



PROSPERITY THROUGH HELPING OTHERS



## MATERIALS PROVIDED

### ACQUISITION MODULE

Here is a list of the materials that we are providing for the Acquisition Module. We have included materials to help you market to find motivated seller, the Seller Questionnaire (script to gather the information), the contracts and disclosures to acquire properties (both for Texas and in other states), the Federal and State statutes and regulations that pertain to owner finance transactions.

- ▶ 51 Ways to Find a Property
- ▶ 200 Real Estate Marketing Ideas
- ▶ Craigslist White Paper
- ▶ Make Your Craigslist Ads Stand-Out
- ▶ Sample of Bandit Signs
- ▶ Ways to Find Motivated Sellers – Actions
- ▶ Ways to Find Motivated Sellers – Targeting Audiences
- ▶ Ways to Find Motivated Sellers – Websites
- ▶ Marketing Matrix
- ▶ Obtaining Google Voice Number
- ▶ Benefits of Selling to Owner Financing
- ▶ How Are You Protected in Owner Financing Transactions?

## Seller Questionnaire

- ▶ Seller Questionnaire

- ▶ Texas Cash Acquisition Contract
- ▶ Texas Seller Finance Acquisition Contract
- ▶ Generic Seller Finance Acquisition Disclosures
- ▶ Texas Subject-to Acquisition Contract
- ▶ Generic Subject-to Acquisition Disclosures
- ▶ Texas Wrap-Mortgage Acquisition Contract
- ▶ Generic Wrap-Mortgage Acquisition Disclosures
- ▶ Assignment of Contract

- ▶ Seller Finance
  - › Seller Finance Addendum to the Purchase Contract
- ▶ Subject-To
  - › Subject-To Addendum to the Purchase Contract
  - › Acknowledgement of Subject-To Transaction
  - › Disclosure of Underlying Lien Transaction
  - › Acknowledgement of Mortgage Liability
  - › Acknowledgement of State and Federal Mortgage Regulations
  - › Acknowledgement of Due on Sale Clause
  - › Acknowledgement of Subject-to Management
  - › Seller's General Subject-to Acknowledgement
- ▶ Wrap-Mortgage
  - › Wrap-Mortgage Addendum to the Purchase Contract
  - › Acknowledgement of Wrap-Mortgage Transaction
  - › Disclosure of Underlying Lien Transaction
  - › Acknowledgement of Mortgage Liability
  - › Acknowledgement of State and Federal Mortgage Regulations
  - › Acknowledgement of Due on Sale Clause
  - › Acknowledgement of Wrap-Mortgage Management
  - › Seller's General Wrap-Mortgage Acknowledgement

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- ▶ One to Four Residential Contract (Resale)
- ▶ Third–Party Financing Addendum
- ▶ Seller Financing Addendum
- ▶ Addendum for Property Subject to Mandatory Membership in a Property Owners Association
- ▶ Buyer's Temporary Residential Lease
- ▶ Loan Assumption Addendum
- ▶ Addendum for Reservation of Oil, Gas, and Other Minerals
- ▶ Seller's Temporary Residential Lease
- ▶ Addendum for Seller's Disclosure of Information on Lead-Based Paint and Lead-Based Paint
  - › Hazards as Required by Federal Law
  
- ▶ Amendment
- ▶ Non-Realty Items Addendum
- ▶ Notice of Buyers Termination of Contract
  
- ▶ Residential Condominium Contract
- ▶ Unimproved Property Contract

## Federal Regulations



- ▶ Federal Regulations
- ▶ Truth in Lending Act
- ▶ Good Faith Estimate
- ▶ Real Estate Settlement Procedures Act
- ▶ Home Ownership and Equity Protection Act
- ▶ Federal Secure and Fair Enforcement for Mortgage Licensing Act
- ▶ Dodd-Frank Wall Street Reform and Consumer Protection Act

## Texas Property Code

- ▶ Texas Property Code – Chapter 5

## State Statute and Regulations

- ▶ Seller financing de minimus exemption (Texas)

## Legal Forms

- ▶ Guide to Read Mortgage Statement
- ▶ HUD-1 Settlement Statement
- ▶ Closing Disclosure Form explained
- ▶ Closing Disclosure Form

## Protecting Your Family From Lead



- ▶ Protect Your Family From Lead in Your Home
- ▶ Proteja a su Familia Contra el Plomo en el Hogar

## Releasing IRS Lien

- ▶ IRS Publication 468 – Guidelines for Processing Notice of Federal Tax Liens



# LEGAL DISCLOSURE

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