



How to Make Money Buying Pre Foreclosure Properties Before They Hit the County Courthouse Steps: The Complete Guide to Finding and Buying Pre-Foreclosure Properties

Thomas J. Lucier

[Download now](#)

[Click here](#) if your download doesn't start automatically

How to Make Money Buying Pre Foreclosure Properties Before They Hit the County Courthouse Steps: The Complete Guide to Finding and Buying Pre-Foreclosure Properties

Thomas J. Lucier

How to Make Money Buying Pre Foreclosure Properties Before They Hit the County Courthouse Steps: The Complete Guide to Finding and Buying Pre-Foreclosure Properties Thomas J. Lucier

Before Thomas J. Lucier wrote the first edition of *How To Make Money Buying Pre-Foreclosure Properties Before They Hit The County Courthouse Steps* in 1989, he was making time consuming and costly mistakes. The mistakes were inevitable; no one had written a book on how to buy pre-foreclosure properties, so Tom had to learn the hard way from his own mistakes and first hand experiences. All of the advice that he received said: "buy property on the county courthouse steps after it has been foreclosed on." But Tom eventually learned to avoid those costly courthouse-bidding wars by buying directly from property owners whose mortgage loans are in default and facing foreclosure. And the book that didn't exist back in 1985, when Tom bought his first pre-foreclosure property, is now in its fourth revised edition.

The newly revised fourth edition of *How To Make Money Buying Pre-Foreclosure Properties Before They Hit The County Courthouse Steps* was released on October 1, 2003, and is comprised of fourteen meaty chapters that are packed chock-full of step-by-step instructions, ready-to-use information and practical, no-nonsense advice. You'll learn:

1. The difference between judicial and non-judicial foreclosure.
2. How the short payoff sale acquisition technique works.
3. How to get subordinate or "junior" lienholders to discount their liens by fifty percent or more.
4. How to use foreclosure notices to find all of the property owners in your county whose loans are in default and facing foreclosure.
5. How to use direct mail to contact property owners whose loans are in default.
6. How to perform due diligence on pre-foreclosure properties.
7. How to quickly verify loan information with foreclosing lenders.
8. How to accurately estimate the current market value of a pre-foreclosure property.
9. How to negotiate with property owners whose loans are in default and facing foreclosure.
10. How to properly prepare your purchase agreements and protect your interests when buying pre-foreclosure properties.
11. How to package, market and resell pre-foreclosure properties for maximum profit.
12. How to do a thorough pre-buy property inspection.
13. What you need to know about your state's foreclosure statute when buying pre-foreclosure properties.

How To Make Money Buying Pre-Foreclosure Properties Before They Hit The County Courthouse Steps has a fourteen-page chapter on the much-ballyhooed short payoff sale acquisition technique. The problem with ninety-nine percent of the short sales hype that's currently being foisted onto an unsuspecting public, by unscrupulous real estate hucksters peddling overpriced courses and boot camp seminars, is that it's based on misinformation, half-truths, distortions and outright lies. And unfortunately, all of this hype has fueled unrealistic expectations on the part of would-be short sale investors, who've been led to believe, that every lender in America will approve a short payoff sale, at the drop of a hat. Tom Lucier gives you the unvarnished truth about short payoff sales, along with detailed, step-by-step instructions on exactly how the short payoff of a mortgage or deed of trust actually works.

How To Make Money Buying Pre-Foreclosure Properties Before They Hit The County Courthouse Steps comes complete with the following ready-to-use worksheets, letters, checklists, notices, forms and agreements:

1. Short payoff sale checklist.
2. Sample notice of lis pendens.
3. Sample notice of default.
4. Loan breach letter.
5. Borrower's letter of authorization to release loan information.
6. Foreclosure lawsuit worksheet.
7. Notice of default worksheet.
8. Due diligence checklist.
9. Property tracking worksheet.
10. Short payoff sale proposal letter.
11. Six sample letters to owners in foreclosure.
12. Loan worksheet.
13. Sample HUD 1 Settlement Statement.
14. Sample Fannie Mae broker's price opinion.
15. Request for mortgage or deed of trust estoppel letter.
16. Subordinate lienholder worksheet.
17. Current market value worksheet.
18. Letter to private mortgage or deed of trust lender.
19. Letter to subordinate lienholders.
20. Thirteen property inspection checklists.
21. Owner interview worksheet.
22. Purchase agreement.
23. Walk-around property inspection checklist.
24. Buyer's closing checklist.
25. Daily repair cost worksheet.
26. Outgoing telephone message.
27. Participating broker agreement.
28. Assignment of purchase agreement.

Contrary to popular belief, you don't need a degree from Harvard Law School in order to make money buying properties directly from owners whose mortgage or deeds of trust loans are in default, and about to be sold on the county courthouse steps at a public foreclosure auction sale. Granted, finding, researching, inspecting, negotiating, buying and reselling pre-foreclosure properties is a lot of hard work. But it can be a very lucrative line of work if you really know what you're doing, are well organized, and have the persistence that's necessary to be a profitable investor.

And, unlike the roving weekend real estate carnies, late-night, cable-TV hucksters, Internet real estate whiz kids, and a certain Harvard Business School graduate posing as a "real estate savant," Tom Lucier doesn't claim to know-it-all, and you'll never hear him promise to make you a pre-foreclosure property millionaire within the next thirty days. The simple fact remains that no real estate investment strategy will work unless you do!

 [Download How to Make Money Buying Pre Foreclosure Propertie ...pdf](#)

 [Read Online How to Make Money Buying Pre Foreclosure Propert ...pdf](#)

Download and Read Free Online How to Make Money Buying Pre Foreclosure Properties Before They Hit the County Courthouse Steps: The Complete Guide to Finding and Buying Pre-Foreclosure Properties Thomas J. Lucier

From reader reviews:

Florence Croy:

Nowadays reading books are more than want or need but also become a life style. This reading practice give you lot of advantages. Advantages you got of course the knowledge the actual information inside the book this improve your knowledge and information. The info you get based on what kind of guide you read, if you want send more knowledge just go with education and learning books but if you want experience happy read one using theme for entertaining for example comic or novel. The How to Make Money Buying Pre Foreclosure Properties Before They Hit the County Courthouse Steps: The Complete Guide to Finding and Buying Pre-Foreclosure Properties is kind of e-book which is giving the reader unforeseen experience.

Kathleen Allen:

A lot of people always spent their particular free time to vacation or go to the outside with them friends and family or their friend. Are you aware? Many a lot of people spent they will free time just watching TV, or perhaps playing video games all day long. In order to try to find a new activity this is look different you can read a new book. It is really fun for yourself. If you enjoy the book you read you can spent the whole day to reading a book. The book How to Make Money Buying Pre Foreclosure Properties Before They Hit the County Courthouse Steps: The Complete Guide to Finding and Buying Pre-Foreclosure Properties it is extremely good to read. There are a lot of folks that recommended this book. These people were enjoying reading this book. If you did not have enough space to bring this book you can buy the particular e-book. You can m0ore simply to read this book from the smart phone. The price is not very costly but this book features high quality.

Michele Stein:

This How to Make Money Buying Pre Foreclosure Properties Before They Hit the County Courthouse Steps: The Complete Guide to Finding and Buying Pre-Foreclosure Properties is great book for you because the content which is full of information for you who have always deal with world and get to make decision every minute. This particular book reveal it details accurately using great plan word or we can claim no rambling sentences inside it. So if you are read it hurriedly you can have whole details in it. Doesn't mean it only provides straight forward sentences but hard core information with wonderful delivering sentences. Having How to Make Money Buying Pre Foreclosure Properties Before They Hit the County Courthouse Steps: The Complete Guide to Finding and Buying Pre-Foreclosure Properties in your hand like getting the world in your arm, information in it is not ridiculous one. We can say that no book that offer you world within ten or fifteen small right but this guide already do that. So , this can be good reading book. Heya Mr. and Mrs. active do you still doubt that will?

Bernice Mignone:

As we know that book is important thing to add our understanding for everything. By a publication we can know everything we would like. A book is a group of written, printed, illustrated or even blank sheet. Every year was exactly added. This reserve How to Make Money Buying Pre Foreclosure Properties Before They Hit the County Courthouse Steps: The Complete Guide to Finding and Buying Pre-Foreclosure Properties was filled about science. Spend your time to add your knowledge about your technology competence. Some people has several feel when they reading some sort of book. If you know how big selling point of a book, you can sense enjoy to read a book. In the modern era like today, many ways to get book that you simply wanted.

Download and Read Online How to Make Money Buying Pre Foreclosure Properties Before They Hit the County Courthouse Steps: The Complete Guide to Finding and Buying Pre-Foreclosure Properties Thomas J. Lucier #TN5MDPF1A7X

Read How to Make Money Buying Pre Foreclosure Properties Before They Hit the County Courthouse Steps: The Complete Guide to Finding and Buying Pre-Foreclosure Properties by Thomas J. Lucier for online ebook

How to Make Money Buying Pre Foreclosure Properties Before They Hit the County Courthouse Steps: The Complete Guide to Finding and Buying Pre-Foreclosure Properties by Thomas J. Lucier Free PDF download, audio books, books to read, good books to read, cheap books, good books, online books, books online, book reviews epub, read books online, books to read online, online library, greatbooks to read, PDF best books to read, top books to read How to Make Money Buying Pre Foreclosure Properties Before They Hit the County Courthouse Steps: The Complete Guide to Finding and Buying Pre-Foreclosure Properties by Thomas J. Lucier books to read online.

Online How to Make Money Buying Pre Foreclosure Properties Before They Hit the County Courthouse Steps: The Complete Guide to Finding and Buying Pre-Foreclosure Properties by Thomas J. Lucier ebook PDF download

How to Make Money Buying Pre Foreclosure Properties Before They Hit the County Courthouse Steps: The Complete Guide to Finding and Buying Pre-Foreclosure Properties by Thomas J. Lucier Doc

How to Make Money Buying Pre Foreclosure Properties Before They Hit the County Courthouse Steps: The Complete Guide to Finding and Buying Pre-Foreclosure Properties by Thomas J. Lucier Mobipocket

How to Make Money Buying Pre Foreclosure Properties Before They Hit the County Courthouse Steps: The Complete Guide to Finding and Buying Pre-Foreclosure Properties by Thomas J. Lucier EPub