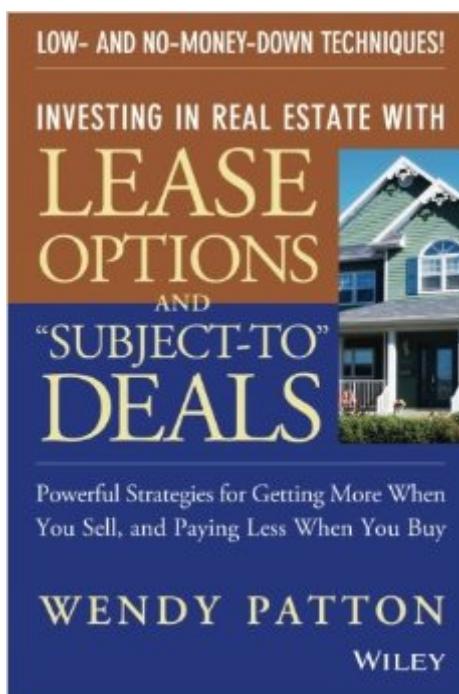


The book was found

Investing In Real Estate With Lease Options And "Subject-To" Deals : Powerful Strategies For Getting More When You Sell, And Paying Less When You Buy



Synopsis

With lease options and subject-to deals, investors can control properties worth much more than what they could normally afford to purchase. The potential for profit is great and the costs of getting started are low. This book shows novice investors how author Wendy Patton and thousands of other Americans--including well-known real estate developers and business moguls--use lease options and subject-to deals to control valuable property without necessarily owning it. The cost of purchasing an option or subject-to deal is a fraction of what it costs to buy a home. That's why these kinds of deals are typically found in every serious investor's portfolio. Sharing the secrets and strategies investors use to profit from low- and no-money-down deals, Patton gives investors all the information they need to succeed. "Finally, a book that explains lease option and subject-to deals in depth and detail. This book is essential for anyone who wants to make money in real estate without using a lot of cash or taking on a lot of risk. A gold mine of great information." --Robert Shemin, New York Times bestselling author of *Secrets of Buying and Selling Real Estate?Without Using Your Own Money!* "Few can rival Wendy's knowledge and experience with lease option and subject-to deals. This is a must-read for beginning and advanced investors and the real estate agents who serve them." --Gary Keller, New York Times bestselling author of *The Millionaire Real Estate Investor* "The techniques Patton teaches here are invaluable--especially for working with Realtors and still getting properties for little- or no-money-down. The detail in this book will make you want to read every page." --Albert Lowry, PhD, New York Times bestselling author of *How You Can Become Financially Independent by Investing in Real Estate*

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Customer Reviews

Wendy's book is an excellent primer for beginners wondering "How do all these investors buy houses with no money down?" I'm here to tell you I learned these techniques from Wendy several years ago and haven't looked back since. I literally have to turn down some homeowners begging to give their houses to me. I only wish this book had been available to me several years ago. "Investing in Real Estate With Lease Options and 'Subject-To' Deals" by Wendy Patton is one of the few books you'll find at booksellers like .com that covers "Subject To" techniques in any depth at all. She covers everything from how to find them to how to sell them - complete with checklists and valuable tips learned from hardwon experience. I've learned more from this one book than from going to some expensive (\$2000+) weekend seminars. Although there are limits to how much one author can cover completely within the pages of just one book, Wendy holds nothing back in my estimation. Although the author includes many advanced strategies for experienced investors, she doesn't leave beginners wondering what in the world she's talking about either. If you're looing for a good, solid, informative, and well written book on creative real estate strategies, this is the first book I would recommend buying. And what's so fun about this business is that this book is only the tip of the iceberg! Highly recommended! Well done, Wendy!

Whether you want to focus on subject-to's or lease options exclusively, or you just want to add another plug-and-play strategy to your other real estate investment business model, this book must be on your desk (not up on your shelf)! Wendy's strategies are for new and veteran investors alike. More importantly, Wendy's lease option strategies and tactics provide some cash now, cash flow now and later, and a big cash payload down the road. This book gives you the knowledge and tools to start building your cash pipeline this very day. Take it from me, a dyed-in-the-wool rehabber/wholesaler, I should have started building my lease option cash pipeline years ago...imagine all the paydays along the way I would have had! But now you and I have no excuses, so Carpe Diem!

This book is a great one to get you acquainted with lease-options and subject-to's. Wendy takes you step by step through the process, and also gives you checklists to refer to as you put your deal together. She does however make some broad assumptions from time to time about when either type of contract is beneficial and why. For example, she mentions that owners with good credit are more likely to entertain a lease-option than a subject-to. This is not always the case. Sometimes owners with bad credit are looking for a "leg up", but don't want to surrender title. In that case, they

actually might prefer a lease-option. Also in my experience, many owners with good credit prefer a subject-to because they want their name off the title, but don't want to deal with the tax hit of selling the property outright, right now. If they enter a subject-to, they can have their mortgage payments made by the investor, and give them time to have the property reclassified from "primary residence" to "investment property". They can then do 1031 exchanges tax free once the investor is ready to close (usually more than 1-2 years down the line). Overall though, this book is a must if you want to learn about the ins and outs of lease-options and subject-tos.

This book provides an excellent insight into using a "lease option and subject to" method of acquiring and or controlling property. I believe this is a great way to help someone build a real estate investment portfolio. Wendy's book also contains check lists (page 111) and phone scripts which are very helpful. The check list alone was worth the price of the book. As an investor, if you enjoy the book and find it helpful, then Wendy Patton's training course is fantastic. I attended the course, and noted very quickly that it is Wendy that teaches the course not a substitute. Also whenever she spoke about a document of any kind, you were provided a sample which adds to clarity of understanding. Her course also provided hands on time in actual homes. As a licensed builder and real estate agent, also investor, it is my personal opinion that Wendy Patton's class/training was one of the top two classes that I have attended over the last several years.

Wendy's book provides the perfect blueprint for creating wealth by controlling property, not necessarily owning it. Perfect for either the new investor beginning a real estate investment career or experienced investors looking to create a new niche or just wanting to refocus. Wendy shows you how to find the opportunities, what to do with them when you find them, and how to negotiate for the fairest outcome that works for the investor and the prospects - sellers and tenant-buyers. Her emphasis on honest dealings and a WIN-WIN outcome for all is refreshing!

I have gone through a few courses on Lease Options and Subject To's that cost hundreds of dollars. I found more and better information in this book than those courses. OMG I wish I found this book earlier since I flushed hundreds of dollars down the drain. Great book! Highly recommended. Best BANG for your buck guaranteed.

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