
The Quickest & Easiest Way to Make Money in Real Estate

With
Brian and Lynette Wolff
“*Mr. & Mrs. Enthusiasm*”



“Expect Success!” “Take Action!”

AND
Ron LeGrand



**Our Personal Mentor
& Great Friend!**

5 Sellers:

1. Pretty House Seller
 - Getting the Deed/Taking Ownership “Subject to”
 - Seller Financing (often *Free & Clear*, Seller carries mortgage)
 - Sandwich Lease Purchase (Control & Possession, no Ownership)
 - Contract for Deed (Take Ownership when current mtg paid off)
2. Ugly House Seller --Repairs usually over 5% of purchase price
3. Short Sale Seller --Pre-Foreclosure, direct or through Realtor
4. Option Seller --often Luxury Homes, Cash-Out or Auction Exit
5. A.C.T.S. Seller --Overleveraged, owe as much or more than value

5 Buyers:

1. Lease Purchase Buyer --can’t qualify, non-refundable option deposit
2. Wholesale Buyer --Rehabbers, should have 3 or more on Buyers List
 - find through Investor Groups, Handyman Special ads
3. Work-for-Equity Buyer --Sweat Equity, does repairs at own expense
4. Cash-Out Buyer --can pay all cash or is qualified for new mortgage
5. A.C.T.S. Buyer --long-term lease purchase

