

LOANCARE ACCOUNT SERVICING

For Seller Carry-back Owner Financing

ALTERNATIVE FINANCING SOLUTIONS THAT HELP MOVE PROPERTY

Do you need options for sellers who want an income stream versus a lump sum, or for buyers who cannot qualify for institutional financing?

Owner Finance is an option that many overlook. Those retiring now are from the boomer generation and may either own their home free and clear or have substantial equity. They may not trust the volatility of the market and need an alternative. Owner Finance, when done responsibly, can be that option. The seller carries back a contract or note and deed of trust in which they and the buyer set the rate, payment and terms. With due diligence the seller can establish an income stream with their property as security. Thus getting a higher rate than a CD or money market and less risk than the market.

The pool of buyers who can qualify for an institutional loan has shrunk. It may be due to a short sale or other credit difficulties. Their credit score knocks them out of institutional financing. Owner finance affords them an opportunity to still get into a home. With careful review the seller may be willing to carry back the financing for these buyers.

The benefits of owner finance come with a variety of challenges so leave the details to **LoanCare Account Servicing**.

Once the contract or note and deed of trust are executed and of record, let **LoanCare** handle the accounting needs. **LoanCare Account Servicing** is ready to help you manage payments, year end statements, 1099 and 1098 IRS reporting, insurance and property taxes, lien release after payoff, professional customer service, access to our 24/7 client based website to track payments and loan balance, and late payment inquiries—just to name a few.



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“Our goal is to be an asset to your business.”

