

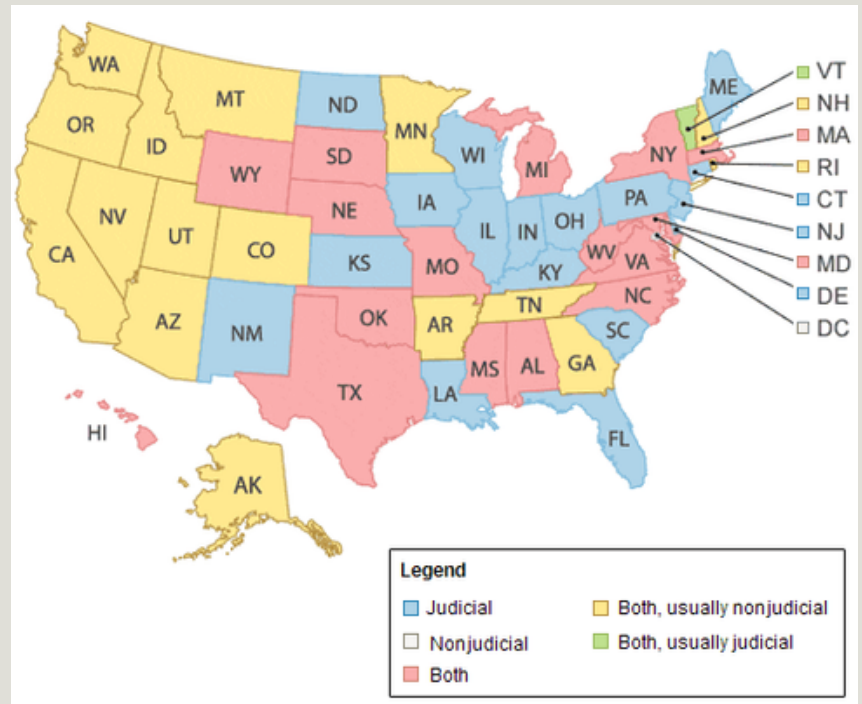
## Judicial vs. Non-Judicial States

If you only buy notes secured by property in non-judicial states, the U.S. Supreme Court says you are not subject to some of the provisions of the Fair Debt Collection Practices Act (FDCPA).

Colorado homeowner Dennis Obduskey received a foreclosure notice from the law firm McCarthy & Holthus. He sued, claiming protection under the FDCPA, which states that a debt collector must cease collection until it obtains verification of the debt and mails a copy to the debtor. The Supreme Court ruled that McCarthy & Holthus is not legally a debt collector because it only pursues non-judicial foreclosures (*Obduskey v. McCarthy & Holthus*, 139 S.Ct. 1029).

Online notaries are now a reality. You can be anywhere in the world and get your documents notarized. A notary, however, must be physically located in the state where they are commissioned. [NotaryCam.com](http://NotaryCam.com), [DocVerify.com](http://DocVerify.com) and [Notarize.com](http://Notarize.com) offer that service. DocVerify says it is legal in 37 states, and other states are considering it.

In some states if your bank account is inactive for as little as six months, the state will steal your money without notifying you. This can be checking, savings, college, 401K, etc. One of those six-month states is Pennsylvania. Georgia will steal your money after a year of inactivity.



If you have inactive accounts, either close them now or show some activity. The same goes for any credit cards you rarely use. Otherwise, the card company may close your account and damage your credit rating.

(Continued on next page)

# (Continued)

As the Roman Empire was collapsing because of its unfunded military pension liabilities, it devalued its currency by removing 90% of the silver from its coins. The U.S. did the same in 1965. FDR confiscated gold from private citizens and signed a 94% top income tax rate. Recently Congress held hearings on seizing retirement accounts and putting them into a government-run investment fund (how's that working for Social Security?). History testifies that government will resort to virtually anything to fund itself, including (especially) plundering its own citizens. Franklin Sanders has some advice about how to protect yourself and your family at [The-Moneychanger.com](https://www.themoneychanger.com) and [Volunteer Precious Metals](https://www.volunteerpreciousmetals.com).

*Bill*

W. J. Mencarow

President, [The Paper Source, Inc.](https://www.thepaper-source.com)

*P.S.*

*Watch the video below to learn more about a cause that is near and dear to Alison's and my heart. [Echo Hill Ranch](https://www.echohillranch.com) is a child-centered camp located in the Texas Hill Country for boys and girls of Gold Star Families, of Fallen Military Heroes, and those of Fallen First Responders. No one takes a salary at Echo Hill. Everyone is a volunteer, mostly retired and active duty military. And Echo Hill spends no money on fundraising. Every penny donated goes toward giving these children, who have lost so much, an experience they will never forget. Most of them have never met another child who has gone through what they have. Who knows what an impact your donation may have on their lives?*







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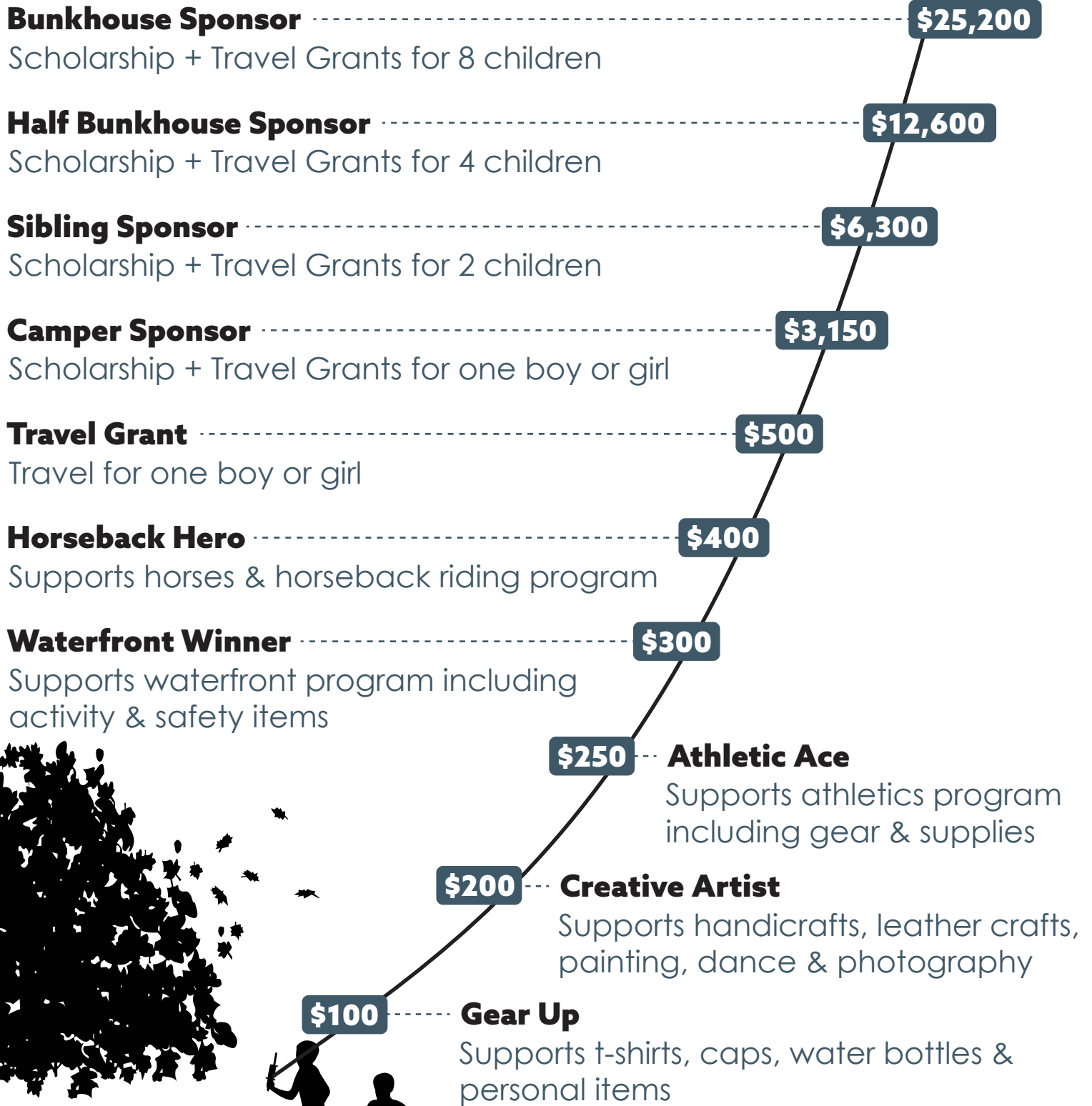




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Gold Star Camp is a 501(c)3 nonprofit. All donations are tax exempt.

# The Economics of Seller Financing

By Tom Henderson

**The price of real estate is directly proportional to the financing available.**

Keeping this axiom in mind, let's examine what it means when seller financing is being touted as a primary exit strategy.

How often have you heard "you get a higher price by using seller financing"? It should be noted here that you might be able to get a "higher price" for your property using seller financing, but not necessarily more money. What do I mean by this?

Let's take an example of you having a house that sells for \$100,000 and the buyers are able to obtain financing from a bank. How much cash will you, the seller, receive? \$100,000, RIGHT?

What if someone were to offer you \$80,000 CASH for the same house? Would you accept the offer? Why, heck no. Why?

Because the buyers can obtain some type of conventional financing and you could get the full \$100,000 and not have to take a \$20,000 hickie. In other words, your house is worth \$100,000 CASH because buyers can easily obtain bank financing to purchase your property.

Now let's take this same house, except banks are not lending except to those with high credit, verifiable income and large down payments, as well as the property being located in high-value areas, and in good condition. In order for you to sell your property, you are FORCED to seller finance.

So you sell your property and take back a \$100,000 note. However, if you were to sell your entire note for cash, in today's market you might receive only \$75,000 if your interest rate is 6% or below. (Which is why partials are so popular. You don't have to take a large discount).

With this in mind, the offer of \$80,000 cash for your house is looking better. Would you accept? Maybe, because \$80,000 CASH is more than the \$75,000 you would receive from the sale of the note. The point is, because of lack of financing, your \$100,000 house is really worth only the \$80,000 cash offer if you want to convert your note to cash.

We are back to the Number One myth most note holders believe: "A \$100,000 note is the same as \$100,000 cash."

Applying the myth that a note is the same as cash one step further and you will deduce that a house that sells for \$100,000 and is financed by a bank has the same value as a \$100,000 house that sells with seller financing. We know better, don't we? (This false logic is one weakness of appraisals which do not distinguish between seller financing and conventional loans when pulling comps.)

Taking this mythical concept a step further, many believe that since the property seller is employing owner financing as an exit strategy, they can command a higher price and/or interest rate since the buyer cannot obtain conventional financing. This can be a profitable strategy if the property seller plans on holding the note to maturity.

# (Continued)

Why? Let's look at a couple of examples. Suppose a house has a value of \$100,000. Since the borrower cannot obtain conventional financing, the seller decides if they are being forced to seller finance, they will sell the house at a premium of \$110,000.

Will the borrower ever be able to refinance the property to cash out the note holder? Nope. Why? Because when the bank does an appraisal and discovers the property is worth only \$100,000, it becomes evident that the property was upside-down going out the gate. The same can be said for a potential conventional loan for a new buyer should the payor decide to sell the property.

Selling an upside-down note will not bring premium price even if a note buyer can be found. The axiom that proclaims a note is not the same as cash cannot be better demonstrated than the example of an upside-down note. This scenario is exacerbated if a balloon is added to the equation. Do not be misled into thinking if a balloon is added to the note, you will get your money back quicker. The probability that a seller-financed note with a balloon will be paid off is extremely low. A note where the balance is above the property value makes it virtually impossible to get conventional financing to pay it off.

Does all of this mean not to use seller financing as an exit strategy? Heavens NO. There are some very lucrative techniques employing seller financing that will increase your wealth. Just realize that a note is not the same as cash.

More importantly, REMEMBER: the price of real estate is directly proportional to the financing available. If you are forced to implement seller financing to sell your property, you might get a "higher price," but as we have seen, a higher price does not translate into more money.

Recommendations: Buy properties at rock-bottom prices with all cash and/or buy with seller financing with favorable terms that provides immediate exit strategy. More importantly, become aware of alternative exit techniques, like partials or wraps that will allow you to achieve exceptional returns. As long as seller financing remains a primary strategy to exit your property, knowing how to effectively structure notes to achieve maximum value will be paramount in increasing your wealth.

Remember: Since the price of real estate is directly proportional to the financing available, seller financing gives a property a different value than does conventional financing.



*Tom Henderson has been buying notes and real estate since the 1980s. His tell-it-like-it-is approach has made him a much sought-after speaker, author and instructor nationwide. Tom is considered by many as "the best-kept secret in note education."*

*He is president of [H&P Capital Investments, LLC](#), which buys, sells and trades owner financed notes. He writes only for his newsletter and for THE PAPER SOURCE JOURNAL*

# Economic Reading Recommendations

If you are interested in economics, I know of no better reading than these:

- [The Road to Serfdom](#) by F.A. Hayek
- [Why a Socialist Economy is Impossible](#) by Joseph T. Salerno
- [The Constitution of Liberty](#) by F.A. Hayek
- *Education in Economic Liberty* by Wilhelm Röpke in [What is Conservatism?](#) (edited by Frank S. Meyer)
- [America's Great Depression](#) by Murray Rothbard
- [In Defense of Demagogues](#) by Murray Rothbard
- [The End of Socialism and the Calculation Debate Revisited](#) by Murray Rothbard
- [A Radical Right-wing Alternative](#) in the New York Times, 1971
- [Dan McCarthy](#) "Conservative Conversations" special lecture

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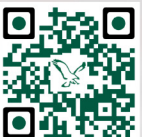
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# When Marketing for Notes, the Order Matters

By Jeff Armstrong

In the world of journalism, a very well established approach suggests that every article needs to address the 5 W's and 1 H in order to deliver a complete story:

**Who, What, When, Where, Why and How**

While I've found that these questions are great questions when writing virtually any fact-oriented type of writing, in terms of marketing I've found that there are rather substantial returns if you organize your thoughts around these core questions in the exact right order.

They are the same questions, but the order is mixed for your marketing sequence in the order of **Why, What, How, Where, When and Who**.

When it comes to marketing for notes, the order matters. I like to structure my thinking in multiple paths, with some being high level and other ideas and activities way closer to the ground. That said, more often than not if I'm spending too much time close to the ground, my efforts tend to get too narrow or too fragmented, and I'm pretty sure I'm not alone in this regard. Something about missing a forest for the trees comes to mind.

And more to the point with regard to the way you order these questions, my marketing methodology is focused on strategy driven tactics, and then using those tactics to advance the strategy. While there is a need for a healthy balance between tactics and strategy, leading with tactics can be a perilous approach.

So, what does this have to do with the order of the questions? Frankly, everything – because if your marketing is all about throwing \*stuff\* against a wall, I'm pretty sure that no matter how you slice it, you are going to end up with \*stuff.\* Ending up with \*stuff\* is not what is considered ideal.

So here it goes—my preferred method for tackling these questions—in the order you will want to tackle them to maximize your return on your note marketing efforts.

**Why** - I like to start with “Why,” because it forces me to address on a broad level why I might be doing something. If I can't find a good business reason that is tightly aligned with some specific goals, then there is a pretty good chance that I should be doing something else instead.

**What** - What exactly is the intended activity? Often this is a question that will need to be revisited, because when you get further into the sequence there is a good chance you are going to make some marketing discoveries. The intent is to determine what exactly you are going to be doing. At this stage, you should already know why you are doing it.

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# (Continued)

**How** - Just because you might know what you are doing (for example, targeting small towns with lots of mobile homes) you do not necessarily know how you are going to go about doing it. For a direct mail letter or classified ads, the answer is easier – you are going to research (you do research don't you?!), and then you'll write the content of your letter, postcard, ad or blog post. But for a more detailed campaign the "How" question can be pretty complex. You would never start a process with "How."

**Where** - The "How" leads to the "Where." We know how we want to do something, now we need to figure out where the best place(s) to do it is. Maybe we start with online real estate and population data statistics. Then we test. Perhaps we need to spend some money (yes, marketing costs money). The bottom line is that you need to spend some time thinking about where all this stuff is going to happen.

**When** - Now we are getting somewhere (oh wait, we just covered that...) The light at the end of the tunnel is near. If the number one rule of real estate is Location, Location, Location, perhaps the number one rule of marketing is When, When, When. In other words: Timing.

There are instances when marketing is thrust upon us, and good marketers can take advantage of those opportunities, but for the most part you are the primary initiator of your marketing efforts so it is critical that you really think through the particulars surrounding when.

**Who** - This sounds like an easy one, but you'd be amazed at how often I see efforts fall down on the Who. Effective marketing is an art and requires time. It also requires real skill, as there are so many components and distinct skills that go into marketing. Who is going to be doing the heavy lifting and actually executing the vision? Beyond the efforts on your side, who is going to be on the other side interacting with your marketing?

Hopefully, as you went through the above points you kept your potential note seller's needs at the top of your mind. If not, go through them again, thinking about what he or she needs to know.

And so, you see... the order matters. Actually, a great deal. I hope this gets your wheels spinning and you thinking a bit differently about your own marketing efforts.

Be kind, keep safe and stay healthy. Remember, success demands action, keep on marketing, it's going to work! TWITA! (That's What I'm Talkin' About!)



*Jeff Armstrong of Armstrong Capital has been a note investor specializing in the performing seller financed note industry since 1991, as well as a professional appraiser of promissory notes since 1999. @TwitaJeff*

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# Interview with Financial Insurance Consultants

## What does Financial Insurance Consultants do?

Financial Insurance Consultants, LLC (FIC) is a general insurance agency and program administrator specializing in lender-placed and REO Investor coverage nationwide. FIC acts as General Agent for Underwriters at Lloyd's as well as multiple A.M. Best A Rated insurance carriers and has administered these programs for over forty years advising clients and agents on best practices for this line of business. FIC provides Master Policies for Banks, Credit Unions, Investors, Property Managers, Loan Servicers, REITs, etc. This allows the Insured to cover multiple properties, in which they have an interest, under one Master Policy as needed. Once the master policy is issued, individual properties are not underwritten unless they are outside the policy limits. Some of the coverages we offer are Hazard, Liability, Flood, Earthquake, Loss of Rental Income, and Contents.

## In what states do you insure?

Alabama, Arizona, Arkansas, California, Colorado, Connecticut, Florida, Georgia, Idaho, Illinois, Indiana, Iowa, Kansas, Kentucky, Louisiana, Maryland, Michigan, Minnesota, Mississippi, Missouri, Nebraska, Nevada, New Jersey, New Mexico, North Carolina, Ohio, Oklahoma, Oregon, Pennsylvania, South Carolina, Tennessee, Texas, Tennessee, Virginia, Washington DC, West Virginia, Wisconsin, Wyoming.

## How long has Financial Insurance Consultants been in business?

Since 1974

## How can note investors benefit from your services?

FIC recognizes that each client has different needs, approaches, risk tolerance and requirements so we tailor solutions to meet your specific requirements. We can be especially helpful as "subject-matter experts" to help advise clients. Our flexibility enables us to offer unique, innovative solutions to your business challenges. Reporting coverage is simplified by the use of FIC's proprietary online system, [Protector](#), which allows all types of coverage to be managed using the same platform.

## How can lenders benefit from your services?

As a lender, protecting collateral from physical damage while maintaining compliance is imperative. FIC has over forty years' experience in helping lenders achieve this in the simplest manner possible. FIC provides an easy, flexible means to manage the coverage for your collateral portfolios minimizing risk and protecting your interest. Reporting coverage is simple using FIC's proprietary online system, [Protector](#), which allows all types of coverage to be managed using the same platform.



# (Continued)

## How can real estate investors benefit from your services?

FIC can help analyze coverage requirements and tailor the insurance coverage appropriate to the Real Estate Investor's portfolio and risk tolerance. We can structure policies to include broad coverage including wind, loss of rents, premises liability and provide flexibility in deductibles or self-insured retentions with limits appropriate to your portfolio. Below are additional benefits:

- One simple master policy, rather than having to manage multiple underwritten policies.
- No inspections or detailed underwriting.
- Quick and streamlined claims handling through our office.
- Refunds processed quickly and directly to you.
- Flexible billing options.
- Coverage can be placed and paid on an annual or monthly basis.

## What is your Protector Program?

Protector is FIC's proprietary online insurance management platform. The platform has been designed for lenders and investors to facilitate quick placement of coverage as either lender-placed or coverage for their assets. The system allows a user to add, renew, cancel, display, and print coverage for individual properties as well as run reports for an entire portfolio of properties. We have taken pride in making the system very user-friendly.

At any point in time, a user can see the status of coverage on a property. When adding or renewing coverage, the user will know immediately the premium due for that property. If it becomes necessary to cancel coverage, a user will be able to print a cancellation receipt that shows the amount of the return premium that will be refunded. Proof of coverage can also be printed from Protector.

At FIC, we make it our mission to provide you with a positive customer experience and we want you to be confident that you can use our Protector website safely and securely. With this in mind we've secured the Protector website so that your and your customers' data, such as account, company and insurance information are protected. Protector is hosted in one of the most secure datacenters in the nation built to Department of Defense codes, which meets compliance regulations of FINRA, Sarbanes-Oxley and Gramm-Leach-Bliley. Each year the facility undergoes a SSAE16 SOCII audit.

The advertisement features a dark blue background with white and yellow text. At the top left is the 'NOTE INVESTING TOOLS' logo, which includes a stylized house icon. To the right of the logo is a button that says 'Click here to learn more'. The main title 'How To Calculate Cash Flows' is centered in a large, white, serif font. Below the title, the text reads 'The most complete calculator training of its kind...Over 59 Videos!'. Further down, it says 'Learn the *secrets* of calculating cash flows to *maximize* profits and *return* on investment.' To the right of this text is a red starburst graphic containing the price 'Only \$179'. At the bottom, there are three bullet points: 'Don't unknowingly pay more money - for anything - than you need to.', 'Don't leave profit on the table...ever.', and 'Do control your own financial destiny!'.

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## What is your and your key staff's background?

FIC got its start working exclusively with financial institutions. There was a great need in the marketplace for REO coverage as well as force-placed insurance and we filled that void allowing us to focus on financial institutions and their clients over the next 40+ years. FIC's principal has a military background, which explains the attention to detail that we devote to all our clients' business. One principle of military leadership we follow is "task and purpose." We never give a team member a task without providing the purpose behind it so that they can take initiative. You'll find this trait embedded in our team members who go above the call of duty to make sure to quickly provide the solution you need. Our core specialization and detailed service have helped protect our clients and their clients for decades. FIC's CEO is John A. Gavel, Jr., our Operations Manager is Stephanie Lloyd, SVP who has been with FIC since 2003, and our Marketing Manager is Kristen C. Mufich, AVP, who has been with FIC since 2007.



From left: Stephanie Lloyd, SVP, FIC's Operations Officer, John A Gavel Jr., CEO, Kristen Czopek Mufich, AVP, Marketing Officer. Kristen also is the primary person to receive requests for insurance quotes and return a quote or quotes to the client.



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# Biden Proposes To Eliminate 1031 Tax-Deferred Exchanges

President Biden has released his proposed budget for 2024, which again looks to eliminate 1031 like-kind exchanges. A 1031 exchange is a tax-deferred exchange from Section 1031 of the Internal Revenue Code (IRC) that allows real estate investors to defer capital gains taxes when selling one investment property for another. This tax-deferred exchange involves using the proceeds from the sale of the relinquished property to acquire another like-kind piece of real estate of equal or greater value.

In a statement from the White House, , like-kind exchanges were referred to as a “sweetheart deal.”

“Eliminate Tax Subsidies for Real Estate. The Budget saves \$19 billion by closing the “like-kind exchange” loophole, a special tax subsidy for real estate. This loophole lets real estate investors – but not investors in any other asset – put off paying tax on profits from deals indefinitely as long as they keep investing in real estate. This amounts to an indefinite interest free loan from the government. Real estate is the only asset that gets this sweetheart deal.”

This isn't the first administration to attempt to eliminate or change Section 1031; it's a natural target for the Biden administration to generate additional revenue for the IRS. In April 2021, President Biden announced the “American Families Plan,” which proposed to cap like-kind exchanges for gains greater than \$500,000.

After this plan was released, [1031 Crowdfunding launched a campaign](#) strongly opposing the proposed changes. With your help, we were able to facilitate the sending of over 1000 letters to Congress voicing concern over the economic impact these changes would create.

On September 13, 2021, the House Ways and Means Committee provided draft legislation language, and the proposed changes to Section 1031 were not included in the updated plan!

We have set up a new email opposing the elimination of 1031s in the President's 2024 budget. Click below to send an electronic letter to Congress. We will send a message to your Congressional Representatives based on the address provided.

[Click Here to Message Congress](#)

In the Ernst & Young Macroeconomic Impact Study: “Economic contribution of the like-kind exchange rules to the US economy in 2021: An update” (published in May 2022), research showed the positive economic impact of 1031 like-kind exchanges. “In total, like-kind exchange rules were estimated to have supported \$7.5 billion of investment at businesses that make use of the like-kind exchange rules, which together with their US suppliers, and the related US consumer spending, employed an estimated 976,000 workers earning \$48.6 billion in wages and benefits and contributed to generating \$97.4 billion in U.S. value added in 2021.”



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# Forbes: A Debt-Ceiling Crisis Would Hit The Housing Market Like A Hurricane

By Daryl Fairweather

If the United States breaches the debt ceiling, it would hit the housing market like a natural disaster. Whenever there is a major weather event, like a hurricane or snowstorm, the places directly in harm's way see a steep decline in home selling and buying activity. For example, in October 2022, the number of homes that accepted an offer plummeted by over 50% year over year in the three Florida metros directly hit by Hurricane Ian, double the national decline. However, those markets mostly recovered by the new year. If the U.S. hits the debt ceiling, without a deal in Congress to raise the country's borrowing limit, it would have a similar effect on the housing market. Home sellers and homebuyers would temporarily back off the market during the turmoil but would return once the dust settles.

## Locations Harmed Most By Debt Ceiling Crisis

The United States may breach the debt ceiling sometime between June and August, and if that happens, the U.S. may miss payments to federal workers, contractors and vendors, or Social Security recipients to avoid defaulting on its debt.

The length and severity of this economic disaster would depend on how long it takes Congress to raise the limit, which hinges on bipartisan cooperation.

The economic harm would be most severe in places with a high concentration of federal employees, contractors, vendors and military personnel, such as Washington D.C. and Virginia Beach, VA. Anyone who is missing income would likely be reluctant to make a big financial commitment, like buying a home.

Areas with the highest shares of older people will face the most disruption from missed social security payments, such as Florida and Maine. Retirees who rely on social security income will be hesitant to spend, which would be a drag on the economies in these places. The slowdown in economic activity may slow down homebuying overall.

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# (Continued)

## Mortgage Rate Volatility

The broader housing market could still be affected by swings in mortgage interest rates. Fear about the U.S. defaulting on its debt would push rates up. That's because the potential for default makes all U.S. investments riskier, including mortgages. However, increased recession risk would decrease mortgage rates. The White House has stated a debt default would result in millions of jobs lost and a decline in economic growth. In this scenario, rates would fall because the Fed would have to lower short-term interest rates to spur economic growth. The last time the debt ceiling was breached in August 2011, mortgage rates decreased.

## What Homebuyers Should Know

If you are planning on buying a home this year, there is a chance that you might be able to get a better deal on a mortgage rate if and when the debt ceiling is breached. So follow the news, and ask your lender to provide updated information on any changes in the rate they can offer. However, mortgage rates could go up instead of down. To have the best of both worlds, lock in your interest rate now with a float-down option. A float-down option will enable you to take advantage if mortgage rates fall.

However, even if you are lucky enough to get a relatively low rate, you may find that sellers have backed off the market because of economic uncertainty. The lack of inventory would be especially dire given that new listings are already down almost 20% from last year. A lack of supply could lead to more competition for homes on the market. To be prepared, get preapproved for a mortgage ahead of time and set alerts for homes that match your preferences on real estate apps like Redfin. That way, you can submit an offer quickly before someone else beats you to the punch.



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Call: (407)831-8809 or (828)265-0850  
Fax: (833)973-1594  
Website: [notablemortgagebuyers.com](http://notablemortgagebuyers.com)

*(Continued on next page)*



# (Continued)

## What Home Sellers Should Know

With all the uncertainty around how big of an impact a breach of the debt ceiling might have on the economy and mortgage rates, I expect many potential home sellers to back off the market. If rates do fall, home sellers who brave the market may find themselves with multiple offers from buyers eager to take advantage of lower interest rates. However, if rates go up instead, home sellers may find it more challenging to match with a buyer.

## Home Sales And Prices

All in all, I expect many potential home sellers to be scared off by the uncertainty. Sellers only have one chance to debut their home, while buyers can be more flexible about timing their offers. Therefore, I expect breaching the debt ceiling will constrict supply more than demand, and will negatively impact the volume of home sales more than level of home prices. And then once the debt ceiling is lifted, the housing market will return to normal, or at least normal for 2023.

*Daryl Fairweather is the chief economist of Redfin. Her insights have been featured on 60 Minutes, CBS Evening News, as well as in the New York Times and Washington Post.*

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Pension/Profit-Sharing Plan Annual  
Valuations, Personal Injury Settlement,  
Divorce Settlement etc...**

# U.S. Real Estate Investor Clubs

AL: [Alabamareia.com](http://Alabamareia.com), [aiacub.com](http://aiacub.com)  
AK: [danniallethomas.com/alaska-real-estate-investment-club.html](http://danniallethomas.com/alaska-real-estate-investment-club.html)  
AZ: [azreia.org](http://azreia.org), [tucsoninvestors.com](http://tucsoninvestors.com)  
CA: [BAWB.info](http://BAWB.info), [cvreia.com](http://cvreia.com), [lasouthreia.com](http://lasouthreia.com), [LAREIC.com](http://LAREIC.com), [NorCalREIA.com](http://NorCalREIA.com), [nsdrei.org](http://nsdrei.org),  
[ocreforum.com](http://ocreforum.com), [prosperitythroughrealestate.com](http://prosperitythroughrealestate.com), [reiwealthacademy.com](http://reiwealthacademy.com), [samsreclub.com](http://samsreclub.com),  
[sdimpactrein.com](http://sdimpactrein.com), [sdcia.com](http://sdcia.com), [bayflip.com](http://bayflip.com), [sjrei.org](http://sjrei.org), [sviclub.com](http://sviclub.com), [strivewealthbuilders.com](http://strivewealthbuilders.com),  
[simplydoit.net](http://simplydoit.net), [lynda@sdimpactrein.com](mailto:lynda@sdimpactrein.com)  
CO: [coloradoreia.com](http://coloradoreia.com), [icorockies.com](http://icorockies.com), [Denver-REIA.com](http://Denver-REIA.com), [irrofcolorado.com](http://irrofcolorado.com)  
DC: [dcreia.com](http://dcreia.com)  
FL: [americanrealestateinvestorschool.com](http://americanrealestateinvestorschool.com), [breia.com](http://breia.com), [CFRI.net](http://CFRI.net), [distressedreia.com](http://distressedreia.com), [flalandlord.com](http://flalandlord.com),  
[JaxREIA.org](http://JaxREIA.org), [investmentpropertiesmiamiflorida.com](http://investmentpropertiesmiamiflorida.com), [REIF-Jacksonville.com](http://REIF-Jacksonville.com), [SarasotaREIA.com](http://SarasotaREIA.com),  
[swflreia.com](http://swflreia.com), [sreia.com](http://sreia.com), [TBREIA.com](http://TBREIA.com), [tampareia.com](http://tampareia.com), [reea.com](http://reea.com), [WestonREIN.com](http://WestonREIN.com)  
GA: [atlantareia.com](http://atlantareia.com), [northmetroreia.com](http://northmetroreia.com)  
HI: [hirei.org](http://hirei.org), [reialoha.com](http://reialoha.com), [westhawaiiireia.com](http://westhawaiiireia.com)  
ID: [northidahorei.com](http://northidahorei.com)  
IL: [careia.org](http://careia.org), [ccia-info.com](http://ccia-info.com), [ilreia.com](http://ilreia.com)  
IN: [cireia.club](http://cireia.club), [fortwaynereia.com](http://fortwaynereia.com), [nicia.org](http://nicia.org)  
KS: [MAREI.org](http://MAREI.org)  
KY: [kreia.com](http://kreia.com), [mccra.org](http://mccra.org)  
LA: [neworleansreia.com](http://neworleansreia.com), [lanorthshorereia.com](http://lanorthshorereia.com)  
MD: [baltimorereia.com](http://baltimorereia.com), [karcai.org](http://karcai.org), [mdreia.com](http://mdreia.com), [mareia.com](http://mareia.com), [reimw.com](http://reimw.com), [tractionreia.com](http://tractionreia.com)  
MA: [bostonAREIA.com](http://bostonAREIA.com), [BostonRealEstateInvestorsAssociation.com](http://BostonRealEstateInvestorsAssociation.com), [MassRealEstate.net](http://MassRealEstate.net),  
[newenglandreia.com](http://newenglandreia.com)  
MI: [michiganrealestateinvestors.com](http://michiganrealestateinvestors.com), [REIAofOakland.com](http://REIAofOakland.com), [reiaawaynecounty.org](http://reiaawaynecounty.org)  
MN: [mnrealestateclub.com](http://mnrealestateclub.com), [mree1031.com](http://mree1031.com), [MnREIA.com](http://MnREIA.com)  
MO: [comohome.net](http://comohome.net), [fasterhousebuyersclub.com](http://fasterhousebuyersclub.com), [ilreia.com](http://ilreia.com), [marei.org](http://marei.org), [REInvestorGroup.com](http://REInvestorGroup.com)  
MS: [jacksonrig.com](http://jacksonrig.com)  
NV: [reialv.com](http://reialv.com)  
NH: [nhreia.com](http://nhreia.com)  
NJ: [centraljerseyrei.org](http://centraljerseyrei.org), [mreia.com](http://mreia.com), [NJReClub.com](http://NJReClub.com), [poanj.org](http://poanj.org), [sjreia.org](http://sjreia.org), [njresn.com](http://njresn.com)  
NY: [ActionInvestorsNetwork.com](http://ActionInvestorsNetwork.com), [EastCoastREIA.net](http://EastCoastREIA.net), [ffreia.com](http://ffreia.com), [lireia.com](http://lireia.com)  
NC: [charlotteREIA.com](http://charlotteREIA.com), [MetrolinaREIA.org](http://MetrolinaREIA.org), [triadreia.org](http://triadreia.org), [treia.com](http://treia.com)  
OH: [acreia.org](http://acreia.org), [greatlakesreia.com](http://greatlakesreia.com), [GDREIA.com](http://GDREIA.com), [mahoningvalleyREIA.com](http://mahoningvalleyREIA.com), [investinstark.com](http://investinstark.com)  
OK: [okcreia.com](http://okcreia.com), [tulsareia.com](http://tulsareia.com)  
OR: [ORREIA.net](http://ORREIA.net), [rarebirdinvestors.com](http://rarebirdinvestors.com)  
PA: [acrepgh.org](http://acrepgh.org), [DelcoPropertyInvestors.com](http://DelcoPropertyInvestors.com), [digonline.org](http://digonline.org), [montcoinvestors.org](http://montcoinvestors.org),  
[stroudsburgrei.com](http://stroudsburgrei.com), [wcaha.com](http://wcaha.com), [PittsburghREIA.com](http://PittsburghREIA.com)  
RI: [rireig.com](http://rireig.com)  
SC: [MidlandsREIA.com](http://MidlandsREIA.com), [upstatecreia.com](http://upstatecreia.com)  
TN: [joinknoxreia.com](http://joinknoxreia.com), [MemphisInvestorsGroup.com](http://MemphisInvestorsGroup.com), [reintn.org](http://reintn.org), [tnreia.com](http://tnreia.com)  
TX: [IREClub.com](http://IREClub.com), [AlamoREIA.org](http://AlamoREIA.org), [austinrenc.com](http://austinrenc.com), [DallasREIG.com](http://DallasREIG.com), [elpasoinvestorsclub.com](http://elpasoinvestorsclub.com),  
[ntarei.com](http://ntarei.com), [dfwreicub.com](http://dfwreicub.com), [sareia.com](http://sareia.com), [txreic.com](http://txreic.com), [contrarianclub.org](http://contrarianclub.org), [TheWealthClub.org](http://TheWealthClub.org),  
[WestDFWREIGroup.com](http://WestDFWREIGroup.com)  
UT: [nureia.org](http://nureia.org), [UtahREIA.org](http://UtahREIA.org), [slreia.com](http://slreia.com), [uvreia.com](http://uvreia.com)  
VA: [trigofva.com](http://trigofva.com), [TractionREIA.com](http://TractionREIA.com)  
WA: [northwestreia.com](http://northwestreia.com), [reapsweb.com](http://reapsweb.com), [REIAwa.com](http://REIAwa.com)  
WI: [appletonreia.com](http://appletonreia.com), [MadisonREIA.com](http://MadisonREIA.com), [wiscoreia.com](http://wiscoreia.com)

# Tools and Resources: 2023

## Bankruptcy Records

[pacer.psc.uscourts.gov](http://pacer.psc.uscourts.gov), [ndc.org/home](http://ndc.org/home)

## Commercial Real Estate Tax Reduction

[sgettler@costsegregationservices.com](mailto:sgettler@costsegregationservices.com)

## Credit Reporting Agencies, Scores & FICO, etc.

[Equifax.com](http://Equifax.com), [Experian.com](http://Experian.com), [TransUnion.com](http://TransUnion.com)

## Down Payment Assistance for Rehabbers

[emdfunding1@gmail.com](mailto:emdfunding1@gmail.com)

## Find House Values & Comps

[Redfin.com](http://Redfin.com), [Zillow.com](http://Zillow.com), [Trulia.com](http://Trulia.com), [Realtor.com](http://Realtor.com)

## Foreclosure Properties and Information

[realtytrac.com](http://realtytrac.com), [foreclosurefreesearch.com](http://foreclosurefreesearch.com), [foreclosurelistings.com](http://foreclosurelistings.com)

## Joint Venture Funding, nationwide for wholesalers (notes and properties)

[emdfunding1@gmail.com](mailto:emdfunding1@gmail.com)

## Guide: Real Estate Negotiations & Beginner's Guide to Real Estate Investing

[biggerpockets.com/real-estate-investing](http://biggerpockets.com/real-estate-investing)

## Hard Money Lenders

[biggerpockets.com/hardmoneylenders](http://biggerpockets.com/hardmoneylenders)

## Mortgage Calculator

[moneychimp.com/calculator/mortgage\\_calculator.htm](http://moneychimp.com/calculator/mortgage_calculator.htm)

## Mortgage Note Investing Advice

[papersourceonline.com/free-e-course-2/](http://papersourceonline.com/free-e-course-2/)

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Bank Foreclosure Note Buying Expert Terry Bontemps has over 20 years' experience buying foreclosure properties directly from banks in California, Nevada, Arizona, New York, Florida & Illinois...



# Tools and Resources (Continued)

## People Searches

[intelius.com](http://intelius.com), [skipease.com](http://skipease.com), [zabasearch.com](http://zabasearch.com)

## Private Lenders

[aaplonline.com](http://aaplonline.com)

## Professional Loan Associations

[mbaa.org](http://mbaa.org), [namb.org](http://namb.org)

Property Reports (Chicago Title) Become a member (usually for free) and look up properties all over the US

[premier.ctic.com](http://premier.ctic.com)

## Public Records Search, Property Finders

[courthousedirect.com](http://courthousedirect.com), [searchbug.com](http://searchbug.com), [propstream.com](http://propstream.com), [propertyradar.com](http://propertyradar.com), [batchleads.io](http://batchleads.io), [onlinerecords.com](http://onlinerecords.com)

## Real Estate Abbreviations, Glossary

[abbreviations.yourdictionary.com/articles/real-estate-abbreviations.html](http://abbreviations.yourdictionary.com/articles/real-estate-abbreviations.html)

## Resources for newbies and old hands in the REI biz

[connectedinvestors.com](http://connectedinvestors.com), [crepig.ning.com](http://crepig.ning.com), [nationalreia.org](http://nationalreia.org), [realestatefinance.ning.com](http://realestatefinance.ning.com), [smarterlandlording.com](http://smarterlandlording.com), [realestateinyourtwenties.com](http://realestateinyourtwenties.com), [investfourmore.com](http://investfourmore.com), [compstak.com](http://compstak.com), [thebrokerlist.com](http://thebrokerlist.com), [apartmentvestors.com](http://apartmentvestors.com), [creoutsider.com](http://creoutsider.com), [parkstreetpartners.com](http://parkstreetpartners.com), [mobilehomeinvesting.net](http://mobilehomeinvesting.net), [adventuresinmobilehomes.com](http://adventuresinmobilehomes.com), [landhub.com](http://landhub.com), [thelandgeek.com](http://thelandgeek.com), [landthink.com](http://landthink.com), [retipster.com](http://retipster.com), [rentpost.com](http://rentpost.com), [rehabfinancial.com](http://rehabfinancial.com), [rehabberpro.com](http://rehabberpro.com), [houseflippinghq.com](http://houseflippinghq.com), [houseflippingschool.com](http://houseflippingschool.com), [123flip.com](http://123flip.com), [flippingjunkie.com](http://flippingjunkie.com), [bawldguy.com](http://bawldguy.com), [themichaelblank.com](http://themichaelblank.com), [rei360.net](http://rei360.net), [justaskbenwhy.com](http://justaskbenwhy.com), [joecrumpblog.com](http://joecrumpblog.com), [joefairless.com](http://joefairless.com), [revestor.com](http://revestor.com), [fortunebuilders.com](http://fortunebuilders.com), [myrenatus.com](http://myrenatus.com), [realestateguysradio.com](http://realestateguysradio.com), [astudentoftherealestategame.com](http://astudentoftherealestategame.com), [realestateinvesting.org](http://realestateinvesting.org), [biggerpockets.com](http://biggerpockets.com), [gowercrowd.com](http://gowercrowd.com)

## Tax Auction Online Sites

[auction.com](http://auction.com), [bid4assets.com](http://bid4assets.com)

## Tax Records Search

[netronline.com/public\\_records.htm](http://netronline.com/public_records.htm), [publicrecords.searchsystems.net](http://publicrecords.searchsystems.net)

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## Maximize Your Visual Impact



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