



Cashing in on Pre-foreclosures and Short Sales: A Real Estate Investor's Guide to Making a Fortune Even in a Down Market

By Chip Cummings

Wiley, 2009. Book Condition: New. Brand New, Unread Copy in Perfect Condition. A+ Customer Service! Summary: What Others Are Saying.Foreword.Acknowledgements.About The Author.Introduction.Downloadable Letters, Forms and Checklists.Part I. Where to Start.Chapter 1. A Crash Course in Pre-foreclosures and Short Sales.What are foreclosures?What are Pre-foreclosures?What are Short Sales?Steps in the Foreclosure Process.The Best Market is NOW!Seven Reasons Why Foreclosures Are Increasing.How I Got Started in Foreclosures.Foreclosures and Short Sales - Neither Illegal nor Unethical.What You Need For Success.Making Contact.Chapter 2. Why Most Foreclosure Strategies Don't Work.Why Everyone Doesn't Do This.A Note to the "Skeptics".Why You'll Probably Fail.My 17-Steps to Success.The Three Phases of Foreclosure.Why to Avoid the Last Two.Why Pre-foreclosure is the Best Stage for Investing.Pre-foreclosure Risks.Chapter 3. Down Markets: the Easiest Time to Capitalize & Profit.Good Markets vs. Bad Markets.Why a "Down" Market is Better.Understanding Foreclosure Statistics.Why Foreclosures Happen.Why Understanding the Market and Market Trends is Important.Chapter 4. Everything You Need To Know About the Foreclosure Process.Two Types of Security Instruments.Two Types of Lenders.Seven Types of Real Estate Loans.Senior Lien vs. Junior Liens.Mortgage Lender vs. Mortgage Broker.The Three Main Controlling Loan Covenants.Due-on-Sale Clause.Reinstating Loans.Lender Acceleration Remedies.The Two Types of

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