

Bargain Purchase Techniques	
Title	Subject
Adverse possession	Acquiring property by adverse possession
Alcoholic and drug addict sellers	Acquiring property from addicted sellers
Bankruptcy property	Acquiring property out of bankruptcies
Bargain lots at lenders' auctions	Acquiring lots from lenders who seized them from failed builders
Builder leftover lots	Acquiring unsold lots from developers who want to move onto their next project
A corporation and its real estate are soon parted	Acquiring "surplus" corporate real estate
Assessment district sales	Acquiring property auctioned off for nonpayment of special assessments
Delinquent subdivision mortgages	Acquiring property indirectly by buying delinquent mortgages on subdivided land
Delinquent tax sales	Acquiring property that is being auctioned off for nonpayment of property taxes
Discount lien releases	Acquiring property which apparently has no equity but where lenders will release liens at a discount
Distressed builder auctions	Acquiring property from lenders who have foreclosed on failed housing developments
Distressed owner bargains	Acquiring property from persons who are in various personal difficulties
Drug property seizures	Acquiring property from U.S. Marshals who seized it from drug dealers
Execution sale super bargain	House auctioned off for nonpayment of homeowner dues, featured on <i>60 Minutes</i>
Executive suite sandwich leases	Lease unfurnished condos long-term from owners then sublease them short-term and furnished to executives on temporary assignments
Existing options	Acquire property by purchasing "in-the-money" options on real estate from persons who cannot or will not exercise them
Foreclosure redemptions	Acquire property by buying rights of redemptions from foreclosed owners who cannot redeem on their own
14-unit, no-equity foreclosure bargain	Acquiring property where the minimum bid is cut at the last minute at foreclosure auctions

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40%-80% discounts	Acquisition of landlocked land adjacent to investor's already-owned land, assembly (combining two substandard parcels into one standard one, Acquiring both the life estate and remainder estate on the same property
Home builder leftovers	Acquiring the last few houses owned by a builder who has closed his on-site sales office and moved on to his next development
Houses that smell	Acquiring house that are shunned because of severe odor problems
How one vulture made \$1 million since 1988	Acquiring property in a temporarily-depressed area (Anchorage)
How to bet on real estate races after the race is over	Acquire property by buying rights of redemptions from foreclosed owners who cannot redeem on their own
How to buy for half price and nothing down	Acquiring to-be-torn-down buildings and moving them to a new site
How to get positive cash flow: Buy 2, get 1 for 2/3 off	Acquiring houses which have another house in their back yard
Inner-city fixers	Acquiring rehab property in bad neighborhoods
IRS sales	Acquiring property which has been seized by the IRS for nonpayment of income taxes
Investing by flashlight (HUD repos)	Acquiring repossessed properties from HUD
Judgment investing	Acquiring equity in real estate indirectly by buying small claims court judgments against persons who own real estate
Life and remainder estate bargains	Acquiring life estates and remainder estates
More on partial interests	Acquiring tenant-in-common interests in real estate
Bruce Norris's bargain purchase system	Acquiring property through property-wanted ads and OREOs
OREOs	Acquiring property from lenders who acquired it by foreclosure
Owner unknown	Acquiring property whose ownership is unknown to local tax authorities by tracing the heirs
Partial interests	Acquiring tenant-in-common interests in real estate
Partnership 'divorce' and no-charge lien releases	Acquiring property from partners who are fighting and property which apparently has no equity but where creditors will release liens for nothing

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Phoenix VA repos	Acquiring repossessed VA homes in Phoenix during a real estate depression in that area
Pre-tax auction bargain	Acquiring property from an owner who is on the verge of losing it for nonpayment of property taxes
Probates	Acquiring property from estates
Profiting from the bank and savings & loan crisis	Acquiring OREO property from special agencies set up in the wake of the savings and loan crisis
Profit opportunity in bad foundations	Acquiring property which is shunned because of seemingly serious foundation problems
Property-wanted ads	Acquiring property through property-wanted ads
Right-of-redemption bargain	Acquire property by buying rights of redemptions from foreclosed owners who cannot redeem on their own
John Schaub's fsbo system	Acquiring property from owners trying to sell without a real estate agent
Sellers who are likely to sell cheap	Acquiring property from various categories of sellers who tend to sell cheap like bureaucrats, heirs, donees
Sellers who welsh	Acquiring property by suing sellers who renege on option agreements for specific performance
The Stephenson system (rural land)	Acquiring raw land from out-of-county owners
Stigmatized properties	Acquiring property which has been stigmatized for irrational reasons
Three bargain purchases	Acquiring property through property-wanted ads
Case Study: title problem = profit	Acquiring property with serious title problems
20% discount purchase	Acquiring property from a divorcee enroute to foreclosure
Two bargain houses	Acquiring one property from an out-of-area owner and the adjacent extreme fixer property
Two bargain purchases	Acquiring one property from a lender by getting creditors to release liens at a discount and another at a foreclosure auction
Two OREO bargains	Acquiring two office condos OREO from lender
Two probate bargains	Acquiring property out of estates being probated
'Unfit for human occupancy' property	Acquiring property which has been condemned

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Using CD-ROMs to pursue pre-foreclosures	Acquiring property from owners who are enroute to foreclosure
Workout	Acquiring property from troubled syndicates