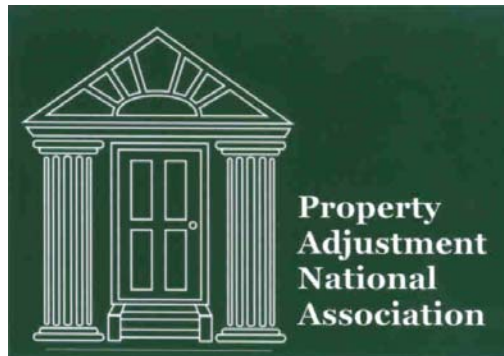


How To Become The Mortgage Guy or Gal With Probate



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First I need to explain probate so you will have a clear understanding of it. When somebody dies a several titles have to be changed and some taxes have to be paid. So all of this is done through the county court house at wills and estates. I recommend bringing a bag of donuts for the court clerks. The judge is the lowest judge on the totem pole of judges in the court house, but the court clerks can help you. Plus they help people all day who have just lost a love one and they are the best understanding clerks in the court house so pass out a little good will to the clerks , you will find that it will pay off.

Lets talk about why you are looking at probates in the first place, probates can be bought for 70 cents on the dollar all day long for many reasons which I will get into a little later. Most if not all of the probates are free and clear of any mortgages. This was the generation that believed in mortgage insurance and they all so have paid off there mortgages a wile a go. So you can have the executer or who ever is handling the probate be wiling to hold the paper (mortgage).

Why can I buy the probate for 70 cents on the dollar? Well there are four reasons why you can buy them for 70 cents on the dollar. The **first** is the over all main influence why. I need to ask you a question first. Do children appreciate what they get from there parents for free?

Answer no. Adults are no different then children, they just want to get back to their lives.

Reason number **two** is that the executer lives in another city or town and has no understanding of the value of the property they have just inherited. The **third** is another question. Do the elderly keep up the cosmetics of their home up? Answer no, but they do keep up the structure

because they want to feel secure in their home. The fourth also starts with a question. Do the elderly keep up rents with a rental properties? Answer no, because they have found a renter that treats their property with care and they don't want to put that at jeopardy. If you have a spark of insight you now know that all wisdom starts with a question.

We are now at the wills and estates office at the court house and you have just given your donuts to the court clerks. Ask a question. Where are the files to the probates and how many can you take out at a time? Let them know that you are there to do research and could they show you where the most recent files are. Every thing in a court house starts out with one document. It's called a petition. On the petition will be the name of the deceased and where they lived. As well as the executor and where they lived. If the address is the same leave it alone because the deceased lived with their children and don't have a home or the executor lived with the deceased and they will not sell their home that they live in. But there is an exception to this rule but you need to look at the will to see if the property is to be sold and divided among others in the will. Also look at the what I call the gestimate value of the property or what is called real property on the document. They will tell you what they think the property is worth. You read it right the executor will tell you what the property is worth. If you know anything about real estate you know that you are seeing all the cards.

A little insight about executors if there are two sisters they compete with each other in how much they can get out of the property. A single woman is not that bad. A man just wants to get it all over with and get back to their life. To find the executor's phone number you can use www.superpages.com the people pages.

We now have a few things to overcome this is where you need to be on your game. The first thing is you must really believe what you are about to suggest to the executor. And second you need to understand the numbers. As you contact the executor or the attorney which you will find the attorney's information on the back of the petition it's called the oath. You will also find the attorney's office number on there to.

You need to ask for what you want in this world, don't just think that someone will just give you what you want. If you get into the mind of the executor you will know how to sell them on selling you the home and having them hold the mortgage or what is known as holding the paper. As a mentor I have taught people all the time but the one thing I can't teach is how to get over fear of asking someone that you don't know to do something that they weren't expecting to do. I can make it easier for you if you understand one thing. It's for their betterment not yours. How will it help them?

This is why it's better for them to sell the property to you and hold the paper, than to just sell it out right. Ask your self were you are going to find a guaranteed 7 or 8 percent return on your money? How about the stock market? No. How about the bond market? No. How about holding the paper? Yes. It's a no Brainer. But if they feel that they would not want the hassle of a possible foreclosure. No problem let them know that you will put a thousand dollars in an attorney's trust fund that will be there for them if you default on the loan. But if you don't default then you will receive the thousand dollars plus any interest on the thousand at the end. No risk to them. Make them feel comfortable.

How you act will determine how they respond to your proposal. You will need to give them a down payment, but it's only on 70 percent of the real price and you will have it back and more soon. You will also find that the executor's do not get a credit check on you, and you will probably will never see this mortgage on your credit report.

You need to come up with the property price. Most homes from the elderly are fixer uppers and it doesn't take much to buy the property for 70% of the value. If the executor lives in some other area than the deceased area the property values are totally unknown. You can work with the attorney and help them get the paper work of this probate off their desk and close it.

What you do next is write the sales agreement and make this mortgage a transferable mortgage. Remember the one who writes the contract is always in charge. Have it done a head of time and the simpler it is the more likely they will think you are a real estate shark. Dress nice but not NICE they must feel that you are just a nice person who will solve there problem of getting on with dealing with the property. They know the house has not been kept up and the yard looks like a jungle of over growth.

Explain to them about setting up a guaranteed investment and helping them with the property. Such as the house is filled with stuff and who is going to take care of all that stuff. By the way all that stuff is the money that will be your seed money for restoring of the property for sale. You tell the owner and have it in writing that you will take care of the stuff in the home. Now you need to be empathetic with these next words. ***"I know there are a few things you want from the home do you want to set up a list and I can send them to you or would you like a set***

time to come for them.” Remember how you say these words and your comforting smile will make this go easy. You also ask them just like Columbo from the TV show uses to “Oh by the way I would ask if you could just do only one small thing for me. (small stop) There will be so much stuff that the trash man won’t take could you provide a 40 yard dumpster so we can clean up the house?”

Lets talk about all that stuff, or I like to call it free money. You need to have an “ESTATE” sale, or you may know it as a Tag sale. You put a ad in the local news paper and put signs up that can be read from 35feet in your car telling everybody about the estate sale in three weeks. You need to know the value of the things in the home, so go to about two or three auctions to see what the personal property will go for. This may seem strange but the elderly like to hide money. Check every drawer bottom and back. Check all the pockets and any small place for money. Someone could make a living just clearing out probate houses.

You put in the contract that your first payment will not start for three months so you can make the house livable again. This gives you a little time to fix the home and find a buyer. After you have the house painted, new kitchen, new carpets and trimmed back the over growth in the yard. Set a more realistic price for the value of the home.

You need to have a hand full of mortgage bankers that handle what is called C and D paper. People with a bad credit rating, but good cash flow. These are your new buyers of your house you are selling. They will have the 10 to 20 percent down payment, and will do just like FHA says they will always make there house payment. You transfer the first mortgage and add your

second mortgage for 30 to 40 percent more. Also have them put one thousand in to an attorney's trust fund that will be there for you if they default on the loan. Do this over and over again.