



SPECIAL REPORT

TRANSACTIONAL FUNDING

Saving The Simultaneous Closing Legally

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"In revolution, there are two kinds of men, those who cause them and those who profit from them."

I have a question. Have you heard over and over that simultaneous closings are illegal? Hogwash. You have been misled.

In this crazy real estate and mortgage market the days of "dry simultaneous closings" are over.

A dry closing is when the funds from the "end buyer" were used to actually fund the original purchase. Sound confusing? Well it was a pretty simple transaction that allowed a bunch of us to make a killing in real estate.

All you needed was the right attorney or title company who was knowledgeable and proficient at effecting a dry closing.

And before you ask, as long as there was proper disclosure this was a perfectly legal transaction.

Title companies do not want to conduct simultaneous closings any longer because of the intense scrutiny from State and Federal regulators.

They require that the first closing "stand alone", by the buyer bringing their own funds to the closing table.

To some Realtors and investors, this spelled the end of the simultaneous closing. But did it?

Obviously if you don't have the funds to actually close on the deal you are going to

lose it, hang your head in shame and you'll probably have to lose the number of the listing agent that was held over a barrel as you bluffed your way through the transaction.

But what if you actually had the funds to close and didn't have to get raked over the coals by the local hard money lender who wanted you to pay 8 points and bring 25% to closing?

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Do you think you could close more deals?

I am betting if you had an easy source of money that would allow you to actually fund your initial closing you could make a serious profit.

How would you like to have an endless supply of money to close any wholesale or **arbitrage sale**?

Realtors, how would you like to make extra money acting either as a principal or as a facilitator for one of your buyer clients who want to quickly turn an immediate profit on a turn key real Estate transaction?

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People mistakenly use the term flipping to describe the method of making money on a quick turn real estate transaction.

That term is so archaic and obsolete that it indicates that the user of the term really has been left in the dark ages of the real estate industry.

Do you know what **arbitrage** is? Arbitrage is the simultaneous buying and selling of an asset for a profit.

A profit that so happens to be riskless.

Utilizing arbitrage to the fullest extent in real estate is a major focus of our **Real Estate CEO Course**.



If you're a preforeclosure investor or a real estate agent with clients who are trying to make it in today's real estate market you are going to want to avail yourself to transactional funding.

with the tightening credit markets, you have no doubt noticed how much more difficult it is these days to close short sale deals and REO's for immediate re-sale.

In the past, we all had plenty of hard money options, along with double closings and

simultaneous closings ...**closing short sales** and REO's in double closing fashion was a breeze.

However, with today's credit crunch, mortgage fraud, and tighter restrictions with lenders and title companies, closing short sales and REO's for an **arbitrage** deal isn't as easy as it used to be.

However, there is still one very simple and easy way to close your **short sale** and REO transactions via the means of a completely legal double closing method by utilizing transactional funding.

Say good bye to hard money, land trusts and all of the previous strategies used to orchestrate the now defunct flip.

We are now showing our clients how they can effect a true arbitrage real estate transaction and have a legal back-to-back double / simultaneous closing that title companies, banks and attorneys actually encourage and readily accept.

Here's how it works. The first transaction is the Seller homeowner (**A**) facing foreclosure selling to an investor or arbitrageur (**B**) who intends on Selling the property immediately to an End Buyer (**C**).

The **A** to **B** transaction is closed with transactional funding. It is a true "wet closing" with funds wired in to effect a closing. Yes, all disclosures are made on the HUD.

Then immediately, **B** sells the property to **C** and again it is a full wet closing. And yes again, all necessary disclosures are made on the HUD.

The second transaction is the real estate arbitrageur selling the property to the end retail buyer.

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B takes his profit that he made between the difference paid in the first closing and the spread obtained on the second closing.

I am not here to convince you on the legalities of these transactions. We and many other real estate **arbitrageurs** do these all the time and our law firm (one of the largest in the world) has had not one problem closing these transactions with some of the largest banks in the world.



No this report isn't to sell you on the merits of the transaction. It's written to show you how to utilize the transactional funding method to legally effect true double closings and how you can increase your profit as an investor or as an agent by implementing this technique into your arsenal of methods in getting a deal closed.

So where do you get this funding for your deals? There are many lenders making these types of loans. These lenders love transactional funding, because they are only lending for a period of a few hours.

There is also zero risk. You see the title company is instructed not to release any funds until they have a clear to close from the lender funding the end buyer © on the second transaction.

The funds from the transactional lender are usually out of pocket for under 24 hours and must reside in the Attorney's Trust Account or the Escrow Account of the title company. So you can easily see how lucrative and safe these types of transactions are.

Let me make it real easy for you to understand.

What if I needed to borrow \$100 bucks from you. I tell you Mr. Smith I need \$100 bucks to buy some widgets. Then I am going to sell the widgets for \$150.00. Would you give me the money?

Probably not because of the proverbial.."what if"?

Now I tell you the exact same scenario and I tell you I have already sold the widgets. My attorney will hold your \$100.00 until my customer pays me the \$150.00. Once he has the \$150.00 in his account he'll then, and only then release the \$100.00 to my widget supplier. Then He immediately takes your \$100.00 (plus fees and expenses) out of my \$150.00 and immediately sends it back to you.

Now would you lend me the \$100.00? I bet you would. You have no risk. But here's the best part. As a real estate arbitrageur, I made \$50.00 (less fees and expenses) and I didn't have any risk either!

Not a penny did I risk. I didn't have to do anything but put the deal together and I made about \$50 bucks of riskless profits.

Think you could make some deals like this happen a couple of times per month?

All it takes is thinking out of the box and realizing the real estate landscape has forever changed. We are in the real estate liquidation business!

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Don't ask me about seasoning. I don't care, not my problem. That's the end buyer's issue. We are in business to liquidate property as quickly as possible.

We let the end buyer's mortgage broker know upfront that it will be a deal of arbitrage fashion and it's up to the end buyer to perform.

It's up to us to make sure we have a solid deal going in with a buyer who can close so we never worry about seasoning because it is vetted out as a potential problem before we ever go to contract.

Be a professional. Set your deals up for success and leave the crap for those real estate agents and investors that want to play "20 questions" and whose deals die due to "paralysis analysis"!

Transactional funding is the perfect way for **arbitrageurs** to fund their **short sale deals** in today's foreclosure ridden market.

Here are the vitals on Transactional Funding:

- **No Credit Checks**
- **No Appraisals**
- **Proof of Funds Letter provided**
- **EASY Approval**
- **FAST 24 to 48 Hour Setup**
- **No Upfront or Application Fees**

If the deal is structured right it will **INCLUDE** all costs and expenses providing you with a cashless deal!

If you are interested in being introduced to some transactional funding sources, please send us an email requesting more information to questions@realestateradiousa.com and we will introduce you to some very credible sources of transactional funds.



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