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Problem Analysis Matrix · Problem Analysis Matrix · Problem Analysis Matrix · Problem Analysis Matrix · Problem Analysis Matrix

Problem	Solution		Exit
Seller needs all cash	1. Have them refinance, then lease <b>-option for</b> loan amount	►	Sub-lease or sell lease/option ACTS to Tenant/Buyer
	2. Buy on contract with short term balloon or ACTS		Sandwich or ACTS Lease/option or get buyer refinanced
	3. Buy at wholesale price with new loan		Sell for cash, owner finance with ACTS Lease/option or Rent
	4. Lease purchase if the seller can wait on the cash		Sandwich Lease/option or ACTS Lease/Option or Rent
	5. Option if seller can wait for cash or wants all Cash		Sell for cash or renegotiate Lease/option when Tenant/buyer is fou
Payments too high	1. Have seller refinance then lease or Option to Buy		Sandwich or ACTS Lease/Option or Get Buyer Financed
	2. Agree to make only partial payment		Sandwich or ACTS Lease/Option or Get Buyer Financed
	3. Get a deed or lease option and agree to make them if the back end is big even if you suffer a negative cash flow for a while		Sandwich or ACTS Lease/Option or Get Buyer Financed or Cash Buyer
No equity - good condition	1.ACTS Take over debt with Lease/Option		ACTS Lease/Option or Cash Buyer
	2. Get deed and discount second mortgage		ACTS Lease/Option or Cash Buyer
	3. Get deed		Sell "subject to" and get what cash you can or keep and lease if positive cash flow
No equity - needs work	<ol> <li>Make seller repair or give you money or other assets and get deed or ACTS Lease/Option take over debt</li> </ol>		Sell "subject to" as is and get what cash you can or ACTS Lease/Option to Tenant/Buyer
Seller wants full price and all cash	1. Pass Or Option for best price you can get all Cash		N/A OR Find Qualified or Cash Buyer, Assign Contract to them
Seller will owner finance and is more interested in security than the amount of cash received	1. Offer additional collateral in lieu of cash		Sandwich L/O or ACTS L/O to Tenant/Buyer tied to Amortization Schedule
	2. Offer one or two payments in advance		Sandwich L/O or ACTS L/O to Tenant/Buyer tied to Amortization Schedule
Seller would like to deed you the house but is afraid of due on sale clause	1. Have them put in land trust and explain why		All exits are available
	2. Lease purchase		Sandwich L/O, ACTS L/O to Tenant/Buyer for Loan Balance & Terr
	3. Get lender's written permission to transfer		All exits are available
Seller would like to deed you the house but is credit concious	<ol> <li>ACTS to take Subject To agree to make payments directly to seller</li> </ol>		ACTS to L/O to Tenant/Buyer tied to Amortization Schedule
	2. ACTS to L/O to take over debt & terms		ACTS to L/O to Tenant/Buyer for Balance owed & terms
	3.ACTS to L/O to take over debt & Terms		Sell for all Cash or Qualified Buyer
House needs work but is livable	<ol> <li>Buy with owner financing with very little or no down ACTS to L/O with Seller Financing tied to Amortization Sched</li> </ol>	► lule	Sandwich L/O or ACTS L/O to Tenant/Buyer tied to Amortization Schedule
	<sup>2.</sup> Option to buy All Cash		Sell for All Cash or Work For Equity Lease/Option
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