



# Private Note Buying

**What Central Ohio Real Estate Investment LLC Does!**

**With Central Ohio Real Estate Investment LLC**

**A Complete Guide to Predictably  
& Profitably Lending Your Money for  
High Returns in Real Estate**

*Learn Exactly How You Can Earn an above  
average return in the Business of Performing  
Property Investments and Never Deal with Tenants,  
Toilets and Trash*

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# Private Note Buying FREE Report

In this FREE report, you will learn everything you need to know to safely become a Note buyer with Central Ohio Real Estate Investment LLC. You will learn how to secure your funds, evaluate deals and make transactions and best of all; you will learn exactly how you can significantly increase your returns over your current CD, Money Market and even Stock Market rates.

You will learn how others, right now in Columbus Ohio are earning an above average return on their money as a note buyer.

As you continue reading you will learn more and the world of Private Lending will be opened to you. If you have any questions along the way, don't hesitate to contact me directly. My name is Roger Loesel, I am a full-time investment real estate agent with Ditter & Associates and I can be reached at my office 1900 Polaris Pkwy STE 450-048 Columbus OH 43240. My direct phone number is 614-961-0169

Ok, let's get started.



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# Disclaimer

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# What is Private Note Buying?

In our case, we are going to be talking about Private Note Buying. So, that is when regular people like you and me buy a note and a mortgage secured by performing real estate.

Unlike private money investing, where you lend big amounts of money upfront, to an investor to buy a distressed property, at a huge discount. Make the repairs to bring the property up to the area after repair value – Hopefully

Then secure your money) with a 1st mortgage (lien) against the house that was bought at a discount and isn't worth much.

Central Ohio Real Estate Investment LLC provides our funding partners with an opportunity to become the bank. They earn the high interest rate that a bank would earn when they lend your money. It's your opportunity to eliminate the middle man and increase your returns. While having your money protected by a tangible asset with a loan to value of 80%.

Central Ohio Real Estate Investment LLC doesn't secure your money with a 1<sup>st</sup> lien position on a distressed asset like other real estate investors do.

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Central Ohio Real Estate Investment LLC teams up with a syndicator to do projects. The syndicator sets up a private investment account with a financial Institution. The principal you invest goes into the 506b fund and gets deposited into the investment account. Central Ohio Real Estate Investment LLC then buys real estate at 80% of market value, and pays out quarterly a set cash payment.

This strategy diversifies the risk for our funding partners. Instead of just one property backing their money they have multiple properties backing their money. It also diversifies the funds fees across multiple properties.

Central Ohio Real Estate Investment LLC offers the diversification of a mortgage pool fund; while keeping fees at what a syndication rate is.

## **What Kind of Interest Do People Earn as Private Note Buyer's?**

Well, it depends a little on you, the lender and the real estate you are lending on.

In general, Funding Partners are paid an above average rate for the money that they lend, depending on how long you, the lender wants to lend the money for.

I will help you with this by asking questions and coming up with a plan to meet your goals. If we decide we are a good fit for each other.

Call me to book an appointment, so we can talk –  
614-961-0169.

**Central Ohio Real Estate Investment LLC Realtor**

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## **Why Would Anyone Borrow Money at a Higher Interest rate, When Banks Charge Much Less?**

Central Ohio Real Estate Investment LLC commonly borrows money at above average rates. Why? Well, because it's not the cost of the money that is inherently important to us, rather, it is the speed and availability of the funds.

Here's what that means.

Central Ohio Real Estate LLC buys distressed properties at steep discounts for profit. Many times, the properties purchases are so distressed that banks take a long time to evaluate a loan package. This usually kills the deal.

Speed is Central Ohio Real Estate Investment LLC's best friend.

The best real estate deals are made when the real estate investor can close fast and pay cash. So, when banks delay and are too slow to fund, Central Ohio Real Estate Investment LLC lose great deals. Because real estate investors buy for profit, paying a high return on money borrowed is really just akin to giving a little profit away to the lender that helps get the deal done. Central Ohio Real Estate Investment LLC looks at it has the cost of doing business, and we are happy to pay it.

It's a win/win/win opportunity for both lender, Borrower and end user. The lender (you) gets the opportunity to earn high returns secured by great real estate deals. The borrower (Central Ohio Real Estate Investment LLC) gets to keep their business profitable without the limitations and delays usually imposed by traditional lending. And the end user gets a nice new house when obtainability may have been an issue.

## **How Do I Evaluate Whether a Private Money Note is a Good Investment or Not?**

It is fairly simple to evaluate the risk and the potential opportunity of Central Ohio Real Estate Investment LLC notes that are for sale. All of our loan to values are 80% or less than appraised value of the asset. We have a certified broker price opinion done on every asset we sell.

### **Let me explain.**

Central Ohio Real Estate Investment LLC buys properties at huge discounts. Central Ohio Real Estate Investment LLC remodels the properties to after repair value of the neighborhood. This forces appreciation on the property making the deal profitable.

Equity and your maximum loan-to-value (LTV) are your safety net and your primary point to consider in every deal. Here's how you do that.

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**First**, determine the After Repaired Value (ARV) of the property being considered for the loan. This value can be done by reviewing comparable properties provided by a real estate agent or by a property appraiser.

**Second**, after you determine the ARV, you must consider the return on your investment you need. This is done by reviewing the average return you are receiving on other investments. Consider the risk involved with these investments and compare to having 20% equity protecting your money. Think about if / or when you will need the investment out. you're almost there.

**Third**, you must consider how much of an investment do you want to make.

Central OH Real Estate Investment LLC MAXIMUM LTV (Not to Exceed) = 80%

**Example:**

Appraised Value of House = ARV

Note Price = PV

Loan Amount divided by ARV = LTV%

ARV: \$100,000

PV = 80,000

LTV = 80%

If your loan meets the forgoing formula (plus or minus) your risks are reduced and you are likely making a good investment.

Now that you have the formula to evaluate whether your loan is a good investment or not, it's time to explore several things to consider as you enter the world of this type of investing.

## **What Should My Maximum Loan-to-Value (LTV) Be?**

Your LTV, which is the ratio of the amount of money you lend to the value of the property after repairs are made, should generally not exceed 80%.

In some cases, it can be acceptable to deviate slightly from this range, however, as a funding partner, it is important to remember your biggest security (your safety net) is the fact that you lend much less than the property is actually worth. So, the higher your LTV, the "riskier" the loan.

Traditional banks, i.e. first mortgage lenders usually lend up to 90% LTV. As a Private Lender it is usually in your best interest to lend at a lower LTV. When you find a good real estate investor to buy notes from, you will rarely find highly leveraged (high LTV) deals.

If you do, you should reconsider the true strength of the deal and the skill of the real estate investor. Real estate investors that find “deals” that require higher LTV loans from Private Lenders are usually not deals at all. Find an experienced real estate investor that knows how to buy right at huge discounts. Do this and the inherent risk of this or any investment goes way down.

## **What Additional Things Should I Consider When I Make A Private Note purchase?**

There are two basic things to consider as part of your funding package aside from the LTV that is securing your loan.

**First**, when you fund the loan, you should receive a Lenders Title Policy. This protects you and your loan against defects in title. Because all of your private loans will be funded at an attorney’s office or title company, getting a lenders policy is a very simple process. Simply ask the real estate investor to include this as part of the funding package. You can read more on this under the Title Company section below. [**With CORI LLC’s investments this is standard**]

**Second**, you should be named as Loss Payee on the real estate investor's property casualty insurance. This protects you in the event of an insurance claim loss. In order to claim the loss and cash the check from the insurance company, the real estate investor will need your signature. Ask the real estate investor make this a part of the closing packet with the insurance company. **[With CORI LLC's investments this is standard]**

## **What is Title Insurance and Do I Need It?**

When a real estate deal closes, there generally two types of title insurance issued – an Owners Policy and a Lenders Policy.

Title policies are essentially insurance policies that protect the owners and lenders on real estate transaction against possible problems with title. Remember, no matter how carefully title is researched, it is possible that problems can arise. In rare cases, a closing is performed, a loan is made and then some time in the future someone discovers a problem with the title. That could affect the legitimacy of the closing and potentially be a problem.

However, with a title policy both the owner (with the Owners Policy) and you as the Private Lender (with the Lenders Policy) is protected against defects.

When traditional banks fund loans, it is a standard part of their long and complicated closing instructions that they require the title company to include a Lenders Policy.

This is often overlooked in private money loans because they are “cash deals” and many times the private lender doesn’t ask for a lender policy. **[With CORI LLC’s investments this is standard]**

Now, if you are working with a good real estate investor, the real estate investor should suggest and make sure a Lender Policy is in place to protect your loan. But, if they don’t, you should know the risks and benefits of having this policy or not. Here are several things that could be the cause of a title defect (or problem that was missed at closing) and would be covered under the title policy:

- Forged and fraudulent signature or signatures obtained under duress
- False impersonations
- Paperwork completed under expired, revoked or false powers of attorney
- Conveyance after the death of an owner
- Homestead rights of a spouse
- Improperly probated wills and/or undisclosed heirs
- Mistakes in the interpretation of wills and/or trusts
- Deed by corporations without property legal authority
- Misrepresentation of marital status by seller

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- Clerical errors in preparing and recording legal documents
- Survey and easement errors

An insured title, i.e. when an Owners and/or Lenders Title Insurance Policy is in place protects against future attacks on title and protects the rights of the insured. Title insurance ensures that you have 'clear and marketable' title to the property and if there are any problems any costs associated with resolving the problems are borne by the insurance company. Any loss resulting from defects in title are paid by the insurance company up to the limits defined in the policy.

Title insurance is bought with a one-time fee or insurance premium and paid for at closing. When this premium is paid, the risk of title defects is transferred to the insurance company.

This is important because no matter how well a title is researched, it is possible that certain things could be missed, misinterpreted or fraudulently conveyed. With a Lenders Title Insurance Policy, you are protected.

So, the advantages to you when the real estate investor buys title insurance are:

- You receive no fault recovery of loss
- All claim costs are paid for you to repair any found defects
- You receive broad coverage including coverage over neglect by the closing agent or attorney
- The cost is a reasonable one time premium and can be paid by the real estate investor

## **What Type of Insurance Needs to Be In Place When I Fund the Loan?**

Property casualty and fire insurance are absolutely necessities for real estate investment transactions. In general, the policy will protect you in the case of a loss or damage to the property if the damage is the result of the following type of events:

- Fire
- Lightning
- Explosion
- Earthquake
- Impact
- Collision
- Riot
- Theft or malicious acts
- Subsidence

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The policy must be a "Landlords" policy and, when under construction must be setup to cover vacant property. This is a much more expensive policy than the traditional landlord policy because of the greater risk to the insurance company for vacant property. Insurance premiums are usually paid a minimum of the first 3 months and then paid quarterly thereafter.

After construction is complete and the property is sold, the policy is cancelled. If the property is rented, the policy is converted to a traditional occupied policy and the monthly cost is reduced. For example, the policy of an occupied property might be \$500 to 700 per year where as for a vacant property the policy might be as high as \$2,000 per year.

A good real estate investor will account for this cost when they evaluate and present a potential property for a private loan consideration.

As noted above, you should be named as the lender, Loss Payee on the policy. If the policy expires, you as the lender can force the activation of the policy, maintain coverage and charge the expense back to the real estate investor.

Your risk here is if you don't have insurance and the property burns down, you are at risk of great loss. Make sure you have insurance in place when you make private loans.

## **Do I Need to Close with a Title Company or Attorney?**

For your protection and for the reasons noted above under the title insurance section, it is highly recommended that you only fund a private money loan when the real estate transaction closing is being held by a professional. Some states use attorneys to close real estate transactions and other use title companies. Depending on the state in which you are making the loan, you will close with one or the other.

## **How Can I Determine the Improved Value of a Property Before I Make a Loan So I Really Know My LTV?**

A professional appraisal or broker price opinion [BPO] must be ordered and complete on each property by a licensed property appraiser or licensed professional real estate agent. An broker price opinion [BPO] is a written estimation of the properties fair market value in a fixed-up condition. This report should be ordered for you by the real estate investor and provided to you free of charge.

By obtaining this estimate of the repaired fair market value, you will have access to the relevant and important facts of the property. This report will make

both you and the real estate investor well equipped to handle the private money loan. In some cases, when you are working with an experienced real estate investor and with their team of licensed sales agent professionals, it is acceptable to review a thorough CMA in lieu of an appraisal. If you have any question in evaluating the validity of the value estimate provided to you ask the real estate investor for a thorough explanation. And, when in doubt have a third-party real estate agent perform a "spot check" on value and give their best estimate.

## **What Do I Need in Order to Feel Comfortable with the Repairs to the Property?**

One of the first things in becoming comfortable with the repairs that are going to be done is to become comfortable with the real estate operator you plan to make the loan to. Ask questions and ask to see other projects the real estate operator has done – before and after pictures of other projects are great checks.

Ask for a construction scope of work and a construction estimate before you make the loan. The scope of work should identify what work will be done, that the work will be done to code and that the work will be done in a reasonable timeframe.

You can ask for an inspection. Many real estate investors perform their own inspections. This is because when the real estate investor is buying at such huge discounts and is buying significantly distressed properties, there are “problems” with most of the property. The main concerns as a private lender are not whether the water heater or furnace works, the real estate investor is likely estimating the costs of replacing these items in most distressed purchase, but rather structural problems are usually the bigger ‘gotcha’ in a distressed real estate investment deal.

If the real estate investor is very experienced, they will often inspect the foundation and roof on their own, however, in many cases it is worthwhile to have a contractor and/or property inspection do another third-party inspection. You can require that your real estate investor have a third part inspect the property before you make the loan, especially when you are just starting or if you have questions as to the ability of the real estate investor to adequately inspect the property on their own. The cost of this inspection should be born by the real estate investor.

Remember, it is the job of the real estate investor to show you the deal is good, it is not your job to work hard and figure it out on your own. If your real estate investor doesn’t have the system or ability to earn your confidence and clearly show you what

construction is going to be done, what the condition of the property is in the distressed state and how they are going to get the property repaired, you may want to reconsider making the loan.

Before making the loan, you should feel 100% confident that your real estate investor knows construction (or has a contractor engaged as part of their team that knows construction) and can show you exactly how they'll get the job done.

**[Click Here to view before and after of CORI LLC project!](#)**

## **Will the Real Estate Investor Make Any Money Before the Property is Fixed Up or Do All the Profits Come at the Sale or Lease?**

That depends. Successful real estate syndicators build profit centers into each real estate deal in order that their real estate business cash flow can maintain overhead and expenses. It costs money to run a successful real estate investing business. Most real estate syndicators build additional profit centers in acquisitions, construction and management.

This is something that you as the private lender want your real estate investor to do.

## Why?

Because real estate syndicators that make money will be in business long term. When you make a private money loan, you want to make a loan to a real estate syndicator that knows how to make money, knows how to efficiently and profitably run their business, and knows how to create consistent cash flow in their business. A business without cash flow is a business about to fail.

You are making loans to real estate investors that run a real estate business. If they don't have cash flow, they run the risk of going out of business. Make sure you are dealing with a real estate syndicator that knows how to create regular, repeatable income and your success as a private lender will be enhanced.

## **What Happens if the Real Estate Investor Stops Paying on the Private Money Loan?**

As the private lender, you have a certain number of rights if your borrower stops paying. In general, you could:

- Call the loan due and accelerate payment (call for an early payoff in full)
- Foreclose and take the property
- Go after the borrower legally

Every state has its own little nuances when it comes to collecting on a loan that is in default. As the private lender, the importance of hiring an attorney to help you weed through the foreclosure process should not be overlooked. This will make sure that you do everything correctly and that you protect your loan in the most cost-effective manner possible by doing everything according to state law.

If you proceed with an attorney and begin to force the hand of the borrower, all fees of the attorney, interest payments and penalties are due if the borrower wants to reinstate the loan. This should be stated in the Promissory Note so that there is no question as to the validity of the fees in the foreclosure proceeding.

Once you gain legal title or possession to the property, because you have such a low LTV, you can simply list the property at a discount and sell it quickly to recoup your loan money.

## **What if a Renter is in the Property When and the Borrower Stops Paying?**

Your closing agent can prepare an "Assignment of Rents" that can be signed by the borrower at closing. This document can be created at little to no cost. An assignment of rents allows you to collect the rents instead of the borrower in the case of the borrower being in default.

## **What Paperwork Is Involved in Becoming a Private Money Lender?**

The paperwork is quite simple when you invest with Central Ohio Real Estate Investment LLC. Everything is explained in the operating agreement.

In order to receive a copy of the operating agreement please email Roger Loesel at

[rogerl@centralohrealestateinvestment.com](mailto:rogerl@centralohrealestateinvestment.com)

requesting a copy be sent. Please include a time and date that you will have about 30 minutes to talk. Before sending out the operating agreement it is a company policy to make sure we are a fit for our funding partners.

Central Ohio Real Estate Investment LLC has retained the legal firm Bricker & Eckler LLP to handle the syndication and legal matters for the fund.

All the accounting and fund administration will be handled by the accounting firm GBQ Services.

## **How Do I Actually Fund the Private Loan – Where Does My Money Go?**

Let's start the answer to this question with a statement: Never give money directly to the real estate investor. It's just poor business practice.

When you are ready to make a private loan with Central Ohio Real Estate Investment LLC and our syndicator, your money will go from your bank account directly to the financial institution by a wire as explained earlier.

At closing when properties are purchased, the closing company will make sure that the real estate syndicator signs the Promissory Note, the Deed of Trust and that everything gets properly recorded and documented.

## **What Do I Need to Do to Monitor My Private Loan?**

The main that you want to do is to simply, make sure that when you fund the loan, that is when you actually, part with your money, that your funds are being secured with a Promissory Note signed by the real estate syndicator and that the title company is recording a Deed of Trust on your behalf for your money. Once this happens and this all happens simultaneously as you fund, your money is immediately secured by the properties.

The next thing you want to do is make sure that the real estate investor that you made the loan to is actually doing the fix-up. To do this, it is usually recommended to do a drive-by every so often just to see the progress. There is no need to schedule this drive by with the real estate investor.

Surprise inspections keep you comfortable and the real estate investor honest. Here are a few suggestions:

Do a visual inspection of the property in person (you can have a friend, family member or someone else do that for you)

TIP: Sometimes it's just not convenient to do the inspection yourself, or frankly, you may have no interest in doing it yourself. You can pay a real estate agent, property inspector, appraiser or someone else usually around \$25 to \$35 to visit the property, take photos and then give you an update. This saves you time and is a very efficient way to monitor your private loan. Central Ohio Real Estate Investment LLC provides video updates of the progress being made on properties.

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## How Do I Get Paid When the Loan is Due or the Property is Sold?

A pay-off letter will be prepared, either by you, your attorney or by the real estate investor (approved by you) stating the final pay-off of your loan. This payoff letter is sent to the closing company that is handling either the refinance or the sale of the property so that they can collect and disburse funds directly to you at closing.

Here's an example of how past numbers on a typical private loan work:

<b>After Repaired Value (ARV):</b>	<b>\$135,000</b>
<b>Estimated Repairs:</b>	<b>\$28,000</b>
<b>Purchase Price:</b>	<b>\$66,000</b>
<b>Closing / Holding Costs:</b>	<b>\$2,500</b>
<b>Total Private Loan:</b>	<b>\$96,500</b>
<b>LTV: 71%</b>	
<b>Loan Terms 10%: \$804/m Loan Length: 6 months</b>	
<b>Total Interest Paid to You: \$4,824</b>	
<b>Your Total Payoff: \$101,324</b>	

So, in this case, the funding partner made a \$96,500 loan to a the real estate investor. The real estate investor paid funding partner 10% annual interest rate on their money and the loan was out for 6 months. Each month the funding partner earned \$804 and after 6 months, they were paid \$101,324 for the initial \$96,500 loan.

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## **Did the real estate investor still make a profit?**

You bet; the real estate investor still made a handsome profit even after paying the funding partner a high interest rate for their private loan and securing their money against the real estate during the whole transaction.

Almost immediately after closing this private loan, the Private Lender on this deal made another loan with the same real estate investor, earned the same high interest rate and had another win/win deal.

## Final Thoughts

You now have all the information that I spoke about in the 2<sup>nd</sup> email. It's now time to make the decision if you want to keep working for your money, or do you want your money truly diversified and working for you.

Reach out to Roger Loesel with Ditter & Associates – 614-961-0169

If you have any additional questions related to your interest in becoming a funding Partner, please feel free to contact us

at [rogerl@centralohrealestateinvestment.com](mailto:rogerl@centralohrealestateinvestment.com) or find out more at <https://www.centralohrealestateinvestment.com/central-oh-real-estate-investing-with-ira/>

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