

# Special Report



## Purchasing Homes 'Subject To'

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Home Solutions CNY, Ltd.  
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## Overview

### How You Can Sell Your Home Within Days!!

Trying to sell your home can be a Nightmare! But after reading this Special Report, you may very well have a qualified buyer within days. Just who is that buyer? Home Solutions CNY, Ltd.. While we can't *promise* to buy your home during the next week, we can tell you we're constantly looking for and buying nice homes in this area.

## Home Solutions CNY, Ltd. (HSCNY)



HSCNY, Ltd is a New York State corporation whose mission is to provide solutions to folks who need to sell and to provide homes for families who want a home of their own.. First let me tell you a little bit about myself... Darryl Sanford, Executive V.P.. of Home Solutions of CNY, Ltd. I began investing in real estate in the early '80s. Later I was licensed as an agent by the State of Florida. **No, I'm not proposing that we "list" your home, or have any sort of agency agreement.** I only mentioned that to point out that the training and experience helps me develop solutions today. In addition, I am the Founder and President Emeritus of The DCI Companies of Teterboro, NJ and was a managing executive of several other companies. I have attended and completed over thirty real estate investment & management courses and seminars. The rest of this report tells you how HSCNY, may be able to assist you by purchasing your home.

Near the end of this report, we show a sample of one home that we recently purchased. It was a home like yours, from people like you. In that situation, the owner wanted out of the house, and wanted their mortgage taken care of. We did exactly that, in *their* time frame. They were able to live in their home until they had a place ready to go to. No hassle; no broken promises, just the kind of results that you want.

## Is This You?

People who've never tried to sell a home themselves just don't seem to understand all that's involved: The details, the time, the waiting, the ads that never seem to make the phone ring, having strangers

walking through your bedroom, strangers who feel obligated to pick apart the most trivial features of your interior decorating tastes. Two-faced people, who will smile, nod and act serious, but never call back.

It can be a much bigger hassle than you ever thought possible... in fact, **it can easily turn into your worst nightmare!**

<b>Closing Statement</b>	
Commission	\$
Appraisal Fee	\$
Title Policy	\$
Deed Prep.	\$
Credit Report	\$
Closing Fee	\$
Recording Fee	\$
Termite Insp.	\$
Survey	\$
Real Estate Taxes	\$
Escrow Exchange	\$
Home Inspection	\$
Insurance Escrow	\$

Having been a licensed agent, I know what homeowners go through when they try to sell their home. You may still be in the “thinking about it” stage. Maybe you’ve tried listing your house with an agent... maybe you haven’t decided you’re ready to go that route yet.

The other common way to sell is to list with a Real Estate agent or Broker. First, do they ever seem to have the same “feel” for your home as you do? After all, if you had a computer sitting in your office loaded with hundreds of nice, beautiful houses of all shapes, sizes, and price ranges... what kind of real “selling” would you actually do?

Would you really go all out and work on selling one particular customer’s house? Or would you pick out a selection of several houses for your prospective buyers, hoping to land them on one... any one... of the many homes you’d selected?

Come on... you’d go with the numbers. After all, you don’t have any personal liability if the seller’s house sits an extra or month or two or more... and there’s always the next customer, and the next listing. But then, you’re no Realtor™, either. Remember; “It’s far easier to “list” a house than to advertise it, show it, hold open houses and actually sell the home.



That’s why more and more folks have gone the “For Sale by Owner” route: you buy your sign, you place your ad, and you show your home. Then, you wait. You call back the lookers and leave messages on their answering machines. Maybe you actually get a live one, and write up an agreement.

Several weeks pass. You start thinking “something is going wrong”. Financing?! *But it’s supposed to be the buyers’ job to get a loan, not yours, RIGHT?!*

Can you tell I've been there? Right back on square one, with a beautiful house, priced right and not a clue on how to make it go away. Now, you're looking down the barrel of a deadline to move.

Sometimes the reasons aren't so good at all... bankruptcy, divorce, foreclosure.

Thinking about selling, can quickly become wanting to sell... and it is amazing how fast "want to" can become "have to". Whatever the reason, it puts you in a pickle.

## Game Plan



*What if we were sitting at your dining room table right now, and I told you we wanted to buy your house...?*

No problem with credit... in fact, we may close with all cash. Often we can pay nearly what you would NET on a normal retail sale that could take months to close.

No problem with a non-assumable loan. We might even be able to catch up late payments. We could possibly wrap up the whole thing within 24 hours. Would you perk up a little if that were the case?

We will need to know how much you owe, how much you think it might be worth, etc.. If your home is free and clear we have several ways to purchase.

We will need you to gather copies of documents about your property to help us buy your property. Ask us for a list.

\* What we know....and what you should know, is...

**.....we buy, rebuild and sell houses. We are investors. With your property, we'll probably structure several options, and let you choose the one that best suits your needs.**

The purchase price and terms will be acceptable to you, we guarantee it. We will immediately take the financial burden of selling the house and any monthly mortgage payments off your back, and we'll also take care of any fix-ups or maintenance, regardless of how minor or

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how serious (will a real estate agent do that?). What's more, *we'll close when you're ready.*

You see, we've found we can make a profit on homes that even real estate agents have passed up... because we personally handle the whole process. When we agree with you to purchase your property... we take it seriously... we treat your house like it's our own.

Your situation literally becomes our own. And, frankly, we don't know how to make it work any other way.

***You can get on with your life!***

Look, like we said earlier, people sell homes for various reasons. Maybe it's a new job that requires a move, and they don't want to carry double house payments. Maybe it's a company downsizing that creates the problem. It could be bankruptcy or foreclosure... or they could've won the lottery. Perhaps they want to build... they're tired of the same old neighborhood... they need something bigger something smaller. It could be death or divorce... or marriage or birth. Whether you're moving across town or across the US, to a new home or to an apartment, you've got other things to concern you. We'll take care of your home.

Get immediate relief from your monthly obligation to the mortgage company.

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Whatever it is, that house has become something to move beyond. To sell, to put behind you, so you can get on with the business of living your life.

I'm not a cynical person... this is reality. Granted we don't know your particular reasons for selling, but we do know how to get your house closed as quickly, and as professionally as possible. In fact...

**Here's the game plan to sell your house quickly...**

After we agree on the purchase price, and verify the amount you owe on your mortgage, if the circumstances are right we may pay all cash at the closing. If not, we may work out monthly payments for a period. Whichever way you go ...

*You get immediate relief from your monthly obligation to the mortgage company*

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Please don't misunderstand or assume that we have to "steal" your home, or that you need a lot of equity for us to be interested. We've worked with all kinds of circumstances and have been thoroughly trained to create solutions after so-called "experts" have given up and quit.

Again, if you call in the facts, we'll tell you within five minutes if we can help. Now that we've got that clarified, allow us to give you a few examples of how we might help.

Which means, we will be responsible for your payments and maintenance.

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One of ways we buy homes is to take the home "subject to" the existing mortgage. Which means; we will handle the mortgage payments and all maintenance. We will then screen families who want a home and select a family to become a "tenant/buyer" in the home. Since our profit in the deal will come from getting the home sold for cash, we will help our tenant/buyers improve their credit to obtain new bank financing. At that time, they will get the home in their name and your old mortgage will be paid off.

Unlike Realtors™, who list the house to earn a commission, we are investors. We agree to make your mortgage payments while we find a buyer for the home. So if it sits empty, we can often times make those payments. Also unlike a Realtor™, there is no listing agreement and no 7% selling commission. Additionally, closing costs, which are the responsibility of the seller, typically run about 3%. Just add these last two items together and on a \$100,000 home, that cost represents \$10,000. Now add in the typical 3-6 month period that it will take to find the buyer and have them get qualified and finally close on the home and you've just made monthly payments on Principal, Interest, Taxes, Insurance, Utilities, Maintenance and Repairs. Remember that if you get a buyer today, it typically takes 2 to 3 months for them to get financing. Guess who would pay for your home during that period? **You would!!!** That's 2 or 3 more payments you would have to make, and that's **if** you had a buyer today. **What if it takes 6 months?**

<b>7%</b>
<b>+3%</b>
<b>10%</b>
<b>x \$100,000</b>
<b>=\$10,000</b>
<b>+ 3-6 Months</b>
<b>Extra Payments</b>



One of the main solutions we can offer is "Peace of Mind". Sometimes the hardest aspect of having to move is actually having your home up for sale and your life in limbo. You've heard the saying "Sometimes the not-knowing is the hardest part!" When you approve the

paperwork with us, you will know that your payments and home are taken care of so you can start over and have that peace of mind.

We can take care of all the paperwork in about a week. We simply order the title research, and draw up the papers. We can set a date when you can move out and we will take over the home after that. In some cases we may need to have you continue to make payments for a time while we prepare the home and search for the best tenant/buyer. **After you make your last agreed payment you can stop worrying about the whole thing.** At that point we will start making payments on your loan while our tenant/buyer builds equity and finds their own financing.

The best part is, your loan doesn't even have to be assumable for this to work!

The best part is, your loan doesn't even have to be assumable for this to work! Our program works, regardless of the type of loan – assumable, non-assumable, assumable with qualifying, FHA, VA, Conventional.

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We take care of your monthly payments, take on all responsibility for the maintenance and upkeep of your property, and **liquidate your asset, before it becomes a liability!** Now seriously, does it get better than that? As we stated before, our program can work in any situation.

## Benefits to Sellers

For you the Seller we thought that we should summarize the benefits of this program. Maybe not all these points apply to you, but most should:

- **Rapid, flexible sale of your home** – You select the date that you want to move out. We can complete our transaction in 7 days!
- **Certainty of Sale** – Avoid the disappointment of ‘selling’ your home, waiting 45-60 days for buyer to qualify and then finding out the deal fell through for any number of reasons. Then the process starts all over again, but the pressure is really on you now.
- **NO Sales Commissions** – No need to pay a Realtor the typical 7% fee.



- **You Get Quick Relief from Mortgage Payments** – Compare that with a Home Listing that can go on forever!!
- **Avoid Typical Closing Costs** – Avoid the necessity of paying for Surveys, Title Insurance, Deed Preparation, Courier Fees, Recording Fees, etc.
- **Eliminate a Listing Agreement** – We provide a Sales and Purchase Agreement; remember we are **BUYING** your home.
- **Eliminate Time Consuming House Showings** – You won't have to show your home anymore. On the average, we show your home less than 4 times, nearly always after you've moved out. We find qualified, motivated tenant/buyers.

Need more reasons, please just read on. Not everyone wants to know all the details of how we work, but just in case you're interested, we'll tell you exactly what we do.

### **Benefits to Buyers**

Yes, you are the Sellers, but just in case you wanted to know why our program is so successful, we're including the benefits for Tenant/Buyers.

- Want to build up equity in the home of your choice while you improve your credit rating?
- Need more time to build up you base income?
- Looking for a home in an area that will surely have price appreciation?
- Wouldn't you like the ability to fix the price of your future home and avoid price inflation?
- Wouldn't you like to get a better mortgage in 12-24 months than the one that you qualify for now?

These are a few of the benefits for home buyers who want their home now, but know that their financial

...to know why our program is so successful, we're including the benefits for Tenant/Buyers.

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This makes it much simpler for nearly 40% of the people who have trouble qualifying for Class A mortgages.

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profile will be much better in the near future. HSCNY, Ltd., lets these people make payments on a fine home and then when they have improved their equity, credit or financial profile, they can qualify for the type of mortgage that they want. This makes it much simpler for nearly 40% of the people who have trouble qualifying for Class A mortgages.

It begins with a Phone Call

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We'll meet with you to review your house papers or we'll ask you to bring or mail us copies of them

### **The 'Subject To' Process**

Usually we begin with a phone call to find out some preliminary information concerning the property, desirability of the home, mortgage information and seller timing and motivation.

Next, we meet in your home or in our office to review your paperwork. In preparation for this meeting, we usually have performed a competitive market analysis to determine the approximate value of the home. At this meeting we explain the required documentation, such as Warranty Deed, Sales and Purchase Agreement, Power of Attorney, Disclosure Statements, Notices to the Lender and Insurance Company. We leave samples of all documents that will be signed so that you may review them with whomever you choose.

While we're in your home, you can show us any repairs or cosmetic improvements that need attending. We agree on a schedule for signing documents and for change of possession. We can be very flexible on our date of possession, but once we set the date, we want to be sure that the home will be available for cleaning/painting crews, as well as initiation of our advertising.

After this meeting, we run a title search to be sure that there are no encumbrances that would cloud the title when we next meet. This search takes about two days, but provides us both with the certainty of the ownership, status of the liens (mortgages and promissory notes), and gives us the exact legal description for creating a Warranty Deed.

Next, We'll Meet To Sign The Paperwork

At our next meeting, we sign all the forms. The Warranty Deed and the Power of Attorney require notarization. Several copies of each are signed, and you get one copy of each document for your records.

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Final Meeting:

Your Moving Day!!

Our last meeting is when your moving vans are loading your possessions. At this brief meeting, we ask that you give us the garage door openers, keys and a list of all the utility companies. We will contact them to switch payment of the services. Since we're going to send in a cleaning crew, there is no need for you to spend much time making your home pretty as you move out. However, we recognize the pride that you have in your home and we always appreciate the Sellers housekeeping efforts when they move out.

After you leave, we provide cleaning and maintenance efforts to assure that the home is in 'move-in' condition. Typically we don't show homes more than 3 or 4 times to prospective tenant/buyers. Using our techniques for advertising and pre-qualifying, tenant/buyers have few reasons not to sign an agreement to purchase the home.

You will probably not hear from us for sometime after we take possession of your home. We transfer the utilities and notify the insurance company and lenders. When our tenant/buyer exercises their option, we pay off your mortgage (using the Power of Attorney documents) and notify you that your mortgage has been satisfied.

### **But What About...**

We're sure that you have questions. Here are a few of the more commonly asked questions, with answers.

#### **WHAT IF THE TENANT/BUYER TEARS UP MY HOME?**

There's no way we can guarantee you our tenant won't damage your home since we won't be living with them. But under our agreement, if that happened, *we would repair it at our expense*. Our objective is to find a buyer who will eventually qualify for a loan, and not a 'tenant'. Damages are rarely a problem. Again, if it happens, we'll fix it as per our written agreement.

#### **WHEN WILL YOU SELL THE HOME?**

We can't give you an exact time. It will be up to the tenant/buyer to make that decision within the time frame they have. We can tell you we get paid when they buy, so obviously we'll be pushing them to do so ...



Frequently Asked Questions

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quickly! In the meantime, *your payments will be made, which relieves you of the financial burden.*

### **HOW DO I KNOW I CAN TRUST YOU?**

We can understand your concern. For the record, we have been involved with real estate for over 25 years as individual investors and our corporation has been registered with New York State since early 2002. We are members in good standing with the Better Business Bureau and are long time advertisers in Alltel, Verizon and Yellow Book business directories. We also have a healthy list of references and clients that may review if you like.

We'll meet face-to-face after you call. You'll find we don't make empty promises ... We shoot straight and we know this business. We believe we can create a solution that will work for both of us. If not, or if you're not comfortable after we meet, we'll shake hands and go our separate ways. Honestly, we view our business relationship more personally than just handling a house ... We want you to be confident, and able to sleep well every night without worrying about your home or your payments. In fact, we wouldn't enter an agreement with anyone if we weren't confident in that person ... and we don't expect any less from you. We're willing to devote our time and resources to your house, but only if you feel comfortable with that arrangement.



### **WHAT IF THE PERSON WE PUT IN THE HOUSE DOES NOT PAY?**

Remember that that is our problem. If they don't pay, we will.

### **HOW DO I KNOW YOU'LL MAKE MY MORTGAGE PAYMENTS?**

Why would we not make the payments? We don't make any money until we get the home re-financed into the next person's name. That would be like working all week and not going to pick up our paycheck on Friday.

We can pay you directly and let you forward it to the mortgage company yourself. Or, we can set up a third

party escrow company to collect from us and pay it for you. You can also choose for us to pay your lender directly. This is the most common technique. We handle all the paperwork. If we didn't pay, the lender would immediately notify you. So you're always on top, whichever method you choose. Remember that making the house payment is our problem, we bought your home subject to your mortgage.

Also remember that any increases in taxes, insurance or home owner's dues are our responsibility.

### **WHAT IF I WANT TO PURCHASE ANOTHER HOME?**

We will provide your new lender a copy of a document showing the payments are being made by us, so it will be a 'wash'. Example: \$700 home payment on the mortgage, offset by \$700 income from contract. We'll free up your debt to income ratio so you can qualify immediately. Be sure and let us know if those are your intentions.

### **WHY DON'T I JUST LIST WITH A REALTOR™?**

That's certainly an option, but obviously a Realtor™ won't make your payment for you while they're attempting to sell your house. We're willing to make your payment and maintain it until our tenant/buyer gets their own financing. We'll give it our personal attention, and you can forget about it until our tenant is ready to buy.

### **A Home Like Yours; People Like You**

Mary called us and sold us her home within 10 days. (The names have been changed for privacy.)

Mary and Bob Johnson had only been in their home for about 3 years when Bob suddenly decided to leave their relationship. He left Mary and their daughter in January. They had refinanced Mary's old family home just 3 years ago. The payment was significant. After 8 months of carrying the whole financial load Mary was ready to "Quit" everything. She decided to let the bank foreclose and was checking on the cost and procedure to file for bankruptcy protection. She was determined not to make another payment on that old house, even if she ruined her credit.





You see all Mary wanted was to get out from under the payments. She had tried to sell the home, but couldn't. After contacting Realtors™ and Property Managers, she called HSCNY, Ltd. Our deal was struck within days, and they were allowed to live in the home until they could move into their new affordable apartment. HSCNY, Ltd. makes all the house payments, is responsible for all the house maintenance and Mary and her daughter are on with their lives. No blemishes to their credit and looking forward to a life without the burden of their previous home.

Our objective was to find a quality tenant/buyer to occupy the house until they were ready to buy. After a quick title check of Mary's home, we immediately began our marketing campaign.

We develop files on qualified buyers looking for houses. They all have their own criteria as far as monthly payments they're looking for, down payment they have, how many bedrooms and bathrooms, etc. So we simply began calling some prospective clients, knowing that this house met their criteria. One of the buyers we called wanted to see it right away. Mary's house needed TLC and our Tenant/Buyer had the know how to do the work.



He called us to say he wanted the house and we met the next day to sign the papers. It was that quick and easy! We immediately began the process of walking them through the details required for the acquisition of the home under our Lease Purchase program. We make our profit on these situations from the down payment that the tenant/buyer makes, so we aggressively look for qualified buyers.

This program worked for the new tenant/buyers and for Mary and her daughter. No, we can't promise you we can do the same for you. Frankly, depending on the type of home and season, it usually takes longer than a couple of weeks.

But remember, buying homes subject to the existing mortgage is only one of many tools in our "arsenal". There's just no way in a single Report we could possibly answer every question and every need you may have ... Consider this an overview. If it strikes a nerve,... if you find you're in a position with your home that doesn't seem to be going anywhere, one where you think we could

possibly help solve, call us today. Our phone number is printed at the end of the Report.

If by chance we can't do business, that's OK. But we honestly believe you'll be pleasantly surprised when you call ... We specialize in solutions! By calling, you give us the chance to be your solution. We urge you to let us try.

**GET YOUR HOME SOLD  
QUICKLY!!  
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### **What do we do now?**

We know that this is a lot of information to digest at one time, but if you're still with us at this point, chances are you're interested in doing whatever it takes to

#### **GET YOUR HOME SOLD QUICKLY!**

We'll be in touch with you in the next few days. If you're ready to act now or have some immediate questions, you don't have to wait for our call.... You can contact us right away.

If you want an alternative to the stale, conventional ways of selling your home, pick up the phone and call us now! You have everything to gain and nothing to lose!

Just remember:

“We don't want to list your home; We want to buy it”

As we said before, if we can't do business, that's OK. We buy lots of homes and we don't have to have this home. We get calls from tenant/buyers every day and we're always looking for homes for them. Homes just like yours.

Just remember that we don't want to list your home, we want to buy it. We specialize in buying homes quickly. We urge you to let us try. You have nothing to lose.

**Even a  
Dream Home  
can become a  
Financial Nightmare.**

**Finally** – We don't know how many months you've been trying to sell your home (or thinking about selling) but every month you wait is costing you unnecessary expenses... eating up the precious income you work so hard to earn. Your home is an asset... sell it as an asset. Don't let it become a liability, a burden, and the proverbial “monkey on your back”. **Even a Dream Home can become a Financial Nightmare.** There's a real good chance that we can help... call us today! The phone call will give your more answers. Answers that you need. Don't procrastinate... call us today!!

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**Our office number is .....**

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