

# Down Payment & Rehab Funding for Owner Financing Deals

Hello,

My name is Tod Snodgrass, with Creative Transaction Funding (CTF). Welcome to CTF's Down Payment & Rehab Funding for Owner Financing Deals (DPRFOF) Program.

## **I. Are you an experienced Real Estate Investor Professional (REI Pro)?**

## **II. Do you have a potential Fix/Flip or Buy/Hold buying opportunity...**

A. that is equity rich?

B. includes owner financing, for say 80% of the purchase price, in second position?

C. is a "lipstick rehab"?

D. but you lack the (additional cash) needed to pull it off, including one or more of the following :

1. down payment

2. rehab expenses

3. small amounts still due on any outstanding liens or loans amounts by the current owner.

4. interest payments that are owed while the rehab is under way

5. closing costs

**III. For deals that meet CTF's standard criteria**, we will fund the difference between the 80% seller carryback amount, as well as the additional funds you need to bring your deal to fruition, i.e. up to 45% of the PP for all of the above categories.

**IV. CTF's DPRFOF Program is like hard money**, but with one important distinction: CTF does not offer loans. Instead, CTF offers Joint Ventures (JVs), a form of equity. REI Pro brings a deal that meets CTF's funding criteria, and CTF brings the funds to make it happen. Profits are split 50/50.

**V. CTF's "sweet spot"** are properties where the ARV ranges from \$100,000-\$1,000,000. We are open to smaller and larger amounts, if the deal is really right.

A. Term: Six Months or less

B. Security: Six-month notes with no prepayment penalty, 9.9% interest.

1. CTF's note: 1st position

2. Seller's note: 2nd position

## **VI. Features & Benefits**

- A. Creative Transaction Funding (CTF) normally limits its funding to experienced REI Pros.
- B. CTF limits its funding to deals where the property purchase includes a generous amount of equity, i.e. approximately, i.e. the REI Pro can buy the property for say 20% less than the FMV, AND can add even more value via rehab work.
- C. To qualify, the deal must meet the following criteria:
1. Where the current owner owns the property
    - a. Free and clear.
    - or
    - b. Owes a modest amount on their current mortgage.
  2. Seller is highly motivated to move out of the property. They may wish to downsize, “right-size”, or they may be in some form of financial distress, or they just don’t want to live there anymore for whatever reasons, i.e. because their spouse recently passed away or their health is in decline.
- D. The REI Pro only needs to use CTF’s funding for a relatively short period of time. i.e. six months or less.
- E. The current owner is open to seller carryback (owner) financing for the bulk of the purchase price via a temporary, **subordinated, second position note**. MAKE SURE THEY ARE OK WITH THIS.
- F. Once escrow has closed, the REI Pro owns the property, the JV agreement ends, and CTF leaves with a first position promissory note (6-month term, 9.9% simple annual interest), that includes CTF’s 50% share of the net profit + the amount that CTF originally provided, less any expenses that are split 50/50 between CTF and the REI Pro.
- G. Time Frame for CTF funding: Typically, six months or less.
- H. CTF does not charge any upfront or origination fees.
- I. CTF’s funding is available nationwide.
- J. CTF is happy to pay a 2% referral fee with full account protection.

## **VII. Explanation, Details**

- A. Deal-related expenses are subsequently deducted from the gross profit before the 50/50 profit split. Deal-related expenses include title and related closing (escrow) expenses (including preparation of CTF’s 1<sup>st</sup> position promissory note), recording all docs, initial document preparation by a Professional Document Preparer or PDP, the result being a full and complete package that meets all the requirements of CTF’s underwriters and investors, prior to funding.
- B. The (cosmetic rehab) upgrades to the property (i.e. the anticipated Scope of Work) need to be limited to cosmetic fixups, no building permits needed, no added square footage, or serious structural flaws etc. and should include labor costs, fees, etc. The result is what most in the industry refer to as a “lipstick rehab”: cleaning, painting, minor repairs, etc. In other words, the entire rehab is estimated to be completed, the property listed and sold (or refinanced if it is to be retained as a buy-and-hold investment), in six months maximum, sooner if possible.

C. Fund Administration. CTF requires that a Fund Administrator (FA) oversees any funds (provided by CTF) to be distributed (out) over time. The vast majority of experienced real estate investors usually have previous experience with FAs (specialized third-party service providers). FAs are normally retained to oversee the following key functions:

1. Process funding disbursements; managing the release of funds to the rehabber in stages, known as "draws," based on the progress of renovation work; ensuring compliance; reviewing documentation; coordinating with all parties; keeping accurate financial records, etc.
2. Processing monthly interest payment disbursements to the appropriate (first and second position) note holders.

D. This Program functions as a Joint Venture Agreement (JVA) between CTF's LLC and the REI Pro's business entity (LLC or Corp.). Closing Instructions are also provided by CTF that support the JVA as well.

E. Once escrow has closed on the property purchase, the JVA between the REI Pro and CTF is dissolved.

F. CTF's exit strategy: CTF leaves with a six-month, 9.9% simple (annual) interest, business-to-business, first position, non-recourse, commercial promissory note with no prepayment penalty, payable monthly. Simply put, CTF monetizes the (JV) equity into a commercial note (debt) as its share of the net profit.

G. The REI Pro's exit strategy: Once rehab work is complete, they can either refinance the current note (buy and hold) or sell the property to a new owner (fix, then flip).

H. At the close of escrow, an accounting is prepared detailing:

1. Gross profit
2. All the expenses involved, which may include, but are not limited to:
  - a. Deal related expenses: closing costs (escrow and title fees), document preparation, etc.
  - b. Rehab costs
  - c. Interest only payments: 9.9% annual simple interest rate = 4.95% for 6 months. CTF is willing to cover these costs as well, again assuming the deal meets our standard criteria.
  - d. 4% discount, off the face value of the first position note that CTF takes back. This modest discount off face value is necessary for CTF to be able to sell the notes quickly in the secondary note marketplace, then subsequently recycle our investment capital to be able fund your next deal, for example.
3. Net profit is determined by deducting all expenses from the gross profit.
4. The net profit is split 50/50 between the REI Pro and CTF at closing.
  - a. To reiterate, CTF takes away their profit share in the form of a first position, six-month, note.

b. The REI Pro is rewarded with their profit when they sell the property, or it is retained as equity and they decide to refi the property and keep it as a buy and hold. Either way is fine with CTF.

5. The seller receives say, 20% down payment at close of the initial escrow, and receives the 80% balance due + interest after six months.

I. Once the initial escrow closes:

1. CTF is not involved in, nor do we intend to interfere with, the rehab portion of the project; all of that is accomplished by the REI Pro after escrow closes.

2. Once CTF departs with a commercial note, that effectively ends CTF's direct involvement with the property and the JV Agreement.

J. It is strongly suggested that the REI Pro already have THEIR exit strategy worked out in advance, so that once the cosmetic rehab work on the property is completed, one of two outcomes can reasonably be expected:

1. A pre-qualified buyer (that the REI Pro previously secured and vetted) is ready to open escrow and buy the property, forthwith.

2. The REI Pro plans on keeping the property as a buy-and-hold investment, and has already lined up permanent, long-term (refi) funding to pay off the first position promissory note.

K. REI Pro's responsibilities include: Provide a brief, monthly rehab progress report, to the holders of the promissory notes, summarizing the work completed to date towards completion of the cosmetic fixup.

L. CTF will supply the text for the JVA, closing instructions and promissory note, and other documents as required, etc. It is the job of a Professional Document Preparer (that CTF retains, and the Joint Venture pays for), to then oversee all the final documents that will eventually go to the closing agent.

M. CTF normally assigns (sells) the first position note, at a discount to the face value of note (usually a 8% discount) that secures the funding CTF provided to make the deal happen. As a result, CTF reserves the right, at any time and without restriction (for any notes they take possession of), to pre-sell, assign (sell), hypothecate (borrow against) or pledge the deed and note from this transaction to any other party of its choosing, and the note will be assigned without recourse.

N. There must be a minimum of \$25,000 profit in the deal: \$12,500/REI Pro ^ \$12,500/CTF.

O. Funding and operational details

1. CTF normally runs the (wire transfer) funding for all deals through our LLC, however the final decision about whether we opt to fund via CTF's LLC or from CTF's funding arm, The Edith Capps Trust (TECT), is at CTF's sole discretion.

2. CTF (again, at its sole discretion) may assign all responsibility for any funding project to TECT.

3. TECT wire transfers the funds needed by the REI Pro into escrow, when we are instructed to do so by the closing agent.

## VIII. Deal Work-Up Form, generic example

A. What follows are details for a generic JV deal.

B. It is based on a cosmetic-only rehab project undertaken by an experienced REI Pro. Time frames from beginning to end of the average for this type of no-permit project usually takes a few months. The REI Pro has an investment opportunity that he has penciled out as viable; it is ready to go.

C. The numbers that follow may or may not reflect current costs in your area, due to regional variations in the costs for labor, supplies, loan rates, etc. The following are just “ballpark” estimates and are not intended to reflect current market conditions and may not include all fees, costs and expenses. Some math below has been rounded, slightly, either up or down. Due to changing market conditions over time, please only use the following as a rough guide about how to fill out the form below.

1. After Repair Value (ARV): (confirmed by a recent appraisal & this was the eventual selling price after rehab)	\$800,000
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2. Fair Market Value (FMV) of the property to be acquired: (confirmed by the same recent appraisal)	\$650,000
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3. Purchase Price: \$500,000

a. 80% x \$500,000 PP/seller carryback =	\$400,000
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b. 20% Down Payment (DP/CTF)	\$100,000
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\$500,000

6. Other costs paid for by CTF

a. rehab expenses & Fund Administrator fees	\$ 50,000
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b. deal prep/closing costs, miscellaneous expenses	\$ 5,000
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c. Amount(s) still due on any outstanding liens, loans, taxes	\$ 10,000
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d. interest payments x 4.95%, 6 months, \$400,000 2 <sup>nd</sup> position note	\$ 20,000
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e. interest payments x 4.95%, 6 months, \$200,000 1st position note	\$ 10,000
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Total, Other costs paid for by CTF	----- \$100,000	
f. Total (DP + Other costs, paid for by CTF)	----- \$200,000	
7. Grand total costs (\$400,000/PP + \$200,000/Other costs, paid for by CTF)		\$600,000
8. Gross profit		\$200,000
		----- \$800,000

9. \$200,000 gross profit breakdown

10. Note discount 4% x \$800,000 = \$ 32,000

11. \$200,000-\$32,000 = net profit/equity \$168,000

a. CTF profit = \$ 84,000  
(50% \$168,000)

b. REI Pro = his equity in the property \$ 84,000  
(50% \$168,000)

E. REI Pro potential results based on the details above:

1. The REI Pro is not required to put any money into the deal = 125% financing.

2. Additional potential profit improvement opportunities: Anytime that the REI Pro can reduce costs, that increases their share of the net profit proportionally.

a. Finish in three months vs. six months: If the REI Pro can finish the job SOONER than six months (rehab, then either refi or list and sell) they can save about \$12,500 of dollars in debt service costs (50% x \$25,000).

b. Reduce rehab costs. If the REI Pro can knock down the rehab costs due to efficiencies along the way, compared to the original estimates found in the Scope of Work—say by 25%--they can save say \$12,500 more (25% x \$50,000).

c. Potential new profit available = \$25,000 (\$12,500 + \$12,500)

3. Again, these numbers are rough estimates since every deal is different. For example, the REI Pro may wind up with less net profit than originally estimated, or in a best-case scenario, their net profits could be higher than initially predicted.

F. Here are the potential results based on the details above, at closing (of the initial escrow when the property is first acquired)

1. The seller receives a total of \$520,000 within six months, comprised of the following:

- a. \$100,000/DP
- b. \$400,000/balance due on the original \$500,000 PP
- c. \$20,000 interest on their second position note, assuming the notes are paid in full within six months.

2. The REI Pro is rewarded with:

- a. ownership of the property
- b. virtually no out-of-pocket costs
- c. \$ 84,000 equity + perhaps another \$25,000 if the job is done sooner and cheaper.
- d. Total potential REI Pro profit, best case: \$109,000 (\$84,000 + \$25,000)
- e. Even more potential equity via appreciation during the six-month rehab time frame.

## **IX. Referrals**

CTF is happy to offer:

A. To pay you a 2 percent referral fee, based on the amount that CTF funds. For secondary referrals, CTF is happy to pay 1/2-percent; for tertiary (third and subsequent generation referrals, CTF is happy to pay 1/4-percent).

B. Full account protection and referral fees in perpetuity.

C. Free info pack. If you would like CTF to send a Deal Work Up Form, Instructions, etc. about this program to someone else, please EMAIL their information to: [creativetransactionfunding@gmail.com](mailto:creativetransactionfunding@gmail.com).

- 1. Name
- 2. Phone number
- 3. Email address

## **XVI. Creative Transaction Funding (CTF) offers:**

>>> Down Payment & Rehab Funding for Owner Financing Deals

>>> Fully Financed Fix-Flips (4F) Program

>>>We are happy to pay a 2% Referral Fee with full account protection

>>>Free info pack. If you would like CTF to send you free, detailed information, instructions, etc. about our funding programs, Referral Program, etc. please send us an email and include your

- 1. Full name
- 2. Phone number
- 3. Email address

to creativetransactionfunding@gmail.com

Sincerely,

Tod Snodgrass

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