

# HOW TO RAISE DOWN PAYMENT \$\$ FOR Commercial RE!

## ① 6 WAYS TO RAISE CAPITAL

- ① Private investors
- ② Creative financing
- ③ Self-directed IRA
- ④ Crowdfunding
- ⑤ Peer-to-peer lending
- ⑥ Wholesaling commercial

② My very first deal I raised



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## Raising Capital From Private Investors

How to structure deal? Deal  $\Rightarrow$  Attract Investors ???

1 investor  $\Rightarrow$  LLC

$\hookrightarrow$  \$, active

You  $\rightarrow$  managing member

2+ investors  $\rightarrow$  Syndication

$\hookrightarrow$  \$, passive

You  $\rightarrow$  sponsor

① Priced undermarket

② Ir.

③ Excellent CoC rel.

④ Excellent market

⑤ Exit strategy

$\hookrightarrow$  realistic & conservative

# HOW TO RAISE DOWN PAYMENT \$\$ FOR Commercial RE!

## USING CREATIVE FINANCING

- |                                     |  |
|-------------------------------------|--|
| ① Master Lease Agrmt                | ① 3-story office bldg → 40% vacant             |
| ② Sellercarry first mort.           | ② Local bank will not lend                     |
| ③ Sellercarry 2 <sup>nd</sup> mort. | ③ Hard money lender → YES!                     |
| ④ CRE Hard money                    | ④ Seller → \$1,000,000                         |
|                                     | ⑤ Bldg worth \$1,650,000 → 90% leased          |
|                                     | ⑥ Hard money lender → 70% or \$700,000         |
|                                     | ⑦ Down payment → \$300,000                     |
|                                     | ⑧ Seller hold 2 <sup>nd</sup> mort → \$2.      |
|                                     | ⑨ Your downpayment → <u>\$50,000</u> + closing |

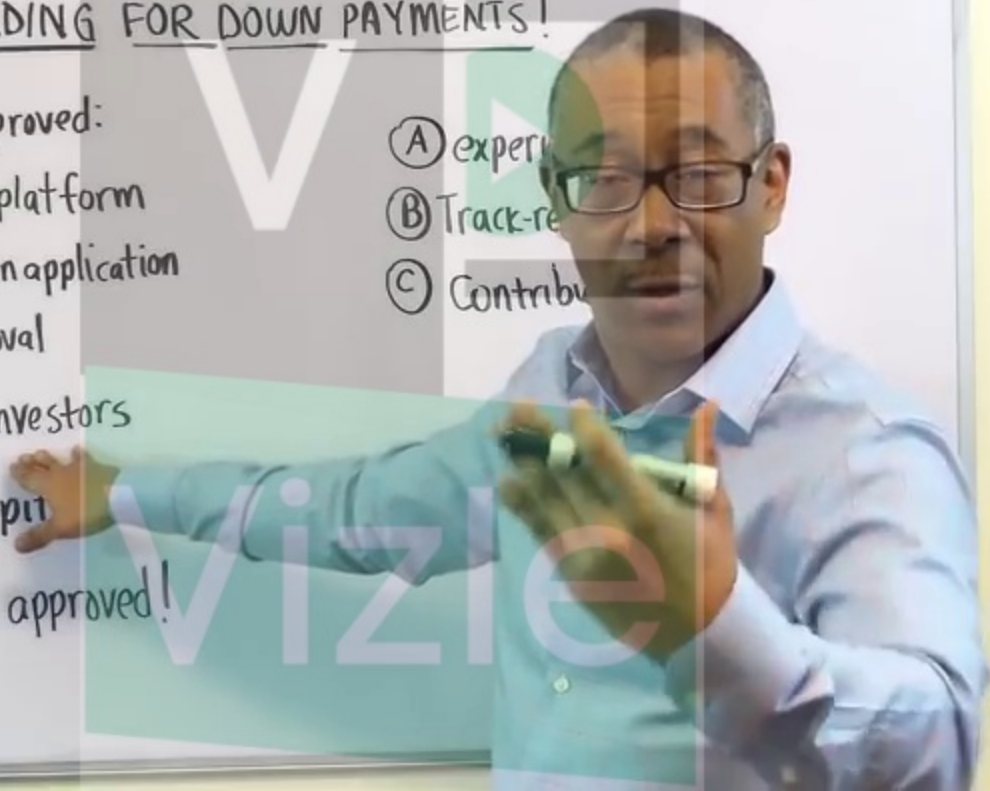
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## CROWDFUNDING FOR DOWN PAYMENTS!

Getting Approved:

- ① Select a platform
- ② Submit an application
- ③ Get approval
- ④ Attract investors
- ⑤ Raise capital
- ⑥ Funding approved!

- Ⓐ exper
- Ⓑ Track-re
- Ⓒ Contribu



# HOW TO RAISE DOWN PAYMENT \$\$ FOR Commercial RE!

## Commercial Wholesaling to Raise Capital

Find Deal  
 ↓  
 Contract  
 ↓  
 FLIP to Buyer  
 ↓  
 \$FEE

Find deal  
 ↓  
 Contract  
 ↓  
 FLIP to Buyer  
 ↓  
 \$\$\$

Fee #1  
 Fee #2  
 Fee #3

down  
 ent!

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