

# Topics Covered:

**FL Court Case**

**Les Goss:** Foreclosure to TFA

**Sara Kranpitz:** NoteExpo Learning Leads to Success

**Troy Walcott:** Conflicting Documentation

**Complete the NoteExpo Survey**

I have a house at 512 W Paulson in Lansing that I bought from you as a performing note over a year ago. We never received a single payment and finished the foreclosure on October 27. Our bid of $26,700 was not surpassed by a buyer, so we own it now. We probably have about 20K in it now.

The property has been abandoned, so we get the property back on Nov. 25, well ahead of the usual 6-month redemption period. I will have NAA secure it, clean it out and winterize it at that point. Then we'll see what needs to be done to fix it up.

I'd like to do the turnkey process with it, but the RentFax RISC score came in at 19.84, so it's not a gimme. The housing, economic and occupancy all show strong green bars. Crime shows a small red bar, but it's the big red education bar that brings this neighborhood down. The schools are just weak in that area.

This is a 2-bedroom, so it may not appeal to large families anyway.

I didn't pull the full RentFax ProForma, but Rentometer shows median rents at $668. Zillow lists it at $55,100 and Trulia shows a totally green crime map.

What's my best move at this point? I think I should get it ready to rent and then use your vendors to fill it with a good tenant, so even if it won't sell to a cash buyer looking for a loaded rental at least we'll start getting some income.

I didn't see NDS or NPS in your list of vendors in the training area, so I'm not sure how to access those or how to bring them in if that's what we decide.

**Les Goss**

1. **Get proper valuation (First Valuation)**
2. **Already ran rent fax.**
3. **NAA go to property for prop pres. Get a rehab est. at the same.**

I just had my first success in the note world and I wanted to share it because its due to something I learned at Note Expo!!!  It has taken me about 7 months to see some results and I was starting to feel pretty beaten down.  Seven months is not too terribly bad of a time frame since I am on the NPL side, but still, the morale boost is HUGE.

This is on one of the first notes I bought - a NP land contract in Marion IN for $3,750.  Outstanding balance was $16,925 and they hadn't paid since 8/2013.  They have a past due balance of around $7,700 and they don't qualify for HHF because IN doesn't accept land contracts.  The borrower had a loss of income due to a family illness and is now back on track again but he can't come up with a large chunk to put towards the past due balance.

After hearing Kevin Moen's case study I got in touch with Kendric at NAA and told him what Kevin did and said I'd like to offer my borrower the same thing (6 months of on time regular PITI payments and setting up an escrow account because there wasn't one prior and then I'd move the past due balance to the back of the loan).  NAA presented it to the borrowers and they are thrilled because the only other option we had was them vacating the property.  Now they get to stay in the home and I have a reperforming note.  Such a simple solution but seeing Kevin Moen put it in front of us was the lightbulb moment I needed.

**Sara Kranpiptz**

Title report shows property under the name of Jeffrey Starai.  Property address is 3 West Canfield.  Quick Claim Deed from April 2007 recorded date 5 15 2008 shows transfer from Calli Shannon to Jeffery Satrai.

The question is if this is on record since 2008 why is it still showing Shannon the only person on public record now?

How did the company Title Company start to look for this information and how did they find it. {PUBLIC RECORDS}

What would I have needed to do this myself? {netronline.com}

I've attached a docket number from Public record to show the history?  Calli Shannon is the one recorded on title as far as the bank sees.   Was I looking in the wrong place in public records?  Now where do I go from here?  Calli Shannon shows on record. If this was a case where the deceased property was transferred over to a new owner and the new owner never recorded that transfer could that cause an issue if they never decide to record how could I resolve that issue.  I have attached documents.

**{watch the video}**

**Troy Walcott**

[](https://noteschool.infusionsoft.com/app/linkClick/2506/08136d0cced612cc/11279017/1b82130de140aee1)

 We want to thank our NoteSchool mentor students for helping make our 5th Annual Appreciation Event and NoteExpo 2016 a tremendous success! At NoteSchool, Colonial Funding Group and Colonial Capital Management, we recognize firsthand the power of your engagement. Our drive to innovate and produce content that moves your business forward is the key to our mission. It is our goal to continually transform our event to become the must attend event for the Note Industry going forward.

Please help us by completing a brief [**survey**](https://noteschool.infusionsoft.com/app/linkClick/34347/855c2c4697825b99/11279017/1b82130de140aee1) and tell us what worked, what didn't and how we can make NoteExpo 2017 even better.

We look forward to seeing you at the 6th Annual Appreciation Event and NoteExpo 2017 November 2nd, 3rd and 4th at the Hyatt Regency in Dallas, TX. To keep up with all the latest follow us on Twitter @NoteExpo.   

**New email for Content Docs Submissions**

<https://www.dropbox.com/request/Enk7QksdLwgqXgVMK2Bz>

**New email for closing issues** (Includes request for any missing executed post-closing docs)

[**PostClosing**@colonialfundinggroup.com](mailto:PostClosing@colonialfundinggroup.com)

**If you want to Purchase Assets from the call:** [**Offering@colonialfundinggroup.com**](mailto:Offering@colonialfundinggroup.com)

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