



**LIGHTNING**  
PROPERTY GROUP

## Investor Information

# Who Are We?

## Lightning Property Group

➤ **Lightning Property Group** is a professional, full-service real estate solutions firm that buys and sells properties throughout the greater Tampa Bay, Florida area. We specialize in buying distressed homes at a significant discount and renovate and resell them to retail home buyers and landlords. Founded in 2015 by Rosa Acosta and Karyn Useche, Lightning Property Group is excited to be part of the area's renaissance and we aspire to continue contributing to the economic rejuvenation of Tampa Bay.

Since its inception, Lightning Property Group has passionately pursued the goal to help people in our community find an answer to their real estate needs. Through the years, We've developed a solid foundation of real estate knowledge, with the integrity to follow up on promises and make successful deals happen.

### Our Mission

When a passion for real estate is combined with talented individuals who have an uncompromising drive to succeed, amazing things will happen. At Lightning Property Group, it's our goal to not only have a positive effect on ourselves and our families - but also to inspire, motivate and create lasting change in everyone we encounter. We will treat our clients and team members with respect at all times. Our motto is and will always be, "Where there's a will, there's a way - and failure is merely lack of effort." Our company will dedicate itself to everlasting education and professional growth that will make the leaders of tomorrow.



“We are highly motivated, knowledgeable, ethical, and qualified to handle any real estate transaction. We are committed to helping people with their real estate needs and making successful deals happen.”



# LIGHTNING PROPERTY GROUP

## Facts About Lightning Property Group

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- Leading full-service real estate solutions company in Tampa Bay, FL, specialized in buying and selling distressed properties
- Focused on providing solutions for clients and value for investors by locating and renovating distressed properties.
- Our goal is to provide the absolute highest level of service to our clients



# The Story of Lightning Property Group



Born and raised in Venezuela, Rosa Acosta and Karyn Useche came to the United States to seek better education and future. Rosa has lived in the Tampa Bay area for over 20 years. She attended the University of Tampa and received a bachelor degree in Mass Communication. She later received a Masters Degree in Technology Management. Karyn also attended the University of Tampa and received a bachelor degree in Digital Arts.

For years, Rosa and Karyn dreamed of creating their own real estate business but didn't know how it would work. They just knew they had to start somewhere; so they just jumped right in and decided to make their dream a reality.

With a goal to work together in real estate doing what they love, Rosa and Karyn desired to share their passion for real estate with others. As they began to develop the company and carve their niche in the big world of real estate, they quickly realized that there was a distinct need for certain real estate services they originally did not foresee. They created Lightning Property Group to provide solutions for that need.





# Company Credentials

## Certifications

FL Licensed Realtors  
Graduate Realtor Institute

## Real Estate Knowledge & Experience

We have invested a great deal of time, energy and capital investment into our real estate education, attending the nation's premier real estate investing education program - FortuneBuilders Mastery. Beyond the principles of sound investing, we were trained on how to build a successful business based on systems and predictability. Having completed over 1,000 real estate deals, FortuneBuilders coaches and systems have allowed us to strategically invest in real estate, grow and expand our business, and they are available for us to leverage when analyzing our real estate deals.



# Company Business Model

## Overall Investment Approach

Our overall investment strategy and specialty is to purchase distressed properties at a deep discount – usually 30% to 50% below market value, and renovate and sell those properties to retail home buyers and landlords.

At **Lightning Property Group**, we pride ourselves on having a strong foundation of real estate knowledge and training. Our focus is on providing SOLUTIONS for our clients and finding VALUE for our investors by locating ugly, vacant homes that are eyesores and we put them back into use after renovation.

Our core business lies within our systems, education, and knowledge of the real estate industry. We did not just buy a CD from the internet and become a real estate investor overnight. We have spent thousands of dollars to learn how to be successful in this business and do it the right way the first time. Through our affiliation, we are connected with a national network of investors that provide continual support and weekly training on changes throughout our industry.

This process has allowed us to circumvent many pitfalls most novice investors would make. Learning the hard way is not a phrase in our vocabulary, and we certainly would not ask anyone to invest with us if we weren't confident enough to invest ourselves!

## Our Business Strategy

- We purchase distressed residential properties 30-50% below current market value
- We purchase, renovate and sell these properties to retail buyers and landlords





## We Follow A Strict Due Diligence Process

We have a systematic and disciplined approach when purchasing investment properties, putting each potential investment through a strict due diligence process. This rigorous set of criteria includes, but is not limited to, the following:

- Demographics of area, marketability, and growth potential
- An economic study of the neighborhood, city planning, and development
- Statistics on the crime rate
- Public transportation and schools
- Comparable property analysis and examination by a certified, independent appraiser
- Overall condition of the property, including heating and air, plumbing, electrical, roof and structural condition
- We purchase distressed residential properties 30-50% below current market value
- We purchase, renovate and sell these properties to retail buyers and landlords

## What's Our Competitive Advantage?



Our company can acquire great deals on properties because we have the ability to act quickly and can close with CASH on the seller's timeline. This is why we can buy properties at such a discount. Obtaining loans through private money lenders gives us this competitive advantage over other investors who sometimes take weeks to go through the time-consuming bank approval process in order to purchase properties.

We have an aggressive TEAM approach, and a top-notch ability to expand our client base through our knowledge of deal structuring and advanced real estate techniques.

We also employ marketing strategies as soon as we purchase a home – giving us a fair advantage over a realtor. Typically, most realtors don't spend time or money on marketing or lead generation strategies. As a result, it can sometimes take months to attract potential buyers. Often times, we are able to find our own buyers allowing us to secure a strong sales price

and save on sales commissions. Our renovation process is also down to a science with handpicked and proven construction crews who know we are not retail clients. We pay wholesale prices to all contractors and typically get bulk discounts on all materials.

Investing with us also provides a win-win for the homeowner as well. With your cash funding, we can offer homeowners something that very few buyers can. We are helping sellers by purchasing their homes in their timeline -- in as little as 10-14 days. Knowing that we're going to renovate the home and we are buying in as-is condition is a very important factor to sellers who live in older, outdated homes, or those needing repairs. These sellers will also not be required to pay any attorney fees, closing costs, home warranties, inspection fees, realtor commissions, etc. We are not the perfect fit for everyone; but for the seller with the right motivation, these features are a necessity.

# Advantages of Working with Us

- > We have the business systems and knowledge to purchase properties QUICKLY and with CASH
- > We create value by finding ugly, vacant homes and putting them back in use after renovation
- > We pay wholesale prices to all contractors and typically get bulk discounts on all materials
- > We have a creative marketing system to find and purchase properties before they're ever listed
- > We find our own buyers allowing us to secure a strong sales price and save on sales commissions
- > We look at the overall condition of the property, including heating and air, plumbing, electrical, roof, and structural condition
- > We purchase distressed residential properties 30-50% below current market value
- > We purchase, renovate and sell these properties to retail buyers and landlords



# Lightning Property Group VS. Traditional Buyer

Here are just a few benefits sellers have of working with Lightning Property Group to sell a home:

- ✓ CASH OFFER
- ✓ NO COMMISSION
- ✓ QUICK CLOSE
- ✓ NO FEES
- ✓ PAY NO CLOSING COSTS
- ✓ WE BUY THE HOUSE AS-IS
- ✓ NO APPRAISAL
- ✓ NO LENDING RESTRICTIONS

## How The Process Works



Most homeowners have no idea what options are available to them beyond listing a house with a Realtor or trying to sell the house on their own and just hoping for the best. We provide a unique alternative to listing their house on their own or with a Realtor.

When we work directly with a home seller, what we provide can not only make for a smooth transaction, but it can also add up to thousands upon thousands of dollars in savings as compared to selling a home through traditional means.

## How Do We Compare to a Traditional Buyer?



	Traditional Buyer	Lightning Property Group
<b>Method of Payment</b>	<b>Bank Financing</b>	<b>CASH</b>
Repairs	1-8% of Homes Value	None (sold as is)
Closing Timeframe	45+ Days	10-14 Days
Commissions	6% of Sale Price	None
Seller Paid Closing Costs	1-6% of the Purchase Price	Zero
Appraisal	Mandatory	None
Length of Time on Market	87 Days on the Market on average in the Tampa Bay area	0 Days

# Investment Buying Criteria



Our goal is to buy distressed homes in stable areas where there is still a strong buyer demand. Part of our grand vision is to improve the overall quality of living in both urban and suburban neighborhoods. In addition to improving the overall quality of life, we are committed to increasing the value of real estate in our community. Our company builds value by rehabilitating properties that are in significant need of repairs. We are able to target distressed properties and breathe new life back into them by renovating and improving the condition of the property. By doing so, we are able to create beautiful homes and encourage home ownership.

The ability to identify a wise real estate investment is certainly a learned skill. We have been thoroughly trained and possess this skill - along with the intuition to spot these great investment opportunities in today's market.

Not every opportunity is a “good deal”, and we have built our company on a stable foundation knowing our numbers. If the numbers don't make sense to us it certainly won't make sense to our investors. Our goal is to be in business for many years and brand a company that will be passed down to our children, which cannot be accomplished by taking uncalculated risks.

## Types of Properties We Target

- > **Distressed properties in significant need of repairs**
- > **Properties where sellers need to sell quickly**
- > **Properties owned free and clear**

# How Do We Buy Homes So Far Below Market Value?



At **Lightning Property Group**,

we have created a marketing machine that produces a consistent flow of high-quality leads. We are very different from our competitors because we don't just put in offers on MLS properties - we take it to the next level. Our creative marketing strategies allow us to reach the homeowner directly before the property even goes to a Realtor to be listed on the MLS; whereas, the purchase price would escalate.



These are some of the marketing strategies we use to locate great deals way below market value:

INTERNET	DIRECT MAIL	OTHER STRATEGIES
Twitter	Probate	Bandit Signs
Buyer Squeeze Pages	Pre-Foreclosure	Networking Events
Seller Squeeze Pages	Back Tax	Door Hangers
Primary Websites	Free & Clear	Other Wholesalers
Facebook Business	Code Violations	2 House Banners
Google Business Listing	Divorce	Bird Dogs
Google Ad Words	Expired Listing	Box Truck

A young man and woman are smiling and embracing each other in a room filled with cardboard boxes, suggesting they are moving into a new home. The man is wearing a red shirt and the woman is wearing a blue denim jacket. The background shows more boxes and a white brick wall.

# How We Sell Property Quickly

There are many methods we use to sell properties very quickly. We invest a lot of time and money into marketing to build a strong list of buyer clients for our homes. Despite what the media says, there are tons of buyers out there who are aware of the fact that numerous buying opportunities exist in today's real estate market. The problem is: they just don't know how to identify and analyze them to ensure they are actually getting a good value. That's where we come in. We are constantly on the hunt for the next great buying opportunity and use proven techniques to analyze investment properties.

## Methods We Use to Sell Properties

- > Bandit signs & Gorilla Marketing
- > Realtor/List on MLS (Multiple Listing Service)
- > Internet/ Listing Websites
- > Pre-Listing Walkthroughs

Our ability to locate a great real estate deal covers all types of real estate investments. We are able to identify great buying opportunities for the following types of buyers:

- > Retail
- > Landlord
- > Rehabber



# Private Lending

## What is Private Lending?

➤ A private money loan is a loan that is given to a real estate investor, secured by real estate. Private money investors are given a first or second mortgage that secures their legal interest in the property and secures their investment. When we have isolated a home that is well under market value, we give our private lenders an opportunity to fund the purchase and rehab of the home. Through that process, the lender can yield extremely high-interest rates – 4 or 5 times the rates you can get on bank CDs and other traditional investment plans.

Essentially, private money lending is your opportunity to become the bank, reaping the profits just like a bank would. It's a great way to generate cash flow and produce a predictable income stream - while at the same time, provide excellent security and safety for your principle investment. You can do what the banks have been doing for years...make a profitable return on investments backed by real estate. There is no other investment vehicle like it.

### Sources of Private Money

- > 401K
- > Self-Directed IRA
- > Profit Sharing
- > Personal Savings,
- > Trust Fund
- > Many are TAX DEFERRED PROFITS

“Through private money lending, you have the opportunity to become the bank.”

# How the Process Works

The process is simple. We find an extremely undervalued property we want to purchase - and once you give us the green light, we borrow the funds from you to purchase and renovate the property. At closing, you receive a mortgage on the home along with other important documents. Next stage is the property renovation. Once the renovations are complete (typically 3-6 months depending on the size of the project), we will list and sell the property. When it is time for closing, you will receive your principal plus an 8-10% interest payment. It's just that simple! The goal is to keep turning that money for you and keep you making substantial profits so you keep coming back to us - building a long term mutually beneficial relationship.

## TYPICAL HOLD TIME

Rehab Flip: 3-6 months

Wholesale Flip: 3-15 days



## Investment Deal Scenario

Here's what the numbers would look like on a typical renovation project, with a 6 month hold.

Purchase Price:	\$95,000
Repair Cost:	\$68,000
Total Invested: (6-Month Hold)	\$163,000
Sale Price:	\$250,000
Lender Potential Return on Investment =	\$6,520

(including rehab & re-sell time) with a private lender return of 8%.)

## How You Benefit from Private Lending

You, as the private money lender, can benefit greatly from investing your capital. A real estate mortgage/ deed of trust provides you with security instruments you would not get with other investments. You also have added layers of protection because of how we buy, and because you have recourse available to you in case we were to default on the loan.

We currently pay 4-5 times what a typical bank CD is paying. Our rates will fluctuate very little all depending on the purchase price and rehab involved. The lower the price we pay for a home, we can pay a little higher rate to make sure our lenders make it worth their time. Private lending means you can relax while the money is in a truly safe place, working for you.

**It's a win/win opportunity for both the lender and borrower.**

### What's in it for You?

- > Safe investment secured by real estate
- > High returns on your money
- > A predictable income stream because rates fluctuate very little
- > No management costs
- > No daily headaches with managing contractors

# Why Private Lending is so Compelling?

- Passive income (minimal time involved)
- NO dealing with tenants
- NO manual labor renovating properties
- NO dealing with unscrupulous contractors
- Short-term use of lenders money
- Sense of security that money will be coming back soon
- Secure collateral position in marketable and liquid real estate
- Borrowers do the HARD WORK of finding the collateral
- Borrowers put THEIR MONEY into lender's collateral
- Borrowers put THEIR TIME and LABOR into lender's collateral
- Borrower takes the majority of the risk
- If lender must foreclose, the lender makes even more money
- Multiple loans can be made at one time
- It is easy and clean work
- Huge annual industry business loan volume
- You make money while you are sleeping
- It improves the golf game by allowing more play time
- Profits can be tax-free
- It is PROFITABLE with no cap on earnings





Because of our buying strategy, we are able to offer our buyers a fully renovated home at or below everything else in the neighborhood. We walk away from hundreds of “close” deals that do not meet our specific buying criteria, and simply won’t buy unless it makes sense for everyone involved.

## RISKS VS. REWARDS

SITTING IN THE BANK	REAL ESTATE PRIVATE LENDING
\$100,000 x 1% Interest	\$100,000 x 8% Interest
12 Month Term - \$1000 ROI	12 Month Term = \$8000 ROI
Back Tax	* Backed by Real Estate Private Lending

You are making a  
**8x greater**  
return on your money!

STOCK MARKET	REAL ESTATE PRIVATE LENDING
Completely Unsecured	Secured by Deed of Trust or Mortgage Deed
Completely Uninsured	Collateral is Fully Insured
Invest at Market Price	Collateralized Below Market Value
Returns are Unknown	Returns Are Fixed and Agreed Upon Term
	Tangible Asset

# What is Private Lending?



Private money lenders bring speed and efficiency to our transactions, and our leverage is far greater when we purchase using private cash funds. Many of the homes we are purchasing are in need of quick sale within 10-14 days. A traditional bank requires 30-45 days to close a loan. Many traditional home sales fall out of contract because of financing issues. Using quick cash as leverage allows us to negotiate a much lower purchase price and reduce our risk.

Being able to offer a fast closing with private funds motivates sellers to take our offer over the competition, and entices them to take a much lower price than they would from a conventional buyer. Also, lending guidelines are also continually changing and are requiring applications, approvals, junk fees, and strict investor guidelines. They also limit the number of investment properties that can be purchased by one company.

On a new home purchase requiring renovations, private lender funds will be allocated to the purchase price, renovations, carrying costs, cost to resell and a small buffer for unexpected expenses.

## Our Benefits of Using Private Money

- **We can buy at deeper discounts**
- **Gives us a competitive advantage above the rest**
- **Allows us to buy with cash - Cash is King**



# We Protect our Lenders

➤ Mortgages offer the banks solid, long-term, fixed returns. You can put yourself in the position of the bank by directing your investment capital, including retirement funds to well-secured real estate mortgages. Mortgages have ultimate safety because if default occurs, the bank can recover its investment as the first lien holder on the property.

Each property we acquire is put through a rigorous evaluation process in order to assess the profitability before the property is ever purchased. "Integrity" is an essential part of our business, and we only make sound investment decisions. Also, for your protection, you are also provided these documents to secure your investment capital:

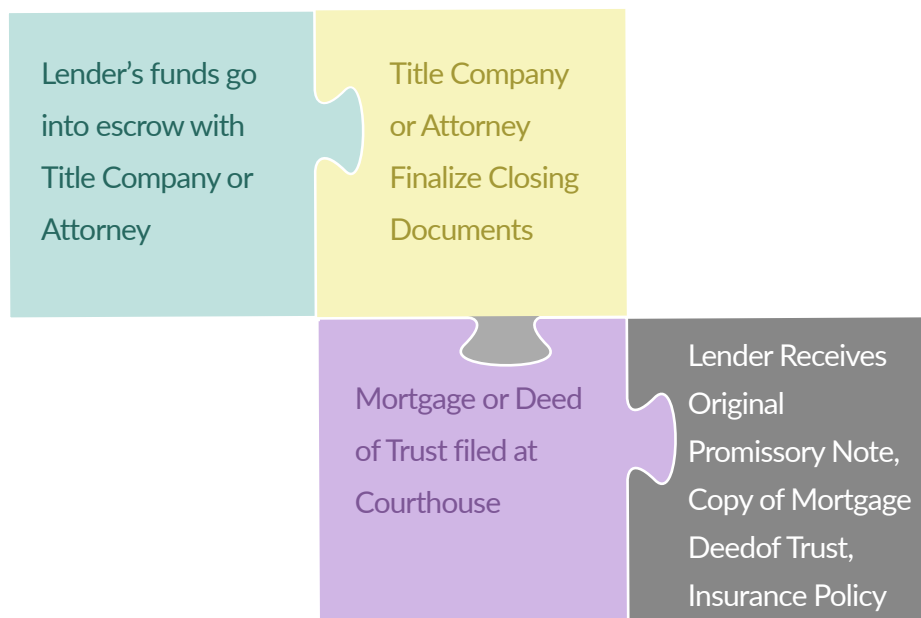
**Promissory Note:** This is your collateral for your investment capital.

**Deed of Trust/Mortgage:** This is the document that is recorded with the county clerk and recorder to publicly secure your investment against the real property that we are providing as collateral

**Hazard Insurance Policy:** This is where you as the private lender would be listed as the "Mortgagee" for your protection in case of fire or natural disaster, etc.

We do pay for a title search as well as a title policy on the home just as we would in a typical transaction. For a rental investment with a long-term note, we always keep a valid hazard insurance policy on the property to protect against casualties. You'll be named as a mortgagee and notified if the insurance was not kept current. In the event of any damage to the property, insurance distributions would be used to rebuild or repair the property, or used to repay you.

## Overview of the Closing Process





# Common Ways Private Lenders Fund Deals

## **Cash**

Cash held in most types of bank accounts can be accessed quickly and can fund your deals in minutes, instead of hours or days. Fees are generally minimal for wire transfers and cashier's checks.

## **Home Equity Line of Credit**

A home equity line of credit is a very powerful source of funding that many people have and don't even think of. Unleveraged equity is dead money and it's not making any interest. You can easily tap into that money. It's a way to make sure you're in the first position when we're ready to pull the trigger and buy a property.

## **Personal & Business Lines of Credit**

Personal loans and "signature lines of credit" can be obtained from most banks or credit unions by anyone with good credit and a stable income.

## **Retirement Accounts**

More and more private money lenders are using their IRA funds to invest in real estate. A self-directed IRA is essentially the same as a traditional IRA but allows you to purchase a broader range of investments, including real estate.

## **Liquidated Securities & Investments**

Investments are a way to put your savings to work earning more money. However, if your stocks and investments have not performed as you had expected, it might be time to consider other investments. As you know, stocks can be liquidated as and when you wish. Sometimes you need to liquidate your investments because you need the money for something you want to purchase such as real estate.

## Sources of Funding for Private Lenders

- > Cash
- > Home Equity Line
- > Personal & Business Lines of Credit
- > Retirement Accounts
- > Liquidated Securities & Investments



# Investing With a Self-Directed IRA Account



Most people think that an IRA can only be used to purchase investments, like stocks and mutual funds. But that's not true! You can get private mortgage loans using the funds which are already in your IRA'S and other retirement plans.

As it pertains to lending for real estate investments, enter the Self-Directed IRA. The IRS has set forth guidelines on what you can and cannot invest in with your IRA. Many people are surprised at the scope of options available. From tax liens, gold, real estate investments, and real estate notes, IRA's are much more powerful than most people ever realized. If you

add to that power of a Roth IRA which allows you to enjoy your earnings tax-free or deferred, and you've got a fast road to an easy retirement!

However, in order for you to use retirement accounts for loans, they must first be administered by a third party custodian. After selecting your custodian, you simply send a transfer form to them and they'll do all the work for you, once you've done that you are ready to make private mortgage loans. We would be happy to recommend a local custodian we've worked with in the past who can assist you with setting up your account.

## Retirement Accounts That Can Be Self-Directed

- > Roth IRA's
- > Traditional IRA's
- > SEP IRA's
- > SIMPLE IRA's
- > 401k (solo)
- > 401k (qualified plan)
- > Educational Savings Accounts
- > Health Savings Accounts

\*Profits can be tax-free or tax deferred when you invest with one of these vehicles

# Investment Terms & Conditions

## Terms & Conditions

### **Minimum Investment:**

When working with private lenders, \$50,000 is our minimum standard investment. When first investing with us, a lower initial investment amount may be agreed upon to ensure you're confident when working with our company.

### **Mortgage Terms:**

The majority of our loans are set up on an 8-12 month note; however, it depends on the size of the project. If we are doing a teardown and rebuild, we will have to wait on the county inspectors for many approvals - thus causing delays. We account for all of those details up-front and will give you an estimated time frame for the return on your investment. Also, we do not pool funds - your funding will be tied to one piece of property secured by a deed of trust.

### **Payment Schedule:**

Typically, we pay one large lump sum at closing on a short-term note. This is much easier to manage for both of us, especially if we're working out of a retirement account. On a longer note, we will pay monthly just like a typical mortgage.

### **1<sup>st</sup> or 2<sup>nd</sup> Lien Position:**

The Investor, as "mortgagor," has the right of first lien holder and Power of Sale on the property. The 1st lien position is placed behind a senior mortgage. You are probably used to hearing the term first and second mortgage. The second mortgage is a junior lien because it's in 2nd position. The senior lien or first mortgage must be paid prior to the 2nd lien.

## **Investment Terms & Conditions**

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- > **Minimum Investment - \$50,000**
- > **Interest Rate - 8% on average**
- > **Payment Schedule - paid monthly or all at once at closing**
- > **Mortgage Terms - 12 months (projects usually completed in 3 to 6 months)**
- > **Return of Principal and Interest - paid back at closing**
- > **1st or 2nd Lien position**
- > **Option to renew**
- > **All documents recorded**



# Taking the Next Steps

## Getting Started with Us



If we haven't already, it's important to sit down and discuss all these details in person. We will need a clear definition of what your goals are, i.e. Long term investment or short term, and the amount you are comfortable initially investing. At that point, we will present you with any current opportunities that fit those criteria or contact you as soon as we have one that fits.

If you have any interest in this opportunity, please contact us by phone at **727-755-6885** or send us an email at **[LightningFast727@gmail.com](mailto:LightningFast727@gmail.com)**

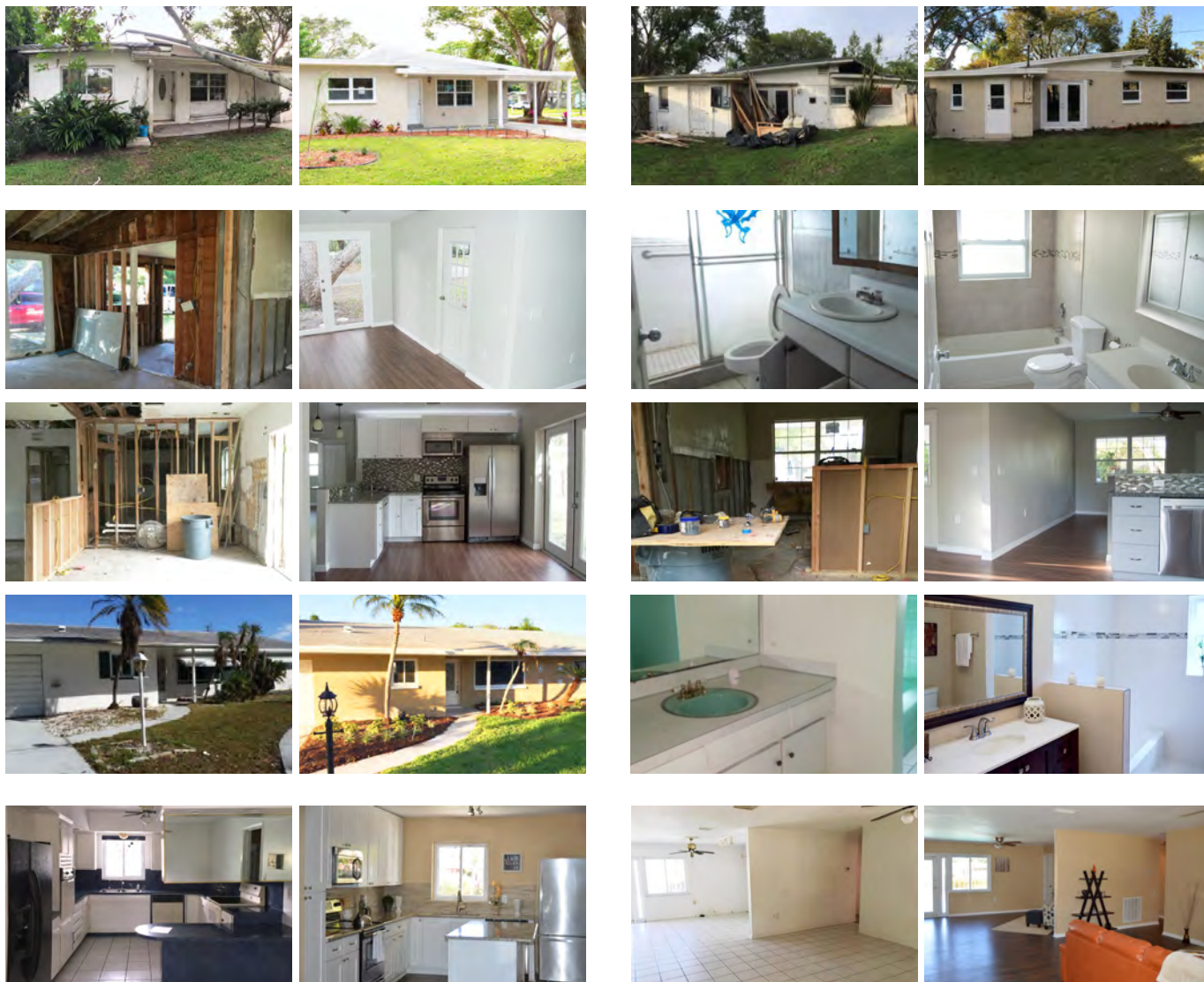
## Referral Program

Word of mouth is typically how we are able to work with private lenders like you. It would be greatly appreciated if you passed our information on to anyone that may be interested in the opportunity to be a lender. In our business, it's always important that we have a steady stream of lenders. Once you've done a few deals with us and you've learned how we're purchasing so low, you may attempt to do it on your own. If that's your goal, we're happy to help you any way we can.

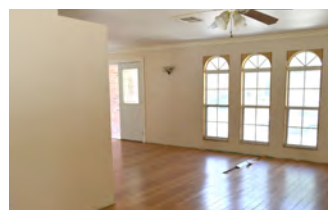
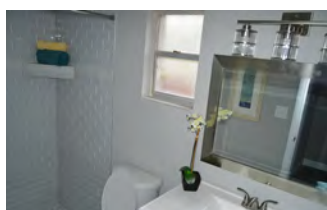
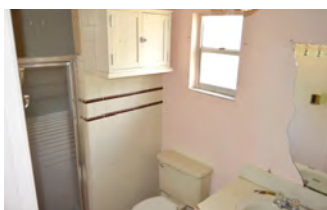
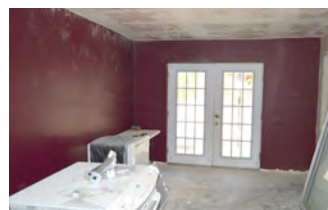
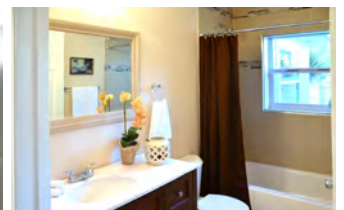
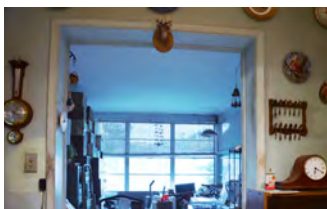
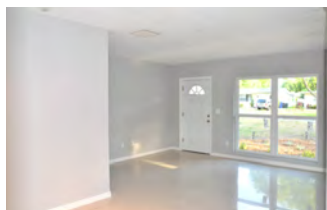
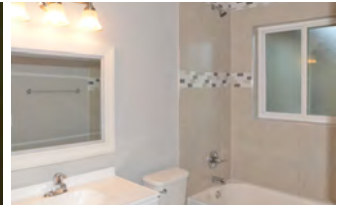
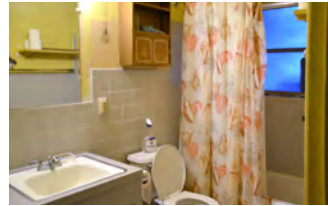
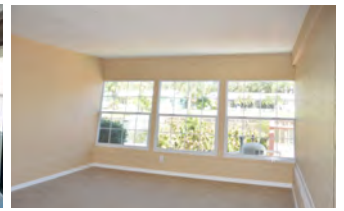


# Lightning Property Group's Renovation Projects

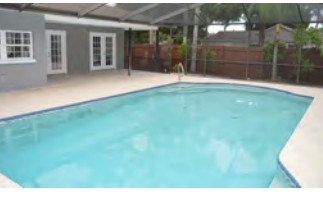
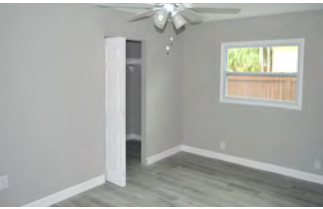
## Before and After Pictures













# Frequently Asked Questions

## WHAT IS PRIVATE LENDING?

When we have isolated a home well under market value, we give our private lenders an opportunity to fund the purchase and rehab of the home. Lenders can also earn high-interest rates - generally 4 or 5 times the rates you can get on bank CDs and other Traditional Investment Plans.

## HOW IS THE MONEY USED?

On a new home purchase requiring renovations. The cost will be allocated to the purchase price, renovations, carrying costs, cost to resell, and also a small buffer for unexpected expenses.

## WHY DON'T YOU GET A TRADITIONAL LOAN?

There are many reasons, but the primary reason is time and negotiation leverage. Many of the homes we are purchasing are in need of a quick sale within 10-14 days. A traditional bank requires 30-45 days to close a loan. Also, our leverage is far greater when we purchase using cash funds. Many traditional home sales fall out of contract because of financing issues, and this allows us to negotiate a much lower purchase price and reduce our risk. Lending guidelines are also continually changing. New requirements include applications, approvals, junk fees, and strict investor guidelines. They also limit the number of investment properties that can be purchased by one company.

## HOW CAN YOU AFFORD TO PAY SUCH HIGH RETURNS?

We make our money on the purchase. We may pay very high returns, but it allows us to purchase 20-30% below a retail purchaser. That instantly creates thousands of dollars in equity. Also, typically we cut out the middleman in transactions, such as commissions, mortgage broker fees, loan fees; and our attorney costs are lower because there is less work for them to review.

## ARE YOU REALLY HELPING SELLERS?

Absolutely. With your cash funding, we can offer something very few buyers can. We are buying on their timeline in as little as 10-14 days. Knowing that we're going to renovate the home and buying in as-is condition is a very important factor to most sellers of distressed property. They also won't have to pay any additional fees.



## **WHAT IF THE MARKET GETS WORSE AND VALUES GO DOWN?**

This is a great question and a valid concern. However, our strategy is not to speculate 3 years down the road. Our goal is to purchase quickly and sell even faster. Most of our projects are complete in 1-2 months and will be sold in 4-5 months. The market doesn't tend to shift that dramatically in a matter of months - it's typically a longer process for an area to decline. Remember, we're buying in strategic areas where inventory is already low and demand is high; this greater minimizes our risk.

## **WHAT INTEREST RATE DO YOU TYPICALLY PAY YOUR PRIVATE LENDERS?**

We currently pay 4-5 times what a typical bank CD is paying. Our rates will fluctuate very little all depending on the purchase price and rehab involved. Most of our lenders are paid from 8%. The lower the purchase price, we can sometimes afford to pay a little higher rate to make sure our lenders make it worth their time.

## **HOW LONG WILL MY FUNDS BE HELD?**

The majority of our loans are set up on an 8-12 month note, but it depends on the size of the project. If we are doing a teardown and rebuild, we will have to wait on the county inspectors for approvals. This will cause delays. But, we account for all of those details up-front and will give you an estimated time frame for the return on your investment.

## **WHAT IF I AM ON A SHORT-TERM NOTE AND SELL THE HOME AFTER ONLY 1 MONTH?**

It's extremely important to us that we do not waste your time. However, occasionally, situations may occur where we find a buyer immediately. In this scenario, we provide you with two options: we can either move the note to another property or provide you with a minimum of 3 months interest. Most investors see the strength of our purchase ability at that point and simply move the note to another property.

## **WHEN WILL I RECEIVE PAYMENTS?**

Typically, we pay one large lump sum at closing on a short-term note. This is much easier to manage for both of us, especially if we're working out of a retirement account. On a longer note, we will pay monthly, just like a typical mortgage.

## HAS THE IRS APPROVED TO USE RETIREMENT ACCOUNTS IN THIS MANNER?

Yes, these are established tax guidelines, and it is completely legal. However, we always recommend the services of a custodian to invest retirement funds tax-deferred or tax-free.

## IS THERE A GUARANTEE ON YOUR INVESTMENT?

No. There is no government-backed guarantee on these privately held real estate notes. You're deriving protection from the equity in the real estate. If at any time we were to default on the note, you have legal right to take the home (essentially foreclose on us). Many investors laugh about this one and say, "I hope you're a day behind on payments I'd gladly take this one off your hands". You have to remember we plan for the worst, and our homes have thousands of dollars of equity in them; and worse-case scenario, often times is we don't make "as much" as we hoped for.

## WHO BUYS INSURANCE?

We do. We pay for a title search and also a title policy on the home, just as we would in a typical transaction.

## WHAT KIND OF INSURANCE POLICY DO YOU GET ON THE HOME?

If we purchase a renovation, we purchase a builders risk policy (Vacant Dwelling Policy). In case of any damage, insurance distributions would be used to rebuild or repair the property, or used to pay you off.

## HOW MUCH IS IT GOING TO COST ME TO LEND TO YOU?

It is our policy to pay for all the closing costs so that your entire investment goes to work for you. We will pay for the closing agent, document preparation fees, notary fees, overnight mail fees, bank wire fees, and recording costs. We do not charge any fees or commissions to our private lenders.

## WILL MY MONEY BE POOLED WITH OTHER INVESTORS?

No, we do not pool funds. Your funding will be tied to one piece of property secured by a deed of trust.

## IF YOU DEFAULT ON THE LOAN, HOW DO I ACQUIRE THE PROPERTY?

In this unlikely scenario, we would simply transfer ownership of the property to you, if possible. If for any reason we did not (or could not), then you have all the legal rights of a secured lender. The best way to legally protect your interest in case of a default would be to hire an attorney. They normally would seek to get your investment back, any unpaid interest, any collection costs, all your attorney fees and maybe even more. A legal representative could advise you if it makes sense to foreclose or seek ownership of the property to protect or recoup your investment.





# **LIGHTNING**

PROPERTY GROUP

3665 East Bay Dr. #158  
Largo, FL 33771

727-755-6885  
[LightningFast727@Gmail.com](mailto:LightningFast727@Gmail.com)  
[LightningPropertyGroup.com](http://LightningPropertyGroup.com)