

# Short Sales vs. MAPS

Here's why I'm so excited about the next 5 years...

2010:	Short Sales	Mortgage Assignments
Ease of finding sellers	EASY (Sellers with no equity)	EASY (Sellers with no equity)
Ease of finding buyers	HARD (buyers with loans)	EASY (Buyers without loans)
Average time to get paid	4-6 months	1-6 weeks
Time required to do deal	20-40 hours/deal	2-3 hours/deal
Success rate for investors (flipping or assigning)	10% or less	95%
Success rate for Realtors (receiving commissions)	40-50%	95%
Average profit per deal	\$15,000 x 10% of the time = \$1500	\$8000 x 95% of the time = \$7600
Regulatory challenges	BoA anti-flipping rules Fannie/FHA seasoning rules Title company flipping rules...	NONE
Money required by investor	All cash if seasoning, or Transactional funding @2%+ of deal	NONE

If I made \$3M+ doing short sales... imagine how much I'll make doing Mortgage Assignments!!