



Real Estate Pipeline

The Texas Distressed Property Playbook

By Joe Velez

A 21-chapter operating system for Texas real estate investors working pre-foreclosure deals. The book teaches a homeowner-first framework for building a sustainable pipeline in saturated Texas markets — without the high-pressure tactics that have stopped converting.

When you purchase, you receive an immediate PDF download of the complete 230-page book.

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WHAT'S INSIDE

The book is organized into six parts, each building on the ones before it.

Part 1 — Why the Old Playbook Is Dead

Chapter 1: The Saturation Problem. Why the standard wholesaling approach — yellow letters, cold calls, urgency-building — has stopped converting in Texas's major metros, and what's actually replaced it.

Chapter 2: What Distressed Homeowners Actually Want. The psychology of a homeowner facing foreclosure, what they're really looking for when they answer the phone, and why most investors misread it.

Chapter 3: The Texas Foreclosure Timeline. The non-judicial foreclosure process from the homeowner's perspective — the five stages from first missed payment to the courthouse auction, mapped to where you can actually help.

Part 2 — Building the Advocate Pipeline

Chapter 4: Where the Right Conversations Begin. The four-tier ranking of lead sources — from notices of substitute trustee sale to long-cycle referral

relationships — with honest commentary on which work and which are wasted effort.

Chapter 5: The First Conversation. Posture instead of script. How to open a call with a distressed homeowner in a way that distinguishes you from the dozen wholesalers who called this week.

Chapter 6: Understanding the Situation. The five qualification questions that map any homeowner's situation in under fifteen minutes — life situation, equity, what they actually want, timeline, and who else is at the table.

Chapter 7: Staying Present Without Pressuring. The Track A / Track B / Track C system for following up across weeks and months without becoming the kind of investor homeowners block.

Part 3 — Choosing the Path That Fits

Chapter 8: Choosing the Path That Fits. The decision matrix mapping eight homeowner situation profiles to the right exit strategy — including the situations where the right answer is to walk away.

Chapter 9: Wholesaling and Assignment. When wholesale assignment is the right structure, working-backward deal math, and the current Texas regulatory context for unlicensed wholesale activity.

Chapter 10: Subject-To Acquisitions. Risks before mechanics. The five categories of Sub-To risk, the protections homeowners deserve, and the operational discipline required to do these deals correctly.

Chapter 11: Novation Agreements. When novation fits, the math walked through with a worked example, and the homeowner-facing conversation that makes the structure work.

Chapter 12: Handing Off the Homeowners Who Aren't Yours. Short sale referrals, HUD counselor handoffs, distressed listing agents, and the surplus funds conversation that builds reputation across years.

Part 4 — The Texas Operational Layer

Chapter 13: The Texas Timeline, Day by Day. A reference table of the day-by-day Texas foreclosure timeline with statutory citations, useful both at intake and in real-time during active deals.

Chapter 14: The Documents Behind the Deal. Educational walkthroughs of the seven document types behind any transaction — purchase agreements, assignments, Sub-To packages, novation contracts, deeds, settlement statements, and disclosures. Not a templates chapter; a chapter that prepares you to be an effective counterpart to your attorney.

Chapter 15: Homestead, Title, and Getting to the Closing Table. Texas homestead protections (which are stronger than in most states), common title issues on distressed properties, and the mechanics of actually closing a deal cleanly.

Part 5 — Templates and Forms

Chapter 16: Email and Text Templates. Fifteen numbered templates organized by track and situation — first contact, follow-up, post-closing, and the messages you send to homeowners whose deals weren't yours.

Chapter 17: Phone Scripts. Call structures, eight objection-response pairs, and three difficult-call walkthroughs including the surplus funds call.

Chapter 18: Operational Forms and Worksheets. Nine forms you'll use across the life of every deal — the homeowner intake form, the qualification scorecard, the decision matrix, the novation worksheet, and others.

Part 6 — Building the Business

Chapter 19: The Texas Series LLC Structure. When the Series LLC fits, when it doesn't, the four conditions required for the asset protection to actually work, and realistic cost expectations.

Chapter 20: Scaling Without Losing What Made It Work. The controversial first-hire decision (and why it's not who most courses tell you), the four stages of operation from solo to scaled, and how to preserve the homeowner-first frame across a team.

Chapter 21: Common Mistakes in the First Three Years. Eighteen mistakes organized into five categories — strategic, operational, relationship, financial, and psychological — with the failure pattern and the cure for each.

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PLUS — A COMPLETE REFERENCE LIBRARY

The Resource Library covers all twelve focus counties one by one — Tarrant, Dallas, Harris, Bexar, Denton, Travis, El Paso, Parker, Williamson, Hays, Comal, and Bell — with county clerk and recorder details, district court records, tax assessor information, foreclosure auction logistics, HUD-approved counseling agencies, and local market notes for each.

The Glossary defines over sixty technical terms used across the book, with chapter cross-references so you can jump to the full treatment of any concept.

Statewide Texas Resources lists the foundational statutes, regulatory bodies, federal programs, and industry resources every Texas distressed investor should have at hand.

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WHO IT'S FOR

Texas investors who have been working pre-foreclosure deals and have noticed the volume game is no longer producing what it used to. New investors looking for a system that produces deals without predatory tactics. Operators who want to do this work for a long time and want a framework they can be proud of when someone asks them what they do for a living.

WHO IT'S NOT FOR

Anyone looking for a get-rich-quick promise. Investors expecting downloadable contract templates. Operators committed to the high-pressure, volume-first model.

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WHAT YOU RECEIVE

Immediate PDF download after purchase. Approximately 230 pages. Readable on tablets, computers, or printed for reference. Thirty-day return policy, no questions asked.

