

Q:

Is foreclosures THE method now to acquire property?

A:

No!!!

There is no “the” method.

Unwanted Real Estate owned is an **uncomfortable circumstance** of many folks today.  
(and many former lenders)

- The threat of foreclosure is an **uncomfortable circumstance** of some folks today.
- Needed repairs beyond owner’s ability is an **uncomfortable circumstance** of some folks today.
- Homes too big, or too small, is an **uncomfortable circumstance** of some folks today.
- Inability/unwillingness to manage is an **uncomfortable circumstance** of some folks today.
- Too little cash flow is an **uncomfortable circumstance** of some folks today.
- Homes too far from work is an **uncomfortable circumstance** of some folks today.
- Property too far from family is an **uncomfortable circumstance** of some folks today.

The list goes on and on.

It is your job to Discover **uncomfortable circumstances** and create beneficial solutions.

You, and others, are pursuing Benefits – Not necessarily ownership.

In the end each deal comes down to this choice:

Present Position vs Potential Position.

Transactions result when parties prefer the Potential position (opportunity)  
to their Present position (problem).

Best wishes! *Pete*