

# Top 20 Mobile Home Investing Questions

*Finally Answered!*



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Congratulations on your purchase of the [Top 20 Mobile Home Investing Questions and Answers eBook](#).

I realize that there are quite a few other courses on the market, and thank you for choosing mine!

For those of you that don't know me from my blog, my name is John Fedro, and I'm a full time real estate investor from Tampa Bay, FL. I quit my 2 jobs (night valet and phone rep) in 2003 and have been investing in mobile homes ever since.

I have spent the past 8 years of my life wholesaling, retailing, and cash-flowing mobile home properties. When the housing bubble burst in 2007 I felt almost no negative change with my mobile home business. Quite the opposite; former homeowners that were forced to foreclosure due to increasing mortgage payments rates were now searching for low income housing to get away from their inflated monthly payments. While most other investors were panicking and confused the 'low-income' housing markets (including mobile homes) were still cash-flowing like clockwork. Since I started in 2002 I have been involved in over 120 mobile home transactions.

As many of you know I have chronicled some of my stories and tips on my blog site. Over the years on MobileHomeInvesting.net I have received hundreds of emails and private messages from readers who have questions about the mechanics of profiting with mobile homes. I've come to realize that there is quite a bit of confusion among aspiring mobile home investors about the exact process of cash-flowing, buying, holding, selling, and wholesaling a mobile home, and this certainly seems to be keeping people on the sidelines.

A few months ago I decided to comb through all my past emails and pick out the questions that were asked most and answer them in one fell swoop. The end result is the eBook you are reading today.

My hope is that this eBook will answer the questions that you have been wondering about mobile home investing, and give you the kick start you've been needing to get off the fence and get into the mobile home investing arena.

OK, are you ready? Let's get started with the questions...

## **Q1. What is the difference between trailer, mobile home, modular home, and manufactured home? Can I invest in them all?**

All of these homes (mobile, manufactured, modular, and factory-built) are built in a factory. The major difference is how much of the construction is done at the factory. When more work is done at the factory, less labor is needed where the home will be located.

A mobile home is now known as a “manufactured home” or “HUD code home” if it was built after 1976. Single-wide mobile homes and manufactured housing are built entirely in the factory and delivered to the customer in a mobile home park or on their own land.

A modular home is one that is built in sections (modules) at a factory and assembled on site.

Yes, you may invest in all 3 of these types of property, but make sure to use appropriate paperwork.

## **Bonus Q: Are mobile homes personal property or real property?**

Mobile home attached to land that you will be buying with the home is considered ‘real property’. Real property means that the home and land are one single item; there is 1 parcel id number and 1 legal description for both the home and land, and no mobile home Title.

Mobile homes located in preexisting mobile home parks are closer related to an automobile than a mobile home attached to land or traditional home. A mobile home inside a park does not come with land; this is why we are typically buying homes in parks for less than \$10k each (In most cases under \$5k). This is why a mobile home inside a park are called personal property, even though it is a complete ‘home’ it has no land so it is not ‘real property’, the home has no legal description and no parcel id number. Mobile home in parks have Title(s) to prove who the owner is, mobile homes attached to land have Deeds.

## **Q2. How do I make money investing in mobile homes?**



You make money by becoming the middle man or woman in any real estate transaction. You are using your education and experience to put together deals so that your seller is happy – and your buyer is happy, you make your profit in the middle.

1. Find properties, 2. Structure a deal to purchase the home, 3. Purchase the home (preferably without using any of your own cash), then sell the home any of the following ways below.

**Wholesale – Assign your mobile home for quick cash.** Here you will be selling to another investor or end-user that wants to get a great deal and do some repairs themselves. (Don't fix repairs, you never own the home)

Example: Contract home for \$25,500 > Find a cash buyer to purchase home for \$30,500 > You make \$5,000 cash

**Sell your mobile home at a retail price.** Selling the home for a retail price means that the home is in a 'nice,' 'clean,' or 'like-new' condition. Your buyer may be able to get approved with a conventional loan or may have cash. (Must fix repairs, you own home until you sell)

Example: Buy home for \$25,000 (0 down, \$250 month @ 0% seller held note) > Fix needed repairs > Find a cash buyer to purchase home for \$35,500 > You make \$10,000 cash

**Sell your mobile home via down payment and monthly cash flow.** You may choose to sell your mobile home via monthly payments and a single down payment. You can sell your mobile home to anyone who you approve because you are holding all the financing (they do not need to go to bank). You are not lending money to your buyer you are SIMPLY agreeing to accept X thousands of dollars now and monthly payments in exchange for the mobile home (with or without land). (No repairs or upkeep needed because you are selling the home, not renting it.)

Example: Buy home for \$25,000 (0 down, \$250 month @ 0% seller held note) > Fix needed repairs > Find a buyer to purchase home for \$45,500 with \$5,000 down and monthly payments of \$750 @15.5% interest (you can sell for 30%-50% over market value because you are holding payments) > You pay out \$250 each month > You collect \$750 each month. > **You profit \$500 net each month** > You make \$65,000 over 10 years (\$65k is total with principle and interest of all payments minus original purchase price.)

**Rent your monthly home for monthly cash flow.** I do not like renting. Renting attracts tenants with 'renter mentalities.' You should want to sell your homes to people who want to live there forever and do all their own repairs. If you rent your mobile be prepared for some challenges that come along with being a landlord.

Example: Buy home for \$25,000 (0 down, \$250 month @ 0% seller held note) > Fix needed repairs > Find a renter to pay you market rent at \$750 plus security deposit > You pay out \$250



a month to your seller > You collect \$750 each month for as long as home is rented. > You profit \$500 net each month (repairs and upkeep are needed because you are not selling the home, you are renting it.)

### **Q3. How much money do I need to get started?**

There are initial upfront costs to getting started such as; Advertising, Closing costs, and other expenses. Nobody knows your finances better than you. You do not need to set aside a large amount of money to start investing. \$5,000 will be enough to start investing comfortably. Any amount over that will make it easier to start investing. Any amount under \$2,000 will slow your “initial progress”. Starting with little money to invest will not hinder your ‘long-term’ growth, and in fact will force you to create more ‘creative’ cash-flowing deals.

> \$5,000 start up capital = Great

> \$2,000 start up capital = Good, you may have to pass closing on few deals due to lack of capital, but you may still wholesale these deals.

< \$2,000 start up capital = Keep saving up until you save \$2,000 or more to begin investing.

### **Q4. How do you purchase mobile homes attached to land? How do you purchase mobile homes in parks? What are the steps?**

Mobile homes that are attached to land are similar to purchasing traditional property. Mobile homes with land that you will be buying are considered ‘real property’ instead of personal property. It is for this reason that there are many more detailed steps to purchasing and selling mobile homes with land opposed to buying/selling mobile homes within a park. Both are equally profitable and I recommend investing in both.

**Homes attached to land: You are purchasing home and land.**

#### **1. Find property for sale**

Find property using list of methods from question 11 and more.

#### **2. Negotiate a winning deal**



Here's where a lot of investors fail. Make sure you purchase the home for the TRUE best terms/price possible. How will you know if it is the best price? You must reveal what seller's minimum need. There is only one way to find the seller's rock bottom price; the seller and you must team up to sell the seller's problems. Realize that it is light-years easier to get your offers accepted when you know the seller's real lowest need to sell. Use creative techniques to purchase without cash.

### **3. Begin closing procedure**

Choose investor friendly title company or closing attorney to close you deals.

### **4. Close on home and land**

Close at office.

### **5. Make any necessary repairs.**

See question 16.

### **6. Sell for profit**

See question 2 and 18.

## **Homes in parks: You are only buying home**

### **1. Find property for sale**

Find property using list of methods from question 11 and more.

### **2. Negotiate a winning deal**

Typically you will not be purchasing mobile homes with mortgages when they are inside a park; there is simply too little profit margin. Use creative techniques to purchase mobile homes without cash or credit.

### **3. Close on home**

Feel free to close at the subject property or any other location. There are significant benefits to using a title company or closing attorney's office to close, but with homes in parks this is not necessary. Mobile homes inside parks do not require title insurance, doc or state tax stamps, recording fees, etc.

### **4. Make necessary repairs**

See question 16.

## 5. Sell for profit

See question 2 and 18.

### Q5. What is your Buying Funnel? How many mobile homes do I need to make \$100,000/year?

It's no surprise that mobile homes make money. **But how much cash-flow do you want to make per year**

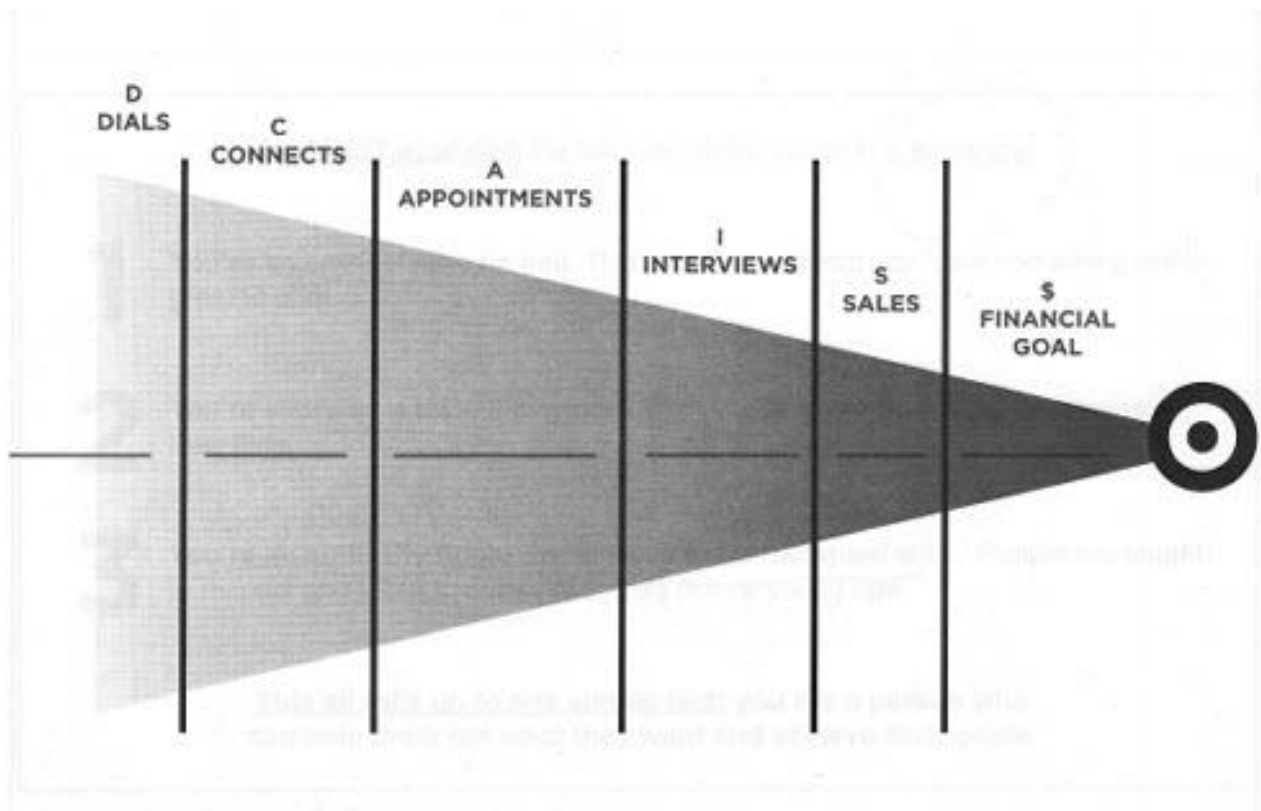
#### Expected Profit:

Wholesale and Retail expected profit = \$8,000-\$15,000 cash profit.

Buy and hold expected profits between \$250-\$750 NET monthly, plus an average non-refundable down payment of nearly \$6,000 per mobile = \$9,000 - \$15,000 cash profit.

**Every mobile home** following the Mobile Home Cash-Flow System© (buy/hold, retail, and wholesale) will generate an average of **\$9,000 NET** cash profit your first year.

Based on the above figures you can now *work backwards* to calculate the number of *Outgoing* Calls needed to make your target income.







**Financial Goal:** Enter the dollar amount you wish to earn this year –AIM HIGH!

**Sales:** Your yearly cash goal divided by \$9,000.

**Interviews:** (negotiations) Your interview process will increase conversions with time. A brand new investor should have no problem converting 33% of their 'Interviews' into 'Sales' using the MHM System and daily coaching.

**Appointments:** (First Visits) These conversions are high around 50% for new investors because of the Mobile Home Mastery's prequalification process.

**Connects:** (Prescreening) A 'Connect' is a call that connects to a seller. Except to convert 10% - 20% of 'Dials' to 'Appointments' using the Mobile Home Mastery's - Constant Contact Technique. (Your tractable average will increase with practice) Multiply Appointments by 8 to determine the approximate number of connects you will need to make to reach your Appointment goal.

**Dials:** Dials are phone calls to any seller where they answer or not. This is the only factor you control. Multiply Connects by 1.2 to determine approximate number of Dials you must make per year. Divide this number by 52 week in the year.

A huge weight off your shoulders when you realize *you control nothing except for the number of dials you make per week*. The seller doesn't have to answer the phone, meet with you for an appointment, or sell you his home. Fill your buying funnel with 'Dials' then by default you will be profitable.

You must have an executable action plan to take you where you want to go! Simply saying you want to make a lot of money this year won't cut it. Use the "Buying Funnel" above to accurately plan the weekly 'Dial' goals you will need to make \$100,000.



**Bonus Q: What is the difference between mobile homes in parks and on land?**

*Tons!*

The paperwork, closing procedure, selling techniques vary drastically between the two. A mobile home inside a park can be purchased and closed on within minutes by a trained chimp. You will be required to pay a park monthly lot/pad rent for the use of their land. Closing costs are less than mobile homes attached to land.

Mobile homes attached to their own land should be closed through a title company or closing attorney. A title search must be preformed, closing documents notarized and filed into county public record. These mobile homes are significantly more expensive because you have just purchased land as well as the mobile home that sits on it. These homes are great because they appreciate in value.

**Q6. How can I make money if mobile homes depreciate in value?  
What about mobile homes attached to land?**



Mobile homes that are not attached to land do technically depreciate. This does not have to affect your cash-flow in any way... here's why. Although the 'blue book' value of the home may go down year to year (like an automobile), this only affects you if you were to insure or refinance your mobile home (we certainly do not refinance mobile homes within parks). You are still able to sell your mobile home for OVER this 'blue-book' value if you sell the mobile home for monthly payments.

But if they depreciate wont people pay less? A common misconception; our tenant-buyers are happy to pay our total selling price because they know they are getting a fantastic opportunity to OWN a home of their own. Where else can buyers get the chance to own a home of their own for \$X (X = An amount equal to 5 to 20 monthly payments) down and \$Y (Y = comparable monthly rent) a month. Remember our buyers are hard working people that can't or won't get approved from a bank but desperately want to own and stop renting.

Mobile homes attached to land appreciate as the land appreciates. Most of the property value is in the land.

## **Q7. If I am interested in buying mobile homes inside preexisting parks; how do I find the easiest mobile home parks to begin looking at for mobile homes?**

Mobile home parks are not all created equal. Parks can and often do restrict who they allow to live inside their gates. Remember mobile home parks are owned by a single person or corporation. They may choose to whom they rent their land to.

### **The 4 most common mobile home park restrictions are:**

Age restrictions mandate that anyone under a certain age (typically 'under 55' or 'under 40' years of age) is not allowed to live in any homes in the community.

No Age restrictions allow for all ages of people to live in these parks, these parks will appeal to the widest group of your buyers.

Pets may or may not be allowed in the park. Parks may also restrict the number and breeds of pets allowed.

Rental only: The owner of the mobile home park may own all the mobile home units him or herself. If this is the case he or she will rent the homes out to renters only. These homes are not for sale, just rent. You will not be able to buy homes in these parks. The opposite of rental



parks are 'owner-occupied' parks, all or most of the homes inside these parks are owned by individuals. You will be investing in these parks, dealing directly with the mobile home owners themselves.

Credit scores and Criminal history: Almost 100% of all parks will glance at a new buyer's credit history. Do not worry about needing a 700 beacon score to move-in. Ask every park what their credit and criminal history requirements are to move in. Credit and criminal history is important because it shows the quality of home owners currently in the park and how easy it will be for you to resell you new mobile home. The lower the credit score and rougher the criminal background the park will accept means the more prone this park is to drugs and criminal activity. On the other hand, if the park only lets in A+ credit and no criminal history it can be very difficult for you to resell the home with ease. Most parks have a good grasp at judging character and quality of potential tenants, so this should not become an issue.

In my experience:

1. Owner-occupied
2. All-age Family mobile home parks
3. Pet friendly

Parks with the fewest restrictions will appeal to the widest group of buyers. Higher demand = higher price

### **Bonus Q: If a mobile home park changes it rules after I have bought a mobile home in the park; am I exempt from these new changes?**

Let's say for example that the park has just decided that all mobile homes in the park must NOW have central air-conditioning (instead of window a/c units). Will you now be responsible to conforms to these changes? The answer in most cases is NO, the prospectus and agreements that you have signed when you moved into the park (or bought a home in the park) should state the rules and regulations you and your buyers must obey. Anything added after is none of your concern. However, when you finally resell the home, your new buyer(s) must be responsible for these changes. Always ask the park manager if there are any upcoming changes to the parks prospectus that may affect you in the near future.

### **Q8. Do I need any licenses to start buying and selling mobile homes? (Whether in parks or Attached to land)**



Mobile Homes on their own land:

NO, you will not need any sort of dealer license or Realtor license to purchase and resell a mobile home attached to land. You are simply buying and resell property that YOU own. If you were buying and reselling property for other people then you would be acting as a Realtor and therefore need a license.

Mobile Homes in preexisting parks:

Some states require a mobile home dealer's license be bought if you purchase and resell over a certain number (check your states manufactured housing department) of mobile homes in parks per year.

In most states this licensing is voluntary on your part. A dealer's license was originally created to protect the public from shady and corrupt mobile home dealers selling homes with outrageous interest rates to people that could never pay them off. The 'dealer' licenses were originally made for mobile home dealers that own their own lots with inventory (imagine a used car lot for mobile homes).

However if you are a single investor, holding no inventory, investing in 10, 20, or 30 mobile homes yearly it is your sole responsibility to inform the state that you are of dealer 'status'.

My advice to you is to get your first few deals under your belt, make some money, and see that this mobile home thing actually works! Then decide to get your license or not. In most states it is a simple class and fee.

## Q9. How do I begin making money with mobile homes without using any of my own money at closing?

I love this question because it really demystifies 'creative' mobile home investing. I started investing in mobile homes with just under \$2k to start. I needed to find ways to legally purchase mobile homes that I could resell for a profit and quit my 2 day jobs.

Here is how you can purchase a mobile home without using any of your own cash today:

**Most people think about buying an investment mobile home this way:** Find a property you like, negotiate a price, Go to a bank, apply for a loan, get approved, use the bank's money to purchase the home, make payments to the bank until my loan is paid off or I resell the home.

**Here's how profitable investors think:**



Find a property you like, negotiate a winning deal, close on the property and move deed into your name (or company's name), NOW give the seller a legal I.O.U. (called a Promissory Note for Mobile Homes) to pay them in any number of ways (monthly, annually, other), you pay seller until paid in full (No Banks req).

What are the benefits to purchasing homes this way?

You can purchase any mobile home (even if there is a current mortgage on the home) and bring ZERO to the closing table. You can close in a matter of days not months because you are not having to wait for a bank's underwriting approval. Keep your cash in the bank, don't hold up your credit, and get a 0% loan for free (no bank loan charges).

*It's the single best underutilized tool to buy property if you do not have all cash to purchase a mobile home.*

## **Q10. What are your most effective ways to find inexpensive mobile homes for sale?**

There are dozens of methods I use to finding mobile homes. It is better to have mobile homes leads coming to you from a variety of sources rather than just a single source.

A few of my favorite ways to find sellers are:

**Expired listings in the Multiple Listing Service, Lead buying, Delinquent Property Tax, Code violations, Driving for dollars, For Sale By Owner Signs, new divorce records, Lis Pendes list at the courthouse, Boarded and vacant homes, Bulletin boards, Local radio, Targeted mailings, Group Mailings, Ants and Bird dogs, Non-Owner occupied houses, Foreclosure lists, Bankruptcy courts, Craigslist, Backpage.com, Forsalebyowner.com, Buyowner.com, Zillow.com, Newspaper, small local penny saver newspaper advertisement**

**Expired listings in the Multiple Listing Service:** Mobile homes that are listed with Realtors and do not sell with those Realtors become expired from the MLS. It is at these exact times of 'expiration' that you want to be contacting these mobile home sellers.

**Lead buying:** I am a big fan of purchasing "good quality" leads. One of my favorite LEADS TO BUY is 'home owners with 30, 60, 90 day deficiencies on their mortgage loans'. There are



companies locally and nationwide that specializes in generating unique lists of people to sell. This information is collect from a variety of state, banking, and government agencies. Expect to pay .15 to .65 cents per lead.

**Delinquent Property Tax:** Concerning mobile homes attached to land; it is the responsibility of property owners to pay for their real estate property taxes every year. If the owners are having troubles they may not be able to pay for this substantial cost. This is a great precursor to a “motivated” seller. Send investment mailings with a letter saying “Keep my number just in case.” The owner may not even be trying to sell his home currently, however in a year if the taxes are still not paid, fees can stack up fast and motivation may set-in if the sellers cannot afford these costs..

**Code violations:** Call your local county and city’s code department for an “up-to-date” list of current code violations and their addresses. You will have to screen through to find mobile homes violations opposed to traditional site built homes violations.

**Driving for dollars:** Drive around local mobile home parks and all others area of town that are prevalent with mobile home attached to land. Write down addresses of mobile homes with a very low curb appeal. Send investment letter to any home with overgrown lawns, a low pride of ownership, have telephone books and newspapers stacking up outside, broken windows, vacant and abandoned looking homes.

**Ants and Bird dogs:** An ‘Ant’ or ‘Bird dog’ is a person that looks for investment mobile homes for you to buy. These are typically friends, acquaintances, your local mailman, and other investors, anyone you know that needs some extra cash by bringing you potential mobile home property deals. Pay your bird dogs per deal you close on. Hand out the property information cards below and instruct your ants to fill one out for every qualified looking home.

<b>- Please Fill Out 1 Card for Every Mobile Home Property -</b>	
Date Found: _____	Phone number: _____
Property Address: _____	
Asking price: _____	Beds: _____ Bathrooms: _____

Condition/Repairs: \_\_\_\_\_  
Double-wide or Single-wide (circle one) Notes: \_\_\_\_\_  
\_\_\_\_\_

**By Owner Signs:** Drive around and call on all FSBO signs. Signs that say or mention “By Appointment Only” are typically a waste of your time.

**Records to mail invest letters to:** Divorce courts, Lis Pendes, Boarded and vacant homes, Non-Owner occupied houses, Foreclosure lists, Bankruptcy courts, Craigslist, Backpage.com, buyOwner.com, ForSaleByOwner.com, large and small Newspaper publications, Targeted mailings.

**Q11. Can I have a copy of the letter you mail to mobile home sellers?**

Sure! Here it is below. I have found that the more methods you give someone to contact you the more responses you’ll get back. If the seller’s mailing address is different from the physical address, use the mailing address on public record. I have had best results using yellow paper that is slightly heavier than regular printer paper.

Helpful Property Buyers  
Your address  
Your phone number  
Your fax number  
Your email address

Dear \_\_\_\_\_,

My name is \_\_\_\_\_ and I am an investor here in \_\_\_\_\_.

While going through public records I saw that your property at \_\_\_\_\_ may be for sale. We buy all homes in as-in condition and can close quickly. I am not a realtor, and am looking to purchase your home directly. We make fair and fast offers. If you would consider selling this property or one similar please call me directly at \_\_\_\_\_.



If you are interested in selling I would like to make an offer to buy your house. I look forward to hearing from you, or I will contact you as soon as I receive the information requested below about the property.

I look forward to speaking with you,

\_\_\_\_\_

I am asking \$ \_\_\_\_\_ for the property.

It is occupied or vacant (circle one)

Is the house rented?

How much is it rented for \$ \_\_\_\_\_.

The owners correct name: \_\_\_\_\_

Address: \_\_\_\_\_

Phone numbers: \_\_\_\_\_

Notes: \_\_\_\_\_

After I have received your information I will send you an offer to buy your house.

## Q12. How does the safe Act affect my investing strategy?

Many have even proclaimed that seller financing is dead.

This is completely false. The SAFE Act was emplaced in order to aid in the recovery and revitalization of our residential housing market. HUD's regulations state that

"the SAFE Act strives to enhance consumer protection and reduce fraud by directing States to adopt minimum uniform standards for the licensing and registration of residential mortgage loan originators and to participate in a nationwide mortgage licensing system and registry database of residential mortgage loan originators. It sets forth a nationwide minimum standard for the



licensing and registration of state-licensed mortgage loan originators."

This language is straight forward in its purpose to regulate mortgage loan originators and NOT investors.

As long as your mobile home and land packages consist of '4 units or less' you should not be deemed a mortgage loan originator.

### **Q13. What physical condition of mobile homes should I be looking for?**

Knowing your end strategy (how you plan on selling the home) will determine what condition home you are looking for. Most of the mobile homes you look at will be built between 1960 and today.

We use a scale of 1 through 5 to determine the interior and exterior condition of each mobile home: 1 being unacceptable and 5 being like new condition.

Due to mobile homes simple framework and economical structure repairs will typically be a fraction of the cost of more traditional housing. Most of the mobile homes you will be looking at will not have 'major' problems because they will be currently livable and being lived in.

5. Home is in 'like new' condition.
4. Home has minor cosmetic. (Cleaning, new paint, dents in outside siding, tears in carpets, etc) Home may be sold as is.
3. Home has major cosmetic damage. (New appliances needed, skirting missing, cracked windows, outside paint, holes in walls from kids or pets, etc.) Home may be sold as-is but it would be beneficial to complete some cosmetic repairs to be sold for a top dollar sale price.
2. Home needs minor construction: Minor holes in floors (simple piece of plywood will fix), broken windows, patching the roof, etc. These repairs can be complete by a handy person in under a couple days.
1. Home has 1-2 chronic problems. Leaking roof throughout home, bad termite infestations, walls are wobbly, etc. These homes have too many repairs in too many places, pass. (Exception: If the mobile home is attached to land and you can secure a price for less than the land value).



## Q14. What information should I collect from a mobile home seller over the phone?

Talking to a seller for the first time can be a little nerve racking. Use the form below to walk through your first conversation with the seller. Remember to listen to what your seller says! Listen for clues about their motivation levels, subtle positive/negative reactions to your questions, descriptions about their home, etc. Fill out form below.

\_\_\_\_\_ First      \_\_\_\_\_ Second      \_\_\_\_\_ Third      \_\_\_\_\_ Fourth      \_\_\_\_\_ Fifth      \_\_\_\_\_ Final

### Seller Questionnaire [1 per home]

Sellers Names \_\_\_\_\_ Phone # \_\_\_\_\_  
Sellers Address \_\_\_\_\_ Phone # \_\_\_\_\_

Age of Mobile \_\_\_\_\_  
# of Bedrooms \_\_\_\_\_ # of Bathrooms \_\_\_\_\_ Extra Rooms \_\_\_\_\_  
Measurements \_\_\_\_\_  
Repairs Needed \_\_\_\_\_

Central Heat \_\_\_\_\_ Air Conditioning \_\_\_\_\_

Exterior \_\_\_\_\_  
Electric      Bad      Fair      Good  
Plumbing    Bad      Fair      Good  
Roof          Bad      Fair      Good  
Walls         Bad      Fair      Good  
Floor         Bad      Fair      Good  
Carport      Yes              No

Sounds nice! But I'm curious, why are you Selling?

\_\_\_\_\_  
\_\_\_\_\_

Notes: \_\_\_\_\_

#### Offers to Seller (Make once you hang-up)

**Offer 1 (Cash)** \_\_\_\_\_

*All Cash Offer*

**Offer 2\***

Total \$ \_\_\_\_\_ Down \$ \_\_\_\_\_

Monthly \$ \_\_\_\_\_ # of Mo \_\_\_\_\_

**Offer 3\***

Total \$ \_\_\_\_\_ Down \$ \_\_\_\_\_

Monthly \$ \_\_\_\_\_ # of Mo \_\_\_\_\_

#### Park Info

Park Name \_\_\_\_\_  
Family  55+  Other \_\_\_\_\_  
Pets \_\_\_\_\_ Pool \_\_\_\_\_ Club \_\_\_\_\_  
Monthly Lot Rent \_\_\_\_\_  
Behind on Lot Rent \_\_\_ How Much? \_\_\_\_\_  
Park Managers Name \_\_\_\_\_  
Office Number \_\_\_\_\_

#### FINANCING

First Lien \_\_\_\_\_

Second Lien \_\_\_\_\_

% rates \_\_\_\_\_ Fix/arm \_\_\_\_\_

Cash Offer \_\_\_\_\_ / \_\_\_\_\_

Will seller accept Payments \_\_\_\_\_

#### Structuring Offers

Never be the first to say a price



Typical cash offer is \$500-\$8,500. Make 3 offers low so that negotiations may take place.

### Land information

(find this online)

Taxable value \_\_\_\_\_

Just value \_\_\_\_\_

Average comparable value \_\_\_\_\_

Land Notes: \_\_\_\_\_

## Q15. How do I know what price I should offer to purchase each mobile home?

This section can make or break you as an investor. I have seen other investors fail because they have made a few bad deals that they couldn't sell in time. Make sure to structure your offers knowing that you're going to make money, not just thinking you'll make money.

Maximum Offer for Wholesale/Retail mobile homes:

After Repaired Value **X 50%** - Repairs **- Wholesale Fee (optional)** = Your Maximum offer

Maximum Offer for Buy and Holding mobile homes:

*If paying with cash or bank financing:*

After Repaired Value **X 50%** - Repairs **- Holding cost** = Your Maximum offer

*If buying homes using "No Money Down" techniques*

Unfortunately there is No formula for establishing a maximum offer with these types of deals. The reason for this is because there are too many variables that go into making a great 'No Money Down' deal. Each home and seller's situation is different. If I gave you a formula here it would be a disservice for you because this would limit your ability to make acceptable offers.

I had to learn how to put these deals together by trial and error, perhaps now that is why I feel most comfortable structuring killer "No Money Down" deals that other investors just seem to grasp how they are being put together. The secret is easy when you know the magic behind it. **It is for this reason that I highly recommended surrounding yourself with other mobile home investors as well as getting yourself a coach to help advise you.**

## Q16. Will I need to do repairs?

Depending on your comfort level around a tool box, you may be inclined to fix some repairs yourself. If you know nothing about home improvement, find yourself a sober and honest handy-man. I have always used my buyers (that are making me payments) as handy-men or women. Statistically many of your buyers will be handy with repairs.

Be aware the nicer you make the home for resale the more down and more cash-flow monthly you may be able to profit. It is your choice to fix the current damages or sell the home as it. If you choose to do your own repairs and are unsure of what you are doing go to your local library and check out a DIY Home Repair book.

Personal Note: I always try to spend less money to fix a home than I plan to receive as a down payment.

## Q17. What is the quickest way to sell my investment mobile home?

The quickest way to sell your mobile home is to appeal to the most buyers that would say yes to your offer. Higher demand = Higher price. I always try to sell for All Cash and Via Payments. I market to sell both ways and sell to the first qualified buyer with money in hand.

Selling the home via monthly payments attracts the most buyers for you mobile home. Advertise your mobile home property for sale with 'No Banks Required.'

It is important to structure your advertising methods to draw as many buyers to your home as possible. The correct headlines will get your phone ringing off the hook with motivated buyers.

**What about competing with other 'mobile home for sale' this way in my area?** Easy! Your mobile home has to either be in: 10% nicer in condition or 10% less expensive (in either down payment or monthly payments) than your competition. If your home is less expensive and better quality than your competition your home will sell first and for more money.

## Q18. How does your Automatic Selling Funnel work?



My automatic sales funnel is designed to help remove you from almost every part of the selling procedure. Before establishing this process, whenever I wanted to sell a mobile home (via payments or all cash) I would have to do the following:

1. Advertise the home for buyers
2. Receive, answer and screen all the calls from potential buyers
3. Meet each potential buyer at the home, open the door, and show them around
4. Negotiate any questions, comments, and concerns they had
5. Have potential buyers fax me background check so I could fax them to my background screening company
6. Call the buyer and tell them they are approved or denied
7. Meet with the seller at the property to sign paperwork

Now I simply advertise my home for sale, give potential buyers that are seriously interested the door access code, and sign paperwork with my buyer at the closing.

How'd I do it? I outsourced everything I could, and you know what, not only did homes sell quicker but I made **more money per deal** without ever being involved.

Here's how the Selling Auto Funnel works:

1. You advertise your home for sale.
2. Potential buyers are directed to call your local voice mail message service (I use [www.ringcentral.com](http://www.ringcentral.com))
3. On your prerecorded message potential buyers are given a detailed description of home, the financing requirement, directions from major a intersection, and instructions to call the number in the window once there.
4. Potential buyers that arrive at your mobile home and like the area and look of the home may call the number in the window (your number)
5. Once they call you can collect their driver's license and social security numbers, then give the potential buyer the lock box code for the front door and instruct them to call you upon their departure from the home.
6. They call and either love it or pass.



7. Instruct the potential buyers to fax their information to your background screening company and wait for your call.
8. Your background screening company emails you the results, you make a choice then call to accept or pass them.
9. Call the buyer to confirm. Set a time and date to sign papers.

## **Q19. What paperwork is needed to purchase a mobile home?**

Depending on your state the forms, closings procedure, and recording forms and costs may change slightly. Included below are the forms included within the *Mobile Home Cash-Flow System*

### Buying a Mobile Home (attached to Land)

1. Homeowner Information.
2. Authorization for Mortgage Information
3. Assignment of Insurance Proceeds
4. Agreement After Closing (opt)
5. Performance mortgage (opt)
6. Real Estate Purchase Contract
7. Warranty Deed to Trustee
7. Assignment of Beneficial Interest
8. Promissory Note (opt)
8. Land Trust Agreement (opt)
9. Limited Power of Attorney for Real Estate.
10. A Letter of Agreement and Addendum.
11. A Letter to the Lender (opt)
12. An Affidavit of No Liens
13. Letter of Understanding

### Completely Buying a Mobile Home in a preexisting mobile home park (No Land)

1. Homeowners information sheet
2. Bill of Sale
3. Power of Attorney
4. Promissory Note (opt)
5. SOL (statement of Ownership) (opt)
6. Copy of Owner's ID

### Complete Wholesale Transaction

1. Homeowner Information
2. Performance Mortgage
3. Real Estate Purchase Contract
4. A Limited Power of Attorney for Real Estate
5. Assignment of Purchase and Sales Agreement

## **Bonus Q: What is your Perpetual Buying Funnel?**

What do most investors do with mobile home seller's phone numbers that they have called on and made no deals? Most investors throw valuable mobile home seller leads away after only one contact with the seller. So what if you don't make an instant connection the first phone call? So what they aren't that motivated to sell? Things always have a way of changing!

The Perpetual Buying Funnel is a method of keeping all these mobile home sellers in our buying funnel. Through a series of timed letters, emails, text messages, and phone calls we maintain the ability to convert a less than 'motivated seller' into a great deal with time.

Each letter building upon the last one to eliminate sellers' objections and build belief in you and your company.

## **Q20. What should I do now? If you were starting over, what would be some of the steps you would take to get the ball rolling?**

**1. Learn a solid foundation:** Get educated about mobile home investing. Do not simply go out and invest in a few mobile homes and try to make money. There is an old saying that says, "You don't know what you don't know." Don't let a simple mistake cost you thousands, a good investing course is cheaper than a bad deal any-day!

**2. Make money while you learn.** I highly recommend surrounding yourself with successful and experienced investors/mentors that are where you want to be. A mentor can allow you someone to consult with on deals; also get help with structuring offers, advertising advice, avoid holding costs, save money on repairs, help answering investing questions, etc. Mentors are priceless when you are learning.

Spend a few extra dollars learning how to invest the right way will save you headaches and money immediately.

**3. Take action and don't delay.** As you read this eBook about mobile home investing there are mobile home deals in your area (perhaps not even on the market yet), if you don't buy them someone else will. Don't be like so many investors that spend money on investment products





and never do a deal. Mobile home investing is not hard, in fact it's quite easy with a little practice, but you must get past the initial learning curve first.

**4. For your first few deal; buy one – sell one – buy another.** Do not buy too many mobile homes to start just because they are great deals. Get one, get it setup, and running right - then do another one. This will keep you safe while you are learning.

### **The End**

I hope that this information has been extremely helpful in your quest to better understand how to successfully invest in mobile homes. Send your questions to [Support@MobileHomeInvesting.net](mailto:Support@MobileHomeInvesting.net)

Sincerely,

A handwritten signature in blue ink that reads "John Fedro".

John Fedro, Creator of the Mobile Home Mastery System & Daily Coaching