

The background features a blurred image of a stock market ticker with various numbers in green and red. In the foreground, there is a stack of coins, including quarters and pennies, with a soft glow emanating from the bottom center. The overall color palette is a mix of blue, green, and orange.

Four Ways to Profit from ANY FORECLOSURE

Houses, Apartment Buildings, Even HOTELS

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BRRRR360.com

Sept 26-28, 2023

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Agenda

- Millionaire MINDSET
- Why Foreclosures
- My own experience back in 2009-2010
- The MASSIVE Wave of Foreclosures in 2023-2025
- 4 Ways to Profit from ANY Foreclosure
- What YOU Can Do RIGHT NOW
- Q & A

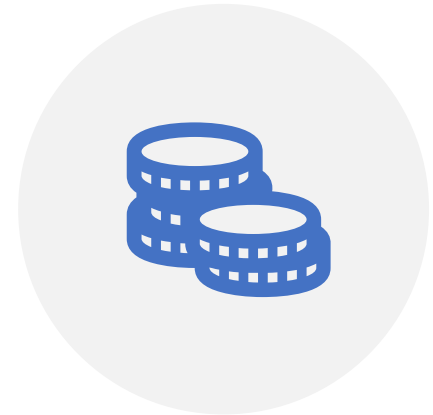
Why Foreclosures



YOU CAN BUY PROPERTIES
CHEAP



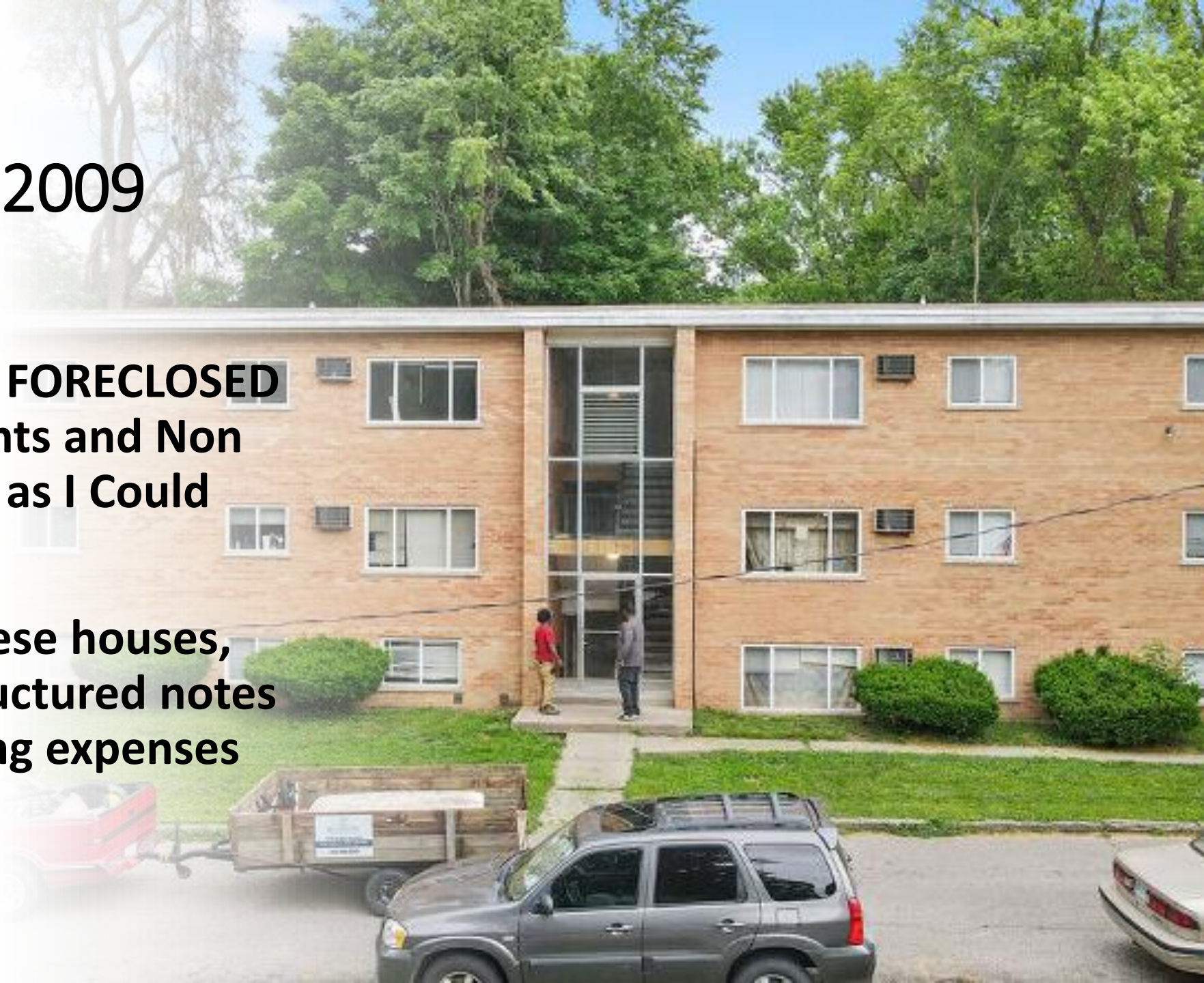
SELLERS ARE SUPER MOTIVATED
AND FLEXIBLE ON TERMS



EVEN LENDERS ARE MOTIVATED

I've Done it In 2009

- **I Bought As Many FORECLOSED Houses, Apartments and Non Performing Notes as I Could**
- **Cashflow from these houses, apartments & structured notes pay for all my living expenses**



You might be saying,
“But Mike, you were lucky. Real estate was cheap in 2009!”



You Are All About to Get LUCKY

**\$247,520,000,000
OF HOTEL
MORTGAGES ARE
MATURING THIS
YEAR**

**Because There Will Be a Wave of
Hotels in FORECLOSURE!**

The Hotel Foreclosure Wave of
2023 Has Started...

Ashford REIT to give 19 hotels back to lenders

Dallas firm declining to pay \$335M to extend mortgages



\$982 MILLION of hotels being FORECLOSED ON

From left: Ashford Hospitality Trust's Monty Bennett and Rob Hays (Photo illustration by Steven Dilakian for The Real Deal with Getty, Ashford Hospi

JUL 10, 2023, 3:15 PM

By TRD Staff

Save article

SHARE THIS ARTICLE

Monty Bennett's Ashford Hospitality Trust is likely to hand the keys back to lenders for 19 hotels across the nation.


The portfolio, which is part of a \$982 million mortgage pool, includes properties in Las Vegas, Atlanta and the Dallas area, according to a news release, first reported by **Bloomberg**. The Dallas-based firm

\$247M Blackstone Hotel Loan Heading For Foreclosure After 34-Month Delinquency

May 25, 2023 | Taylor Driscoll, Bisnow Boston



4 Ways to Profit from ANY Foreclosure

1. Take Over Mortgage/ Joint Ventures/ Mortgage Assumptions
 2. Buy the Mortgage NOTE
 3. Do a SHORTSALE
 4. Buy the REO
- 
- A white calculator and a black pen with a gold tip are resting on a document. The document contains a table with several columns of numbers. The calculator is in the foreground, and the pen is behind it. The document is slightly out of focus, but the numbers are legible.



Technique #1: Take over mortgage/ JV/ Assumptions

We Did Mortgage Assumption

- 85 keys → Value prior to Covid: \$12M
- Mortgage amount \$8.3M
- No Money Down (lender even waived the 1% assumption fee!)
- Raised \$962,000 to pay for the Cash burn (and we raised this from private investors)



Technique #2: Buy the Mortgage Note

- You deal directly with the lender & negotiate to buy the note at a discount
- I bought “tapes” or packages of NPNs (non-performing notes) from banks from 2009-2011
- I bought them for 20-40% of the UPB (unpaid balance)



How Did I Make Money with These NPNs?

1

Resell the Note – buy them for one price (30%) and then resell them at a higher price (50%)

- - PROFIT: spread; 1-time

2

Restructure the Note – buy them for 30%, then give the borrower a break by reducing the loan amount to 80% with lower payments

- - PROFIT: passive income for 15-30 years because you became the BANK!

Technique #3: Do a SHORTSALE



**Seller sells the property at a price
BELOW (or "SHORT") the existing
loan balance**



**Need approval from the
lender**



**Instances where the bank
agrees to a shortsale:**

Property needs a ton of renovation,
with code violations

Or mold or other liability issues or
structural issues

How Did I Make Money with Shortsales?

- Buy the property at a steep discount, then resell “as is” with a mark up but still way below ARV (wholesale it)
- Buy the property at a discount, then rehab & rent it out (BRRRR)
- Buy the property at a discount, rehab then sell at retail (fix n flip)





Technique #4: REOs

- REOs stand for “real estate owned”
- It has been repossessed or “bought back” by the bank (hence, “owned”)

How Did I Make Money with REOs?

Wholesale

Buy the property at a steep discount, then resell “as is” with a mark up but still way below ARV (wholesale it)

BRRRR

Buy the property at a discount, then rehab & rent it out (BRRRR)

Fixnflip

Buy the property at a discount, rehab then sell at retail (fix n flip)

BONUS Technique: Buying foreclosures at AUCTIONS



- Property is being sold at an auction
- Bank is foreclosing and can BID on their own property
- Lots of competition
- You need to be a CASH buyer (or cash needs to be available within 30 days)

Types of Auctions

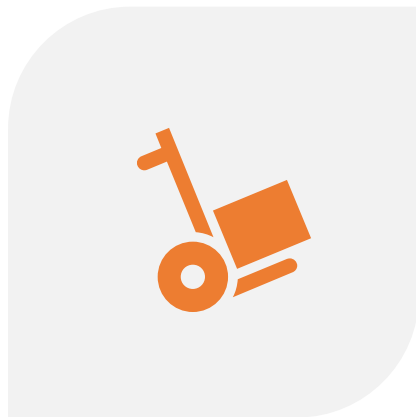
Bank foreclosure

Tax lien

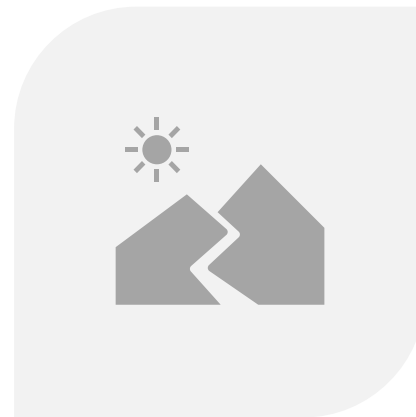
Tax deed/ tax foreclosure

HOA foreclosure

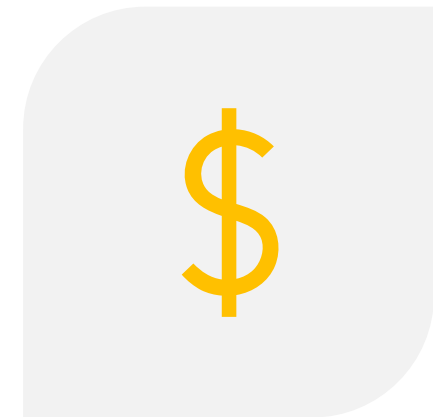
My highest profit margin deals were bought at land tax auctions



BOUGHT LAND AT \$200-800

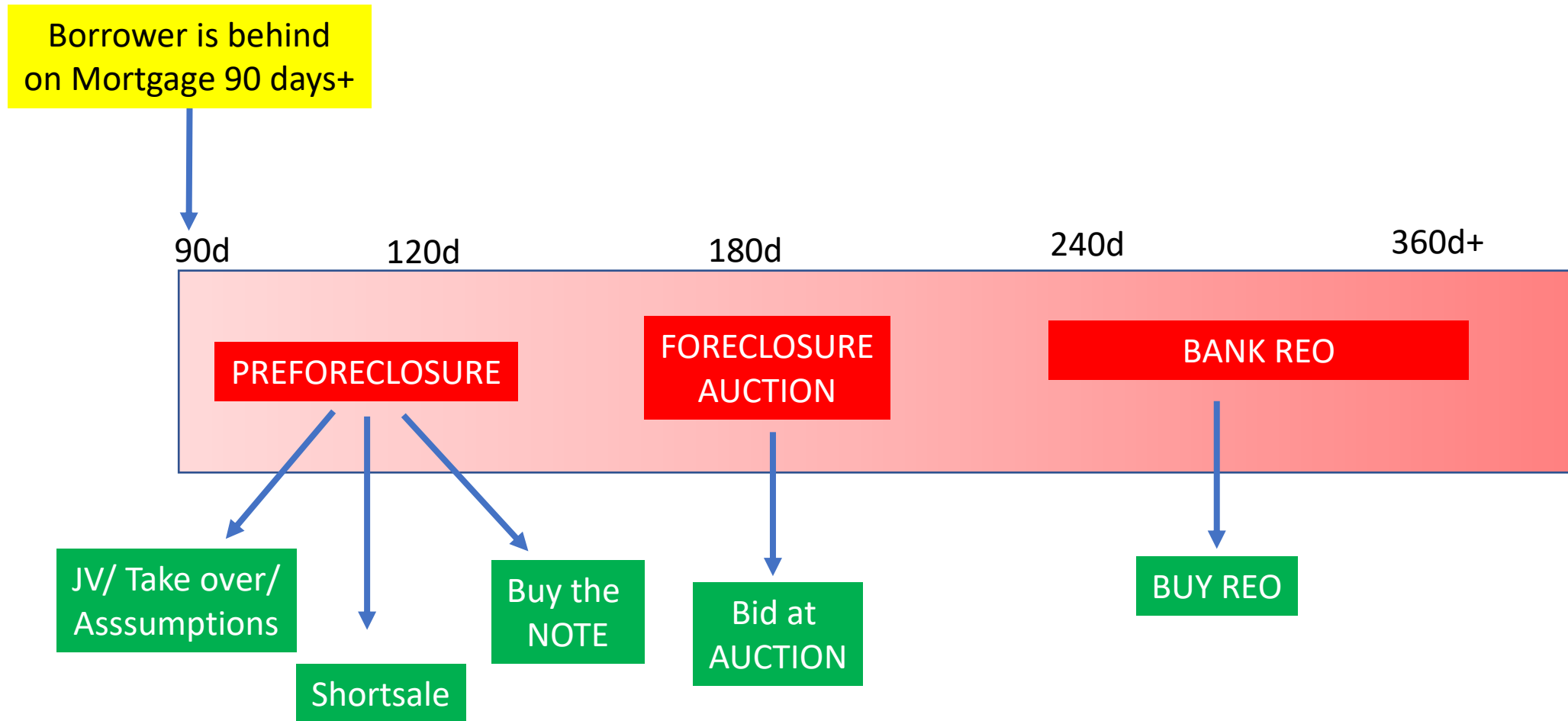


KNEW THE HIGHWAY WAS
COMING



SOLD EACH PARCEL FOR
\$80,000 TO \$160,000 EACH!

Foreclosure TIMELINE & Appropriate Strategies



What You Need to Succeed with Foreclosures



RIGHT KNOWLEDGE



RIGHT NETWORK



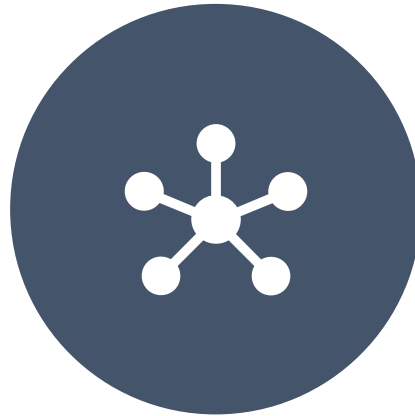
PRIVATE CAPITAL

What You Need to Succeed with Foreclosures

These Are Exactly What We Provide in our MASTERMIND, now called our BIG DEAL MAKER Apprenticeship Program



RIGHT KNOWLEDGE



RIGHT NETWORK



PRIVATE CAPITAL

DuWayne
Gregory
Lined Up
\$250K in
OPM



DuWayne Gregory

3 May 9 in General discussion

Watching (2)



Social Media

I know I've said this before, but I will say it again. I just left a political fundraiser for a friend that's running for public office. I was approached by three people that I know that mentioned my social media posts. One of them is an accredited investor who wants to talk more. Her and her husband have invested in IPOs and REITs because they want to invest in real estate but don't want to deal with tenants. The odd thing is none of these people have engaged with my posts, but saw it and made a mental note of it.

Keep posting because you never know who's watching and what resources they have.



Liked

14



4 comments

Sort: Discussion



Watch on YouTube

Danny Gould, a newbie Apprentice is getting OFF-Market Hotel Deals!



Massive Action

3

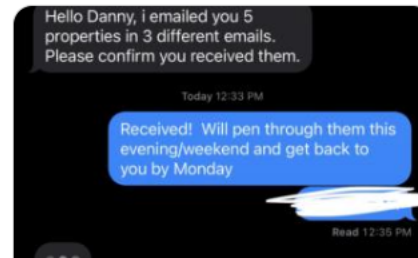
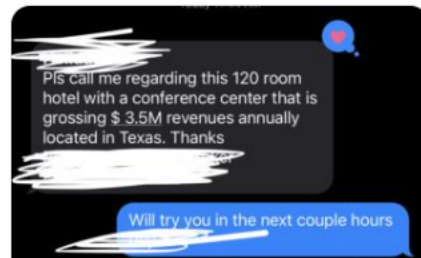
Watching (7)



the contacting brokers and getting Zoom meetings for them in up to about 5 meetings a week plus a bunch more who have emailed deals to underwrite.

Just today - I received these texts within an hour of each other. I've built a relationship with some of these brokers and they're coming to me with off market deals... AND I DON'T EVEN OWN A HOTEL YET!

Who here has a great broker nurture campaign? I realize that I'm top of mind with these brokers because I've just met them. How do I continue to stay top of mind while continuing to grow my broker network? I also would love to hear from any of you who have found a way to successfully build out underwriting systems where I can delegate some of this underwriting to someone else. The deal flow is already getting difficult for me to keep up with. I want to be able to get back to brokers quickly.



We are looking for just 3 people
to join the BIG Deal Maker
Apprenticeship Program...

People like...



Jeff Luster

59m ·



Entering due diligence period on my first hotel acquisition here in sunny California. Only 2 party's present on this deal makes me feel beyond blessed. The first of many. Very grateful for my family. Alhumdulilah for everything.

We are looking for just 3 people who
are COACHABLE & ACTION-
TAKERS...raise your hand in the CHAT
if you are COACHABLE & ACTION-
TAKERS

Do You Want to Be Like Laura Hoff?

She got introduced to
Wyndham Because of our
Apprenticeship Program

team at Nassau. Just wanted to let you know our event in June is free for Mastermind members. I've asked Jitesh on our accounting team to refund you. See you next month!

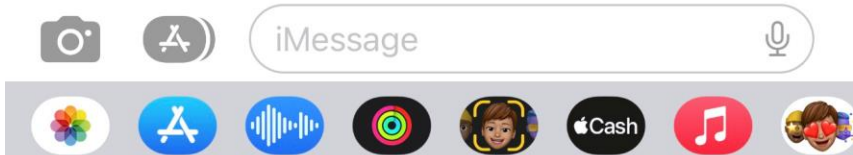
Great news! I thought that was what we discussed, but didn't want to miss out. Thanks for letting me know!

Thu, May 4 at 8:25 PM

Rance is amazing! He got me hooked up with the Wyndham development team where I presented my targeted locations for new construction hotels... they apparently loved them. I have a call scheduled with their VP of construction next Tuesday! So excited! I will be needing lots of guidance to make it happen where I am still learning, & I am so happy I joined the team to have access to this guidance. Thank you!!!!

That's awesome! Will share with Mike & Wen

Delivered



If you want to be one of the 3
Apprentices we're looking for, call
this number right NOW...

513-440-5181

If that number is busy, call this
number ...

513-586-3169



Some of our successful BIG Deal Maker Apprentices

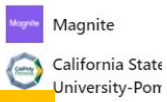
Call 513-440-5181

- Tim Vest
- Robert Musso
- Alex Chan
- Gaspare Urso
- Keishia Kennedy
- Kellen Singleton
- Malikah Woody
- Ralik Rachman
- Brian Adamson

35k/key. ... See more



Alex Chan · 1st
AdTech | Real Estate Investor
Los Angeles Metropolitan Area · [Contact info](#)



Call 513-586-3169

- Diya Liu
- Johannes Urpelainen
- Jessica Buck
- Theresa Arvesen



Keishia Kennedy



Why Can't YOU Be Next?