

# The **MOBILE HOMER**

- Finally, a Win/Win Solution to Investing in Mobile Homes.



*A Home Run on Every Deal!*

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- A Replacement/Upgrade to the Lonnie Model.

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- A Replacement/Upgrade to the Lonnie Model.
- And a System That Actually Works!

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# Why Is There Opportunity in Buying and Selling Mobile Homes?

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- Little competition
- Easy marketing due to huge demand
- Most needed repairs to homes are purely cosmetic
- You can buy Mobile Homes cheaply and actual get cash flow

# Why Have All Prior Systems – Such as “Lonnie Deals” Not Been Successful

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- No participation by park owner in SPIFS or management
- Park Rents keep going up
- No continuity of mentorship – just a book.

# How Does The **MOBILE HOMER** Work?

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- “Done 4 You” option allows you to simply provide the capital and someone else do the work.
- We provide a list of participating parks that want to work with you.
- IRA’s and other Retirement Accounts
- Everyone shares on your success – this is a truly Win/Win concept between investors and park owners.

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## Why the Name “**MOBILE HOMER**”?

- Because this concept only works as a TEAM sport – not as a “Loner” sport.
- Some deals may be base hits, some doubles, and some home runs. But the key is that the investor do well on every deal so that they want to do more.
- Baseball has been around for over a hundred years – and this program will have similar continuity. We have made a commitment to it. It’s not a fad, and we’re not going to discontinue it tomorrow.  
**We’re actually participating in it with our own parks.**

# Let's summarize the problems of the old model and solutions of the new one.

## Old Problem

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## New Solution

The park owner gives you discounted or free rent anytime your home is vacant or you are in the process of evicting or foreclosing on your buyer that stopped paying.

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With the no-lot rent and no-utility cost incentive from the park owner you may not be out any costs of lot rent or utilities while the home sells.

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## **Old Problem**

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## New Solution

Park owners will be aggressive in providing you move-in incentives and cash payments to get you to move homes into their park.

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## Old Problem

The mobile home investor may have problems and time delays in evicting or foreclosing on homes. For example, on a Rent-to-Own or Lease-Option agreement some Judges don't like these and throw the case out of court.

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## New Solution

The park owner will have a separate lot lease agreement with your buyer and it is simple in most states to evict on this lot lease agreement. Once the resident moves out, you get the home back thus minimizing your risk that your case gets tossed out by the Judge.

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Old Problem	New Solution
<p>The mobile home investor pays for all advertising costs.</p>	<p>The park owner already has and pays for advertising costs. You can piggyback on the mobile home parks' current advertising in newspapers, signs, banners, and yellow page ads. The manager probably has a list of people already looking to buy or rent and you can turn the renters into buyers.</p>

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## New Solution

The park owner already has an onsite manager that can do all of this for the investor - they are already setup to do so and it will save the investor time and hassles. Plus the park is already getting the phone calls for the park and the traffic from those that drive by.

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## New Solution

The park owner/manager probably already has this and can run these checks for the lot rent portion and help in your decisions.

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## Old Problem

The mobile home investor may not be local or is having a hard time finding homes in the market that they currently live in. Maybe the mechanics just don't work locally and so they have to expand their target market area.

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## New Solution

The park owner/manager can find the homes for you, show the homes, and oversee the move-in, setup, rehab, and everything. They are doing it already. This allows you to find an "approved" park to do business with where there is an ample supply of used homes that you can buy at your target prices to afford the best returns.

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## Old Problem

Becoming a Dealer - in most states for you to be out there buying and selling homes, you need to become a dealer.

This is an added cost and time constraint you may encounter once you start selling more than one or two homes per year.

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## New Solution

The park owner/manager may already have a dealer license and depending on how you structure your deal with them, they may be able to sell/broker the homes under their dealership and help you avoid the costs and time of becoming a dealer. This can save thousands of dollars per year.

# Let's summarize the problems of the old model and solutions of the new one.

## Old Problem

Tax Benefits - once you are classified as a dealer under the IRS regulations, you are taxed during the year of sale. If you want to buy, sell, and finance the homes then you typically have to claim your entire gain in the year of sale. There are potential ways around this with lease/options or rent-to-own agreements but under the traditional model you pay tax on money that you haven't collected in the year of sale and not during the time you are receiving the money on the note you financed.

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## New Solution

Instead of you becoming the dealer you work out some type of lending relationship with the park owner whereby you loan money to the park owner to buy the home and they pay you an agreed upon interest rate plus other bonuses as the homes are purchased, sold, and paid off. In this case the park owner would have the ultimate control of the home and full responsibility of finding, buying, rehabbing, selling, and collecting the money. Your security would be the home and whatever other guarantees you can get from the park owner.

## What about the SAFE Act?

The SAFE Act is designed to enhance consumer protection and reduce fraud by encouraging states to establish minimum standards for the licensing and registration of state-licensed mortgage loan originators and for the Conference of State Bank Supervisors (CSBS) and the American Association of Residential Mortgage Regulators (AARMR) to establish and maintain a nationwide mortgage licensing system and registry for the residential mortgage industry.

# ***The Basics of the Program***

**What do You get for Signing  
up for  
*Mobile Homer***

# *MobileHomer* Benefits & Resources

- 150 Page eManual



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- **Access to Mobile Home Deals**
- **Access to Wholesale Pricing on New Manufactured Homes**
- **Access to our Resource Directory – best and cheapest prices to buy skirting, doors, etc.**

# ***MobileHomer* Benefits & Resources**

***Sign up at:***

**[www.mobilehomer.com/ready.html](http://www.mobilehomer.com/ready.html)**