

<https://www.nycourts.gov/courthelp/Homes/evictions.shtml>

<https://www.fastpeoplesearch.com/>

Bank Foreclosure

204 N. 2nd Ave,
Mechanicville, NY
12118

4 Bedroom 1.5 baths 2 story
Brick Colonial 2,200 sq. Ft.

This property was bid on
during a **"Live"** Find, Fund, Fix,
& Flip class on 3/30/2023.

First initial bid was **\$180,000**

With a \$2,500 credit card
deposit submitted online, at
www.Auction.com

Final bid price was **\$155,000**

Total purchase price was
\$159,505.10

Contracts signed on 6/26/2023

EMD \$7,750.00

Total closing cost \$3,588.20

Plus seller closing fees



204 N 2nd Ave,
Mechanicville

This property was purchased through,
[www. Auction.com](http://www.Auction.com)

This online real estate auction website
will use Ai web Bots to bid on the
selling bank behalf in order to increase
the price and try to encourage the
actual **REAL** bidders to increase their
bids based on false market pretense.
Unfortunately, this will take place **on**
ALL real estate auction websites.

Estimate repair cost **\$30,000**
Estimated After Repair Value (ARV)
\$299,000 - \$325,000
Depending on market conditions.
Estimated holding **cost \$4,700**
Estimated Profit \$157,000
Estimated completion date
6/30/2024



Important Transaction Details

Auction Event	O-1453	Auction Date	06-23-2023
Auction Item No.	AD44		

Property Address	204 NORTH 2ND AVE
City	Mechanicville
State	NY
Zip	12118
County	SARATOGA

Winning Bid	\$155,000.00	Earnest Money Deposit	\$7,750.00
Buyer's Premium		Fee Payable to Auction	\$7,750.00
Total Purchase Price	\$155,000.00	Subject to Confirmation:	No

*Buyer Paid Document Preparation Fee \$55.00

Buyer Name	Richard Carr	Purchase Type	Second Home
Co-Buyer Name			
Company Name			
Mailing Address	79 Blue Jay Way, REXFORD, NY 12148		
Home Phone	(518) 488-2434	Are you a Licensed Agent?	Yes
Mobile Phone			
Email	Richc1976@gmail.com		

Finance Type	Cash
Lender Name	Cash
Officer	
Phone	Email

Seller's Closing Company	SERVICELINK		
Contact	HUD RUSHMORE TEAM		
Phone	(888) 414-6616	Email	clientmiscontracts@servicelinkfnf.com
Buyer's Closing Company			
Contact			
Phone			Email

204 N 2nd Ave, Mechanicville

First initial bid was **\$180K** during a
“**Live**” Find, Fund, Fix & Flip class on
3/30/2023

Went to contract on 6/26/2023

Closed on 2/22/2024

Final Accepted Sale Price \$155,000

Total Purchase Price \$159,505.10

This property took over 10 bids over 3
months to actually be the winning offer,
multiple other deals fell through, which
resulted in offering a lower bid price,
from **\$180K** down to **\$155K**

Ultimately the entire process took just
about 11 months to complete.

**This property had a squatter that had
to be removed by the Mechanicville
police.**

**This property was purchased sight
unseen, cash only, no inspections, no
appraisal.** The bank that foreclosed was
U.S Bank National
Association.



Bank Foreclosure

892 6th Ave,
Lansingburgh

4 Bedroom 2 full bath
bungalow 2,000 square feet.

This property was bid on
during a “Live” Find, Fund, Fix,
& Flip class on 10/04/2018.

First initial bid was \$25,000

With a \$2,500 credit card
deposit submitted online, at
www.Auction.com

Final bid price was \$55,499

Total purchase price was
\$58,273.95

Contracts signed on 10/10/18

EMD \$2,913.00

Total closing cost \$3,092.00



Auction.com

Contracts

DocuSign Envelope ID: 3EB583C2-8198-4802-8AAA-057367C607A5



1 MAULCHLY - IRVINE - CA 92618
CUSTOMER SERVICE - (800)-793-6107

Auction Event ID

O-1208L

Auction Date

10-10-2018

IMPORTANT CONTACT INFORMATION

Auction Item No.	AT63756		Loan No. (REQ ID)	1428675	
Property Address	892 6TH AVENUE TROY NY 12182				
AUCTION.COM Contact:	Customer Service		Tel:	800-793-6107	
Property Managing Agent	Todd + REQ-C Drake				
Agent Telephone:	518-857-9755		Agent's Email	tdrake@empirerealestatemgt.com	
Owner Occupied?	<input type="checkbox"/> YES <input checked="" type="checkbox"/> NO		Are you a licensed Agent:	<input checked="" type="checkbox"/> YES <input type="checkbox"/> NO	
Subject To Confirmation?	<input type="checkbox"/> YES <input checked="" type="checkbox"/> NO		Cash or Financed Sale?	<input checked="" type="checkbox"/> CASH <input type="checkbox"/> FINANCE	
Winning Bid Amount	\$ 55,488.00		Total EMD Required	\$ 2,913.70	
Buyer's Premium	\$ 2,774.95		Closing Date :	11/16/2018	
TOTAL Purchase Price	\$ 58,273.95				
Buyer's Name	Rich Carr				
Co-Buyer Name					
Buyer's Mailing Address	79 Blue Jay Way Rexford, New York, 12148				
Buyer's Telephone	518-488-2434		Buyer's Email:	Richc1976@gmail.com	
Buyer's Broker/Agent:	Richard Carr				
Agent's Broker Company	Carr Real Estate Group LLC				
Agent Telephone	518-488-2434		Agent Email:	richc1976@gmail.com	
Escrow/Closing Agent	PETER L ELLIOT ESQ				
Escrow/Closing Agent	ELIZABETH HAWKINS		Email:	LIZ@PELLIOTTILAW.COM	
Office Telephone	315-422-3030		Secondary Contact:		
Lender Institution	Line of Credit - Key Bank		Tel:	518 371-3360	
Lending Officer	Eric Grassl		Lender Email	eric_grassl@keybank.com	

PROPERTY SOLD AT AUCTION

- CASH.** The seller executed purchase documentation shall be sent to you as soon as available. If you are able to close early, please contact the Escrow/Closing Agent to make arrangements. Obtain from the Escrow/Closing Agent and be prepared to wire the balance due for closing the transaction to the Escrow/Closing Agent as soon as possible. Documents not provided on auction day, for transactions entered into by a legal entity (anything other than a natural person) must be provided to the Escrow/Closing Agent as soon as possible and prior to closing of the transaction.
- FINANCING.*** The seller executed purchase documentation shall be sent to you as soon as available. Contact your lender for details to arrange for your financing and provide all the necessary supporting documents (Proof of Income and Assets - W2, pay stubs, etc). Contact the Escrow/Closing agent to confirm the closing date and confirm receipt of all necessary documents required for closing. Maintain constant contact with your Escrow/Closing Agent and lender; advise Escrow/Closing Agent, lender and auctioneer of any details that would prevent a timely closing and provide your best contact number. **PROMPTLY COMPLY WITH ALL OF THE INSTRUCTIONS FROM YOUR LENDER OR CLOSER. *FINANCING IS NOT A CONTINGENCY TO YOUR OBLIGATION TO CLOSE.**

PROPERTY SOLD "SUBJECT TO CONFIRMATION" - The Escrow/Closing Agent or Auctioneer shall notify you of the acceptance of your winning bid. If accepted, the procedure set forth in the Addendum "Subject To" shall be sent to the address that was provided in the Purchase Agreement with Joint Escrow Instructions.

- ACCEPTED BIDS** - see above "Property Sold at Auction" for the next steps. You should call the Escrow/Closing Agent and confirm the closing date.
- REJECTED BIDS** - Please see the Addendum "Subject To."

892 6th Ave Lansingburgh

After placing a bid on this property, I scheduled a showing. I also did a market analysis to determine ARV. I drove around the area and determined location was **marketable**.

While at the showing I measured the property square footage and began to determine the repair cost.

Repairs consist of New shingled roof, new furnace, most plumbing replaced, New carpeting upstairs, ALL windows, refinishing Hardwood floors downstairs, New painting all throughout, vanity's, toilets, kitchen counters, appliances, upgraded electrical panel, new electrical wiring on the first floor. Some sheetrock replacement, sheetrock repairs, new doors, new vinyl flooring.

All repairs estimated to be \$35,000



SOLD
\$193,000

- Purchase price \$60,000
- Repair cost \$35,000
- Holding cost \$3,500
- Utilities +/- \$950.00
- **ARV Market price**
- **\$196,000**
- **Estimated net profits**
- **\$96,550**
- **Minus buyer agent 2.5%**
- **Of the sale price**

Wholesale properties in ALL markets

- Wholesale opportunities are possible in any market utilizing all the tools we have as real estate agents or all the tools available to the public, we will discuss all the tools available and how to use them to determine if a property can be purchased under market value. There are numerous purchasing options, off the market deals, MLS deals, bank auction deals, county auction deals, Assignment deals, Seller holding the note deals. We will discuss all of these and more based on my experience using real transactions as examples.

Wholesale Opportunities

1819 7th Ave



9 Fulton St



1432 1st Ave



CRIMLS

Wholesale Flipping

- **1819 7th Ave Watervliet**
- Purchased off the MLS 01/2017 **\$14,000**
- Total Repairs **\$8,000**
- Holding Cost **\$3,800**
- Sold Property 11/2018 **\$80,000**
- Buyer Agent Commission **\$2,000**
- **Total Net Proceeds \$52,200**

Wholesale Flipping

- **9 Fulton Street, Cohoes**
- Purchased off the MLS 05/2018 **\$10,000**
- Total Repairs **\$2,000**
- Holding Cost **\$800**
- Sold Property 10/2019 **\$25,000**
- Buyer Agent Commission **\$700**
- **Total Net Proceeds \$11,500**

Wholesale Flipping

- **1432 1st Ave, Watervliet \$43,000**
- Purchased off the MLS 10/2012
- Clean out \$1,500
- Holding Cost \$1,800
- Sold Property 02/2014 **\$62,000**
- Buyer Agent Commission \$1,550
- **Total Net Proceeds \$14,200**

Off The Market Homes

1 Overidge Rd Latham

Another way to purchase property is by buying from an owner that does NOT have a mortgage.

The seller may have a property that needs extensive repairs before it could be sold. You can acquire these property sometimes by the owner holding paper (promissory note). This is an option when the property is not well marketable. When the owner holds paper meaning the promissory note.

The owner now acts as the bank, you gain title to the property, and the deed is filed and recorded in your name with terms and conditions you and the owner set forth. All property payments are made directly to the owner, all taxes are paid by you, (the new owner) directly to the municipality, according to the local tax map. In some cases this may be a less expensive way to acquire property. Once the property is repaired, you can now borrow against the property and payoff the owner.



1 Overidge Rd, Latham



Purchase Price-

\$150,000

Property & School Taxes-

\$4,015

Insurance (Hazard)-

\$850

Water & Sewer Bill (Quarterly)

\$285

National Grid Monthly Utilities

\$110

Owned Property for 6 months.

Repairs include, Replaced furnace & A/C, Rehabbed bathroom

Replaced all plumbing, New granite in kitchen, refinished hardwood floors & kitchen cabinets, New windows, new electrical panel, meter can and weather head.

1 Overidge Rd, Latham

- This property was purchased off the market for **\$150,000**, extensive repairs made over 6 months totaling **\$28k**. Total holding cost (**\$3,200**, taxes, utilities, insurance). Buyer agent commission **\$5,850** on the sale. Sold for **\$234,000**, Net profits proceeds **\$46,000**.
- This property would have made a great **wholesale** opportunity, I could have sold this property within 24 hrs. for **\$175,000** without repairing anything.

1 Overidge Rd Latham



1 Overidge Rd Before & After

Kitchen before



Kitchen After



Deal Information

Find, Fund, Fix, & Flip Real Estate



PROPERTY DETAILS

Property Address:	1 Overidge Rd Latham, NY 12110
Bed:	3
Bath:	1
Total Sqft:	1,200
Number of Units:	1

PROJECT DETAILS

Date:	Thursday, May 9, 2019
Occupied:	N
Evaluator:	Carr Real Estate Group
Closing Date:	June 1, 2019
Exit Strategy:	Traditional Sale

PROPERTY DESCRIPTION

This is a 3 bed house located in a great area of the North Colonie School District. Perfect for the first time home buyer. Needs some minor renovations with a majority of the work in the kitchen.

DEAL FACTORS

After Repair Value:	\$234,000
"As Is" Value:	\$150,000
Purchase Price:	\$150,000
Estimated Repair Costs:	\$31,500
Hold Time (months):	4
Property Taxes (annually):	\$4,116
Insurance (annually):	\$950
HOA & Condo Fees (monthly):	\$0
Gas (monthly):	\$80
Water (monthly):	\$25
Electricity (monthly):	\$75
Other Utilities (monthly):	\$0
Miscellaneous Holding Costs:	\$0

FINANCING COSTS

First Mortgage / Lien Amount	75%
First Mortgage Points	0
First Mortgage Interest	6.18%
Second Mortgage / Lien Amount	0%
Second Mortgage Points	0
Second Mortgage Interest	0.00%
Misc. Mortgage / Lien Amount	0%
Misc. Mortgage Points	0
Misc. Mortgage Interest	0.00%
Miscellaneous Financing Costs	\$5,300.00

BUYING COSTS

Title Insurance / Search Costs	0.25%
Miscellaneous Buying Costs	\$0.00
Escrow / Attorney Fees	\$600.00

SELLING COSTS

Realtor Fees	2.5%
Transfer & Conveyance Fees	0.12%
Miscellaneous Selling Costs	\$0.00
Staging Costs	\$0.00
Escrow / Attorney Fees	\$500.00
Selling Recording Fees	\$350.00
Home Warranty	
Marketing Costs	\$500.00

How to use the Deal Analyzer

To use the Deal Analyzer, enter all your numbers into this "Deal Information" tab. Formulas will auto-populate and automatically calculate your results on the "Deal Analyzer for Flips" tab. White cells are editable cells. Light Gray cells are locked formulas. Dark Gray are labels. **Find, Fund, Fix, & Flip**

Deal Analyzer

PROPERTY VALUES & PRICING

After Repair Value	\$234,000
Current "As Is" Value	\$150,000
Estimated Repair Costs	\$31,500
Purchase Price	\$150,000
Estimated Hold Time (months)	4

Total Purchase & Repair Cost

\$181,500

HOLDING COSTS

	Annually	Monthly
Property Taxes	\$4,116	\$343
HOA & Condo Fees	\$0	\$0
Insurance Costs	\$950	\$79
Utility Costs		\$180
Miscellaneous Holding Costs		\$0

Total Monthly Holding Costs

\$602

Click to Select How to Calculate Your Loan -->

Purchase Price

FINANCING COSTS

First Mortgage / Line Amount	75%	\$112,500
First Mortgage Points	0	\$0
First Mortgage Interest	6%	\$2,318
First Mortgage Monthly Interest Only Payment		\$579

Second Mortgage / Line Amount	0%	\$0
Second Mortgage Points	0	\$0
Second Mortgage Interest	0%	\$0
Second Mortgage Monthly Interest Only Payment		\$0

Third Mortgage / Line Amount	0%	\$0
Third Mortgage Points	0	\$0
Third Mortgage Interest	0%	\$0
Third Mortgage Monthly Interest Only Payment		\$0

Miscellaneous Financing Costs		\$5,300
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Total Financing Costs

\$7,618

BUYING TRANSACTION COSTS

	% of Purchase	Total
Escrow / Attorney Fees		\$600
Title Insurance / Search Costs	0.25%	\$375
Miscellaneous Buying Costs		\$0

Total Buying Transaction Cost

\$1,475

SELLING TRANSACTION COSTS

	% of ARV	Total
Escrow / Attorney Fees		\$500
Selling Brokerage Fees		\$350
Realtor Fees	2.50%	\$5,850
Transfer & Conveyance Fees	0.12%	\$281
Home Warranty		\$0
Staging Costs		\$0
Marketing Costs		\$500
Miscellaneous Selling Costs		\$0

Total Selling Transaction Cost

\$7,481

ESTIMATED NET PROFIT & ROI SNAPSHOT

ESTIMATED NET PROFIT

\$33,518

TOTAL COSTS RETURN ON INVESTMENT (ROI)

16.72%

PURCHASE & DEAL ANALYSIS

After Repair Value	\$234,000
Purchase Price	\$150,000
Estimated Repair Costs	\$31,500
Total Financing Costs	\$7,618
Total Holding Costs	\$2,409
Total Buying Transaction Costs	\$1,475
Total Selling Transaction Costs	\$7,481

POTENTIAL RETURN & PROFIT ANALYSIS

Assume Sale is made before	9/6/2019
Purchase - Repair Estimate Cost Per Sq. Ft.	\$151.25
Down Payment Required at Closing	\$38,975
Hq Committed Capital	\$73,384
Hq Realized Cash on Cash Return	137.03%
Total Realized Cash on Cash Return	50.16%
Purchase - Rehab Return on Investment (ROI)	18.47%

\$\$ Funding Your Flip \$\$

Types of lending available

- FHA 203k Rehab Loan, Finance the property and cost of repairs. Rules do apply.
- Conventional mortgage, can sometimes be utilized if the property needs TLC. Conv. Mortgage will not qualify if the property is a rehab.
- Line of credit, on residential primary, or income property, Commercial, and some SBA loans
- Utilizing lines of credit to purchase homes is one of the best ways to purchase, you are considering a cash buyer.
- Off the market real estate purchases?
- Holding paper on the real estate purchase?

\$\$ Funding Your Flip \$\$

Private Hard Money Lenders

Albany Hard Money Lenders

Justin 518-810-0101

<https://www.albanyhardmoney.com/full-loan-application.html>

Ajite LLC (J' Money) Jeff Feinman

Jeff -518-253-6380

Fairway Independent Mortgage Co.

<https://www.fairwayindependentmc.com/Drew-Aiello>

Drew 518-573-2435

BRRRRR Method- buy with hard money repair, rehab, refinance, repeat.



29 Witbeck Drive, Glenville, NY 12302

3/22/2021 COVID-19 Flip

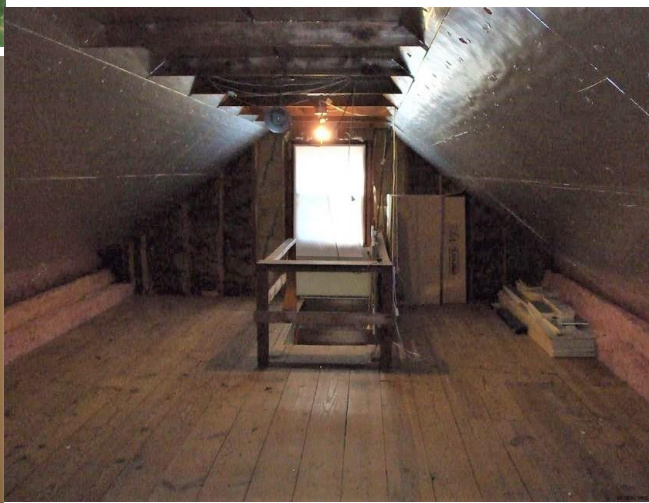
- Purchased this property off the MLS
- Acquired the property \$ 138,000
- Rehab + Holding Cost \$ 32,000
- Holding Cost (5 months) \$3,100
- Insurance (\$900.00 Year)
- Water Per-quarter \$25.00 (Quarterly)
- Holding Cost included National Grid

Gas & Electric	
Proceeds	\$67,000
Buyer agent Commission	-\$5,925
Net Proceeds	\$61,075



Market value Estimated
ARV = \$225,000
Sold Property for
\$237,000
Sold \$27,500 Over
Asking!

29 Witbeck Dr, NY 12302



Before & After

All Repairs

- Interior & Exterior painting \$2,400
- Hardwood floors refinished \$1,400
- New granite countertop \$1,500
- New appliances SS \$2,800
- Attic finished, Sheetrock, electrical, HVAC, LVL Flooring, Railing around stairs. \$6,500
- All New Windows- AllSide \$4,200
- Landscaping \$850
- New Driveway Blacktop \$4,000
- Misc finishing touches \$1,350
- **Total Rehab + Materials + Labor = \$32,000**



Closing Proceed Checks

29 Witbeck Dr.

THE FACE OF THIS DOCUMENT HAS A COLORED BACKGROUND ON WHITE PAPER AND ORIGINAL DOCUMENT SECURITY SCREEN ON BACK WITH PADLOCK SECURITY ICON.

DeAngelus Goralczyk PLLC
Attorney Escrow Account
1407 Route 9 Second Building Lower Level
Clifton Park, NY 12065

BANKUNITED, NATIONAL ASSOCIATION
MIAMI LAKES, FL

113959

Order Number: NY-5409-DG

Date: 11/04/2021

PAY One Hundred Seventy One Thousand Thirty And 15/100

\$171,030.15

TO THE ORDER OF Richard Carr
29 Witbeck Drive
Glenville, NY 12302

MEMO PROPERTY: Closing Proceeds
29 Witbeck Drive, Glenville, NY 12302

VOID AFTER 90 DAYS

[Signature]

11 13959 10 260 14 588 9855242140

THE FACE OF THIS DOCUMENT HAS A COLORED BACKGROUND ON WHITE PAPER AND ORIGINAL DOCUMENT SECURITY SCREEN ON BACK WITH PADLOCK SECURITY ICON.

DeAngelus Goralczyk PLLC
Attorney Escrow Account
1407 Route 9 Second Building Lower Level
Clifton Park, NY 12065

BANKUNITED, NATIONAL ASSOCIATION
MIAMI LAKES, FL

113954

Order Number: NY-5409-DG

Date: 11/04/2021

PAY Two Thousand One Hundred Ten And 00/100

\$2,110.00

TO THE ORDER OF Carr Real Estate Group
79 Blue Jay Way
Rexford, NY 12148

MEMO PROPERTY: Realtor Commission
29 Witbeck Drive, Glenville, NY 12302

VOID AFTER 90 DAYS

[Signature]

11 13954 10 260 14 588 9855242140

28211107 NEW 01/21 8810004306

CHASE

CASHIER'S CHECK

Date 11/04/2021

9635903106

25-3

440

Remitter: RUSSELL HODGINS/LOUANN HODGINS

Pay To The Order Of: RICHARD CARR

Pay: FIFTY TWO THOUSAND NINE HUNDRED SEVENTY SEVEN DOLLARS AND 14 CENTS

\$ 52,977.14 ****

Do not write outside this box

Memo:

Note: For information only. Comment has no effect on bank's payment.

Drawer: JPMORGAN CHASE BANK, N.A.

[Signature]

Rebecca Griffin, Chief Administrative Officer
JPMorgan Chase Bank, N.A.
Columbus, OH

11 9635903106 10 44000037 758661433



Update on 29 Witbeck Drive

This property was purchased on 3/25/2021 For **\$138,000** listed on **Global MLS** for 19 days Prior to submitting an offer. I spent **\$32,000** On All repairs and holding cost. This home SOLD 11/04/2021 for **\$237,000**. Following a "How to Guide" is an absolute must for the first time investor, contact me today for your free guide! Learn how to NEVER lose money on a real estate investment.



Net proceeds \$67,000



Find, Fund, Fix, & Flip



The Scope Of Work

- Determine your order of repairs, (very crucial).
 - Repairs must be made in a timely fashion, so one thing does not get ahead of the other.
 - *Example (re-sheet rocking a interior wall before you decide if there will be plumbing or electricity running through, deciding on floor plan and bath, and kitchen layout yearly in the planning stage is crucial.*
- Determining a timeline and expected completion date, is absolutely a MUST.
- Market analysis to see what the value would be once property is rehabbed. Also called ARV (after repair value).

Doing your homework

Prep Work Of Purchasing Bank Owned Property.

- Check all taxes to make sure their paid and current, title search, purchase (homeowners title policy)
- Check for any liens.
- Check local code enforcement for violations.
- Walk through property to:
 - Determine repair cost.
 - Figure out what will be replaced, fixed and rehabbed.
- Remember to always **estimate repair cost higher**, on average 20% higher. *Don't discount other peoples labor and time, like you would for yourself.*

DOING YOUR HOMEWORK ON A PROPERTY

Once You Find A Property You Would Like To Invest In
(Fix & Flip)

- Compare the neighborhood location
 - All real estate is about location, location, LOCATION!
- You want to look for the worst house on the street
 - Ideally there is only one on the street that needs rehab
 - If there is more than one property that needs repair, that falls in the category of possibly a BAD LOCATION.
- Pick your location wisely or you might find it difficult to sell once all the repairs are completed.
- Your ARV (After Repair Value) MUST be determined before you purchase any property.

AFTER REPAIR VALUE (ARV)

- ARV on 6 McElwain Ave Cohoes was **\$150,000**.
 - That was my opinion of the property value once all the work was completed.
 - You figure this out by the comparable sales of the houses in the area / neighborhood.
- Once you know the ARV, you can begin to calculate cost of repair, as well as holding cost.
 - Take purchase price, repair cost, holding cost, Minus ARV and that net figure must be attractive enough to take all the risk. Every flip is unique.



**6 MCELWAIN AVE.
Cohoes, NY
Townhome**

KITCHEN
(IN PROGRESS)





KITCHEN (AFTER)



Tankless Water heater install



Garage & Basement Finished

6 MCELWAIN AVE COHOES (3) Offers

- Purchased Property for **\$80,000** (Homepath)
- Repair cost **\$8,500**
- School and Property taxes prorated 3 months were **\$1,400** , Additional holding cost **\$300.00**
- Remodeled Kitchen, bathrooms, basement, electrical, garage, landscaping, and plumbing.
- Listed the property for **\$149,000**
- Sold multiple offers **\$153,000**
- Minus buyer agent commission 2.5% **\$3,825**
- Net proceeds **\$58,675**

CLOSING CHECKS

EQUITABLE 1 SETTLEMENT SERVICES, INC.
21 EXECUTIVE PARK DRIVE
CLIFTON PARK, NY 12065
(518) 579-2046

KEY BANK
50-7044/2223

32823

ZALUD4346

—Sixty Nine Thousand One Hundred Thirteen and 55/100—

DATE August 9, 2017

AMOUNT Dollars \$ ****69,113.55

PAY TO THE ORDER OF Richard Carr



Scott Zalud
AUTHORIZED SIGNATURE

Security features: Details on back

⑈032823⑈ ⑆222370440⑆007900189486⑈

EQUITABLE 1 SETTLEMENT SERVICES, INC.

32823

Buyer/Borrower: Scott Zalud
Seller: Richard Carr
Lender: Santander Bank, NA
Property: 6 McElwain Avenue / Cohoes
Settlement Date: August 9, 2017
Disbursement Date: August 9, 2017
Check Amount: \$ 69,113.55
Pay To: Richard Carr
For:

0826991918

(ZALUD4346.PFD/ZALUD4346/1)

VERIFY THE AUTHENTICITY OF THIS MULTI-TONE SECURITY DOCUMENT. CHECK BACKGROUND AREA CHANGES COLOR GRADUALLY FROM TOP TO BOTTOM.

OFFICIAL CHECK

219 - Wolf Road
Colonie, New York

Remitter SCOTT ZALUD

Date 027822427 08/08/2017 62-20 311

Pay To The Order Of RICHARD CARR \$ 76,929.48 ***

Pay: SEVENTY SIX THOUSAND NINE HUNDRED TWENTY NINE DOLLARS AND 48 CENTS

Drawer: KeyBank

Dennis A. Devine
AUTHORIZED SIGNATURE

Issued by: Citibank N.A. One Penn's Way, New Castle, DE 19720
For information about this instrument, call: 1-888-556-5142

Memo: 6 MCELWAIN AVE

⑈027822427⑈ ⑆031100209⑆ 38774212⑈

Trusted Vendors

Wholesale

- Kamco Supply Corp. - Drywall & supply, molding's
- Bryant Northeast - Tankless water heaters, HVAC
- Prosource of Albany - Flooring, kitchen cabinets
- Ral-Supply - HVAC equipment
- Alside Albany - Windows, siding
- ABC Supply - Siding, roofing
- City Electric - Electrical supplies
- Appliance Giant - Appliances

908 24TH STREET

- Purchased property for **\$52,000**
- Totally gutted property down to studs
- Total rehab cost **\$32,000**
- Total cost to hold property for 14 months **\$5,400**, Including taxes, insurance, utilities.
- Entire inside of building brand new
- Sold property For **\$130,000**
- **No commission –Rent to own option**
- Net proceeds **\$40,600**



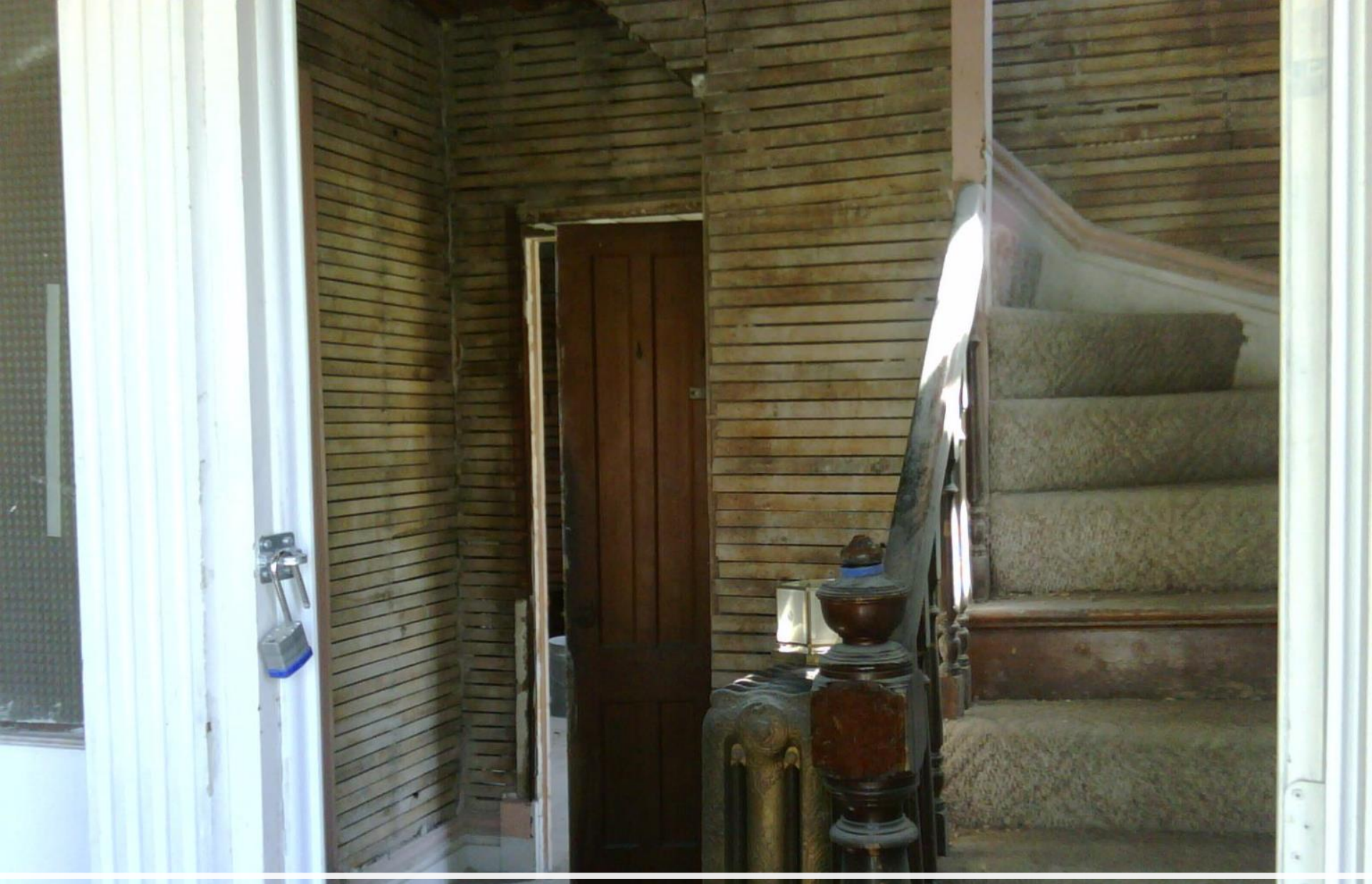
**908 24TH STREET,
WATERVLIET**

**A-1Reo.com
(Selling broker)**

09.21.2010 15:30

UPSTAIRS
HALL WAY
GUTTED





Stair Way /Foyer



Kitchen (before)

Kitchen
(after)



09.21.2010 15:36

REPAIRS

- Before you start any fix & flip project:
 - Walk through property multiple times.
 - Figure out what you can save from the materials and features that already exist in the house.
- Try to save kitchens, bathrooms, doors, and moldings on most projects.
 - Very costly to replace.
 - These items can be fixed or enhanced in some way to make them look better than they once appeared.
 - Saving these items can mean staying within budget.

Roof
(before)





Roof (after)

Stair way
(before)





Stairway (after)

POOL FILLED IN (AFTER)



908 24TH STREET DEED

LIBER 3028 PAGE 865



Albany County Clerk
16 Eagle St. Rm 128
Albany, NY 12207

Return to:

BOX 3

Instrument: Deed

Document Number: 11109394 Book: 3028 Page: 865

Grantor

CARR, RICHARD

Grantee

SHARPE, J NEIL

Number of Pages: 3

Amount: \$130000.00

Transfer Tax Receipt
Albany County Clerk Received:
Trans Tax # 3583
.....\$520.00

Recorded Date/Time: 03/14/2012 at 9:36 AM

Receipt Number: 690666

Note: **DO NOT REMOVE - THIS PAGE IS PART OF THE DOCUMENT **

THIS PAGE CONSTITUTES THE CLERK'S ENDORSEMENT, REQUIRED BY SECTION 316-a(5) &
319 OF THE REAL PROPERTY LAW OF THE STATE OF NEW YORK.

Thomas G. Clingan, County Clerk

1410 1ST
AVE
WATERVLIE
T (BEFORE)



1410 1st Ave (After)



1410 1ST AVE WATERVLIET

- Purchased property for **\$37,000 (2 offers)**
- Total all repairs cost **\$ 45,000**
- Rehabbed 90% of entire 4 store building
- Additional holding cost for 13 months **\$4,500**
- Taxes & utilities
- Sold property for **\$159,000**
- **Minus \$3,975 Buyer agent commission**
- Net proceeds **\$60,525**

SCOPE OF WORK

1410 1st Ave

- Needed extensive brick foundation work, over 2 months full time with a mason.
- I found a mason on craigslist, He (Tony) was laid off from his union job, and he worked for me for \$12.00 per hour, as a misc. 1099 employee.
- When you are buying and selling properties you must try and find quality cheap labor (It does exist)! Tony ended up working for me for an additional 8 months until he went back to his previous job.

OLD KITCHEN

Actual
kitchen



NEW KITCHEN



3rd FLOOR OFFICE (BEFORE)



3rd floor office (After)



1410 1ST AVE DEED

LIBER 3031 PAGE 495



Albany County Clerk
16 Eagle St. Rm 128
Albany, NY 12207

Return to:

BOX 7

Instrument: Deed

Document Number: 11132645 Book: 3031 Page: 495

Grantor

CARR, RICHARD

Grantee

GAURILOFF, JEROLD E
GAURILOFF, JANICE M

Number of Pages: 3

Amount: \$159000.00

Transfer Tax Receipt
Albany County Clerk Received:
Trans Tax # 4097
.....\$636.00

Recorded Date/Time: 04/18/2012 at 1:46 PM

Receipt Number: 696989

Note: **DO NOT REMOVE - THIS PAGE IS PART OF THE DOCUMENT**
THIS PAGE CONSTITUTES THE CLERK'S ENDORSEMENT, REQUIRED BY SECTION 316-a(5) &
319 OF THE REAL PROPERTY LAW OF THE STATE OF NEW YORK.

Thomas A. Clign

17 Idlewild Park Watervliet - 3 Unit



17 Idlewild Park 3 Family (Actual Class code 220)

- I bought this property on **HUBZU** in 6/2016 For \$29,559 after closing cost.
- Seller was Wells Fargo mortgage company, Ocwen Loan Servicing.
- This property was bid on 3 times before the bank accepted my offer. First offer started at **\$70,000**, then final offer **\$28,000**
- All repair cost were **\$55,000**
- Holding cost for 3 years were **\$12,800** (Taxes, Utilities, Water & Sewer)
- Sold property 12/2019 for **\$218,900**

17 Idlewild Park- 3 Family Investment

Brrrrr- Buy, repair, rehab, refinance, rinse, repeat

Holding the property with Debt service-(Mortgage)

1st Floor apt. 2-bedroom 1 bath estimated monthly rent \$1,250

2nd Floor apt. 2-bedroom 1 bath estimated monthly rent \$1,400

1st Floor rear studio apt. 450 sq. ft estimated monthly rent \$650

Total rent roll \$3,300 per month.

Estimated market value \$214,900.

Estimated mortgage \$180,000 FHA or Conventional.

Estimated mortgage payment \$1,280.00 Escrowed.

Estimate water & sewer bill \$980.00 per year.

Total estimate net income per-month \$1,950.

Section 8 Rent limits

Market value rents by Zip Code



FY2024 SMALL AREA FMRs FOR ALBANY-SCHENECTADY-TROY, NY MSA

In metropolitan areas, HUD defines Small Areas using ZIP Codes within the metropolitan area. Using ZIP codes as the basis for FMRs provides tenants with greater ability to move into "Opportunity Neighborhoods" with jobs, public transportation, and good schools. They also provide for multiple payment standards within a metropolitan area, and they are likely to reduce need for extensive market area rent reasonableness studies. Lastly, HUD hopes that setting FMRs for each ZIP code will reduce overpayment in lower-rent areas.

The Albany-Schenectady-Troy, NY MSA consists of the following counties: Albany County, NY; Rensselaer County, NY; Saratoga County, NY; Schenectady County, NY; and Schoharie County, NY. All information here applies to the entirety of the Albany-Schenectady-Troy, NY MSA.

Albany-Schenectady-Troy, NY MSA Advisory Small Area FMRs By Unit Bedrooms					
ZIP Code	Efficiency	One-Bedroom	Two-Bedroom	Three-Bedroom	Four-Bedroom
12007	\$1,020	\$1,140	\$1,390	\$1,680	\$1,850
12008	\$1,020	\$1,150	\$1,390	\$1,680	\$1,850
12009	\$1,060	\$1,190	\$1,440	\$1,740	\$1,920
12010	\$880	\$980	\$1,190	\$1,440	\$1,590
12018	\$1,100	\$1,230	\$1,500	\$1,810	\$2,000
12019	\$1,050	\$1,180	\$1,430	\$1,730	\$1,900
12020	\$1,230	\$1,370	\$1,670	\$2,020	\$2,220

17 Idlewild Park

Before and After photos



17 Idlewild park SOS

Seller: Richard Carr
Purchaser: Paul T. Cruise

STATEMENT OF SALE

17 Idlewild Park
Watervliet, New York 12189

Purchase Price	\$218,600.00
Deed Stamps Credit for Sellers Concession	\$24.00
Town/County Tax Credit (1637.24/365*27)	\$121.11
School Tax Credit (2147.76/366*209)	\$1,226.45
CREDIT TO SELLER	
TOTAL DUE SELLER	\$219,971.56

CREDIT TO PURCHASER	
Water/Sewer Credit	\$10.00
Deposit	\$2,500.00
Structual Credit	\$3,000.00
Seller Concession	\$6,000.00
TOTAL CREDITS TO PURCHASER	\$11,510.00
TOTAL DUE SELLER	\$208,461.56

SELLERS EXPENSES	
Watervliet CSD	\$2,190.75
Tebano & Associates, PLLC (attorney fee)	\$600.00
Keller Williams	\$5,315.00
Carr Real Estate	\$8,450.00
Rensselaer County Clerk's Office	\$879.40

	RP-5217 (\$5.00)
	Deed Stamps (\$874.40)
TOTAL SELLER EXPENSES	\$17,435.15

TOTAL DUE SELLER	\$191,026.41
-------------------------	---------------------

profits for
his
property

Class exercise

Investment properties **Versus** 401K plans or the stock market

- Stocks, mutual fund, IRA's, or 401K's investment plans have the ability to compound the interest of an investment, where on the investment properties do NOT compound the net income or the interest, but has the ability to compound the yearly appreciation. Both forms of investments have their share of pro's and con's.
- **Compound interest** is the addition of **interest** to the principal sum of a loan or deposit, or in other words, **interest on interest**. It is the result of reinvesting **interest**, rather than paying it out, so that **interest** in the next period is then earned on the principal sum plus previously accumulated **interest**.

Stock Market –Versus- Real Estate

Investment properties

- Like I mentioned in the previous slide stocks or 401K plans have the ability to compound the interest in any individual stock or 401K plan can generate.
- **Example**
- In the previous slide I mentioned, 17 Idlewild Park, 3 family in Watervliet, nets \$1,950 per month in income, with that income you could invest in 401K plan or solo 401K plan. You will still have positive cash flow, but, now you will create another source for investing.
- This property can generate enough income per month to live and pay bills on, and also offer to invest some of the proceeds in the stock market or other investment options.



Stocks – Versus investment properties

This calculator shows that investing \$5,000 per year, which is around \$450.00 per month out of the net income from any investment property that you purchase, this is what we call diversified assets.

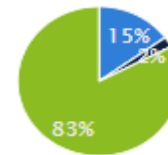
At the retirement age of 65, the 401(k) balance will be **\$1,438,020**, which is equivalent to **\$440,835** in purchasing power today.

Withdrawal

If withdrawing monthly, **\$10,302** per month can be withdrawn in retirement until 85. At 65, this is equivalent to **\$3,158** in purchasing power today, and at 85, is equivalent to **\$1,749**.

If withdrawing annually, **\$125,373** per year can be withdrawn in retirement until 85. At 65, this is equivalent to **\$38,434** in purchasing power today, and at 85, is equivalent to **\$21,280**.

Total contributions:	\$433,557
Employee contributions:	\$377,006
Employer match:	\$56,551
Total interest:	\$2,068,906
Total payouts:	\$2,507,463



Self contributions
Employer match
Interest

[+ Show Schedule](#)

Basic Info		Projections	
Current Age	<input type="text" value="25"/>	Expected Retirement Age	<input type="text" value="65"/>
Current Annual Salary	<input type="text" value="\$ 50000"/>	Life Expectancy	<input type="text" value="85"/>
Current 401(k) Balance	<input type="text" value="\$ 5000"/>	Expected Salary Increase	<input type="text" value="3%"/> per year
Contribution (% of Salary)	<input type="text" value="10%"/>	Expected Annual Return	<input type="text" value="6%"/> per year
Employer Match	<input type="text" value="50%"/>	Expected Inflation Rate	<input type="text" value="3%"/> per year
Employer Match Limit	<input type="text" value="3%"/>		

Calculate

<https://www.calculator.net/401k-calculator.html?age=25&income=50000&balance=5000&contribution=10&ematch=50&ematchend=3&retirementage=65&lifeexpectancy=85&incomeincrease=3&rate=6&inflation=3&hideirslimit=0&type=1&x=63&y=20#top>

MUNICIPALITIES PERMITS

Permits are needed on all major changes that are made to the property. Individual permits are needed for:

- Major construction floor plan change
- Insulation (new walls)
- All electrical -3rd party permits
- Water heaters
- HVA/C
- All roofing
- All siding
- All foundation work

These permits are necessary at all stages of completion. Without permits it would be very difficult to obtain a COC, (Certificate of Occupancy).

MUNICIPALITIES PERMITS

Certificate of Occupancy

- CO is needed to sell the home once it is completed.
- CO, states to the consumer (homeowner) the property is free and clear of defects and is safe and up to code to occupy.
- Most buyers will get a home inspection as well, it's up to the homeowner (buyer) to complete their due diligence.
- Check with your local municipality to determine what permits are necessary for you to obtain and at what stages to apply.

1 Mates Way (Before)



Mates Way (After)



Mates Way (Before)



Mates Way (After)



Mates Way Purchase Price

- Purchased property for **\$242,000**
- Holding cost include All taxes per month **\$590**
- Utilities per month **\$80.00**
- Closing cost **\$2,400**
- Rehab cost **\$52,000**
- Replaced, Roof, Furnace & A/C, Water heater, Bay windows, Entire kitchen, appliances, All flooring, All vanity's, all toilets, entire inside painted, All plumbing fixtures & plumbing, All lighting fixtures, garage doors, All door hinges and locks.

Mates Way

- Joint venture with another locale brokerage company.
- AVR (After Repair Value) \$305,000-\$325,000
- Actual sale price \$287,500 SOLD
- Acquired property \$242,000
- All holding cost \$2,800
- Repaired cost \$52,000
- Total \$296,800
- Approx. NET \$-9,300.00
- Minus 2.5% buyer agent
- This flip was in the Red, * WE over PAID*

County Court Auction

PERSONAL Owner-Occupied FIX AND HOLD

Blue Jay Way- 2,860 Sq. Ft 4 Bed 3 Bath, 3 car garage colonial.

- Intended to be a Fix and Flip project.
- Purchased 12/03/2015 at Saratoga County Court House.
- I was the only bidder, Bidding started at \$328,000 (Upset Price) – previous owner owed \$472,850
 - The attorney conducting the auction accepted my bid of \$329,000.
 - I also negotiated to finance the property with her and the bank right at the same location. They accepted.
- Normally all auctions are paid in cash within 30 days of Auction being completed. Or you forfeit your 10% deposit.
After showing the property to my wife two days later we decided to make the property our personal home instead of flipping.

BLUE JAY WAY

REPAIR COST

- New hardwood floors entire first floor \$5,400
- Granite counters Kitchen and Bathroom \$5,100
- Kitchen back splash Tile \$2,000
- Custom paint job entire inside materials \$1,500
- All appliances \$6,500
- Pool liner and repair \$4,500
- Landscaping \$2,000
- New deck \$7,200
- New driveway \$5,200
- Sauna (Optional)
- All Repairs cost ***\$39,400***

BLUE JAY WAY

- Acquired property for **\$329,000**
- All repairs cost **\$39,400**
- After Repair value **\$600,000-\$650,000**
- If property sold, estimated Net return **\$206,600**
- All repairs took 3 months to complete part time.

Estimated Net Return **\$206,600**



BLUE JAY WAY



FAMILY ROOM INTO KITCHEN

AFTER





KITCHEN











IRS Tax on Capital Gains

- Be mindful of your tax liability, and factor in your tax liability on all flips. Your rate will be determined by whether you occupied the property for at least 2 years or more within a 5-year period, **or** if you held the property for 1 year or more.
- In 2018 and **2019** the **capital gains tax rates** are either 0%, 15% or 20% for most assets held for more than a year. **Capital gains tax rates** on most assets held for less than a year correspond to ordinary **income tax** brackets (10%, 12%, 22%, 24%, 32%, 35% or 37%).

Flip to LLC Company for Debt Service To Rent Weekly or Monthly?

9 Hemlock Drive, Schroon Lake, NY 12870



9 Hemlock Dr. Schroon Lake

Weekly Rental Or Flip?

- Purchased this property off the MLS -**\$145,000** 03/04/2022
- Closing cost **\$2,700**
- New appliances **\$7,500**
- New Roof 50 Year **\$18,800**
- Land Clearing (100 trees +/-) **\$14,200**
- New Crusher run driveway **\$2,500**
- Hardwood floors refinished **\$6,800**
- Trex decking materials (1000 sq ft) **\$14,500**
- New, York 2 stage Furnace & A/C **\$5,700**
- New master bath shower enclosure **\$8,700**
- New Granite counter tops **\$7,500**
- New Wood Fireplace **\$6,500**
- **All repairs and materials to date \$95,400** 10/01/2022

9 Hemlock Drive, Schroon Lake

- Purchased off the MLS 03/04/2022 \$145,000
- 4 Offers place- outbid 3 times
- Property losses value
- Took 5 months to evict the tenant occupying.
- Total Repairs \$95,400
- Holding Cost \$10,800
- ARV estimated \$575,000 - \$600,000
- Total Potential Net Proceeds \$295,000
- Perfect Brrrrr

Debt Service

To avoid Capital Gains Tax

- Flip / Refinance (Cash out) the property to an LLC owned by the property owner to create weekly rental income through these channels **AirbNb, VRBO, Hometogo, Flipkey, ADKbyowner, Adirondack.net.**
- Holding the property as an investment property to rent weekly versus monthly makes this home an ideal investment property.
- Holding as investment property avoids all Capital Gains tax while you own the property. You can also utilize an **IRS 1031 exchange** if you choose to sell to kick the Capital Gains Tax liability down the road.

SUMMARY

- Bank Owned (REO) Properties
 - Check all taxes and liens.
- Determine Repair Cost
 - Figure out what will be replaced, fixed and rehabbed.
 - Remember to always estimate repair cost higher.
- Determine the Scope Of Work
 - Determine your order of repairs.
 - Determine timeline and expected completion date.
- Your ARV (After Repair Value) **MUST** be Determined **Before** You Purchase Any Property
- Determine your tax liability, (capital gains tax)

SUMMARY

- Once You Find A Property You Would Like To Invest In (Fix & Flip)
 - Compare the neighborhood location.
 - Pick your location wisely.
 - Once you know the ARV, you can begin to calculate cost of repair, as well as holding cost.
- Before You Start Any Fix & Flip Project
 - Figure out what you can save from the materials and features that already exist in the house.
 - You must try and find quality inexpensive labor.

SUMMARY

- Permits are needed on all major changes that are made to the property
- Certificate Of Occupancy (CO) is needed to sell the home once it is completed
 - Most homeowners will want an inspection as well.
 - It's the buyer / homeowner's job to complete their due diligence.
- Auctions
 - Normally all auctions are paid in cash within 30 days of Auction being completed. Or you forfeit your 10% deposit.

Find, Fund, Fix, & Flip

Find FREE downloads at
www.RichCarr76.com



