



What's My Note Worth?

The Note Value Handbook

**Inside Information Regarding
Valuation of your Seller Financed Note
in the Note Investor Market**

Compiled and published by
Nationwide Secured Capital

Retail Price \$199.95





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LEGAL DISCLAIMER: The material in this Handbook is intended for general guidance and informational purposes only. You are advised to seek legal and other professional counsel on all matters discussed in this Handbook. Every Note and transaction is unique and may have circumstances that are not addressed by this Handbook. Any questions about your specific Note, its unique circumstances, or the laws of your state that might affect your Note should be directed to a licensed legal or real estate professional in your state. Nationwide Secured Capital is not a law firm and is not an accounting firm. While we suggest matters that may benefit you and that you should investigate in these areas, we do not provide legal advice or tax advice.

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Table of Contents

INTRODUCTION.....	4
WHY SELL MY NOTE?.....	5
WHO WANTS TO BUY MY NOTE?	6
WHAT'S MY NOTE WORTH?.....	7
THE SIMPLE ANSWER.....	7
THE COMPLETE ANSWER.....	8
1. PAY HISTORY.....	10
2. CREDITWORTHINESS OF THE NOTE PAYER(S).....	10
3. OTHER NOTES AND LIENS.....	11
4. INTEREST RATE AND THE TIME VALUE OF MONEY.....	12
5. DOWN PAYMENT.....	13
6. TERM, AMORTIZATION AND REQUIRED PAYOFF OF THE NOTE.....	14
7. APPRAISED VALUE AND EQUITY	15
8. SALES PRICE OF THE PROPERTY	16
9. MARKET CYCLES	16
10. RECORD KEEPING.....	17
11. TIME REMAINING ON NOTE.....	17
SUMMARY	18
APPENDIX A: MORTGAGE NOTE QUOTE WORKSHEET	20
APPENDIX B: PAY HISTORY.....	21
APPENDIX C: CREDIT REPORT AUTHORIZATION AND RELEASE FORM.....	23

INTRODUCTION



This Handbook was created specifically to help you understand and maximize the cash you get from sale of a Note, that was created by Seller Financing during sale of your property or business. This is a unique opportunity for you to read about what goes on inside the Note Investor's minds when we consider buying a Note.

Seller Financing Notes may also be called carry back financing, or may be mistakenly called "Mortgage" or "Deed of Trust" which is the document that secures payment of the Note. They are both important, but the Note is the loan and repayment agreement that represents the stream of payments and future cash that has value.

This Handbook was compiled and written by the experts at Nationwide Secured Capital. Our underwriters are experts in the field of Note purchases and investing with over 10 years experience in purchasing over \$100s of millions of dollars in Seller Financing. This Handbook was created for our clients, but we have also made it available to the public.

If you have further questions about valuation of your Note that are not addressed in this Handbook, or have questions specific to your Note, or wish to explore selling your Note, please contact the Note experts at Nationwide Secured Capital by calling (800) 853-0573.



Nationwide Secured Capital Publications:

- The Note Maker's Handbook – "Creating a Note for MAXIMUM Value"
- The Note Holder's Handbook – "7 Costly Mistakes to Avoid with your Note"
- The Note Value Handbook – "What's My Note Worth?"
- The Note Seller's Handbook – "Selling your Note for MAXIMUM Cash... QUICKLY!" (future)

We would like to hear from you – Give us feedback.

Was this Handbook valuable? How did it help you with your Seller Financed Note?

Please email us at: info@NationwideSecuredCapital.com Thank you!

Why Sell My Note?

You are probably reading this Handbook because you are considering, have thought about, or might consider selling your Note, right? An important part of selling anything is "Should I sell? What price can I get?"



Why consider selling your Note or Deed of Trust NOW?

There are many reasons to consider selling a Note – and some are highly personal. Here are just a few good reasons:

- Eliminate the worries of late or missed payments, or worse yet - a costly foreclosure
- Eliminate the risk of unpaid buyer insurance that can wipe out the property & your Note
- Get cash for a big purchase, a dream house/vacation home/travel, or a new project or business
- Pay off high interest debt, pay down the mortgage on your current home
 - Move your cash to higher yield investments, increase your retirement savings
- Notes decline in value over time - the value of your Note goes down with every monthly payment your purchaser makes, and seriously drops if they miss or make late payments
- Easy distribution of ownership if ending a marriage/partnership or liquidating an estate
- The best time to sell a Note is before you absolutely need to!

Who Wants to Buy My Note?



Get ready for some good news! There are individual investors and companies representing large funds of investor money (like Nationwide Secured Capital) that are in the business of buying Seller Financed Notes. This creates a market where you can sell your Note. A good Note will yield a steady stream of cash and if purchased at the right price will provide a better yield than other secure investments like bonds. Investors are always looking for secure ways to make interest on their money that involves little work and minimum risk with maximum return! Note Investors have extra cash that they need to invest, and are more prepared to deal with the risks of non-payment on a Note.

If you own a Note, you have probably heard from some of the investors or brokers who are interested in purchasing Notes, because your Note is a matter of public record. As in any industry, there are professionals and experts – and there are opportunists and amateurs.

When you work with knowledgeable Note purchasers, such as the experts at Nationwide Secured Capital, they know the market for your Note very well, and always pay the MAXIMUM price that is possible given current market conditions. Our knowledgeable experts can structure many options designed specifically for you, the Note Holder's cash needs today and in the future, so that you get the most out of the Note you hold. It is important for you to understand that there are numerous options available to you when you sell your Note – and that choosing the right option for you can save or make you \$1,000s of dollars.

Call Nationwide Secured Capital when you are ready to sell! We are experts on all aspects of how to maximize the value of your Note – whether you hold it or when you sell it. We would be happy to consult with you on the options you have for selling your Note, and help you find the one that suits you situation and needs most completely, and that MAXIMIZES the value of your Note.

Call us at (800) 853-0573 for a free consultation.



Also refer to Nationwide Secured Capital's: The Note Seller's Handbook – "Selling your Note for MAXIMUM Cash... QUICKLY!" (future publication)

What's My Note Worth?

This question is both very simple and very complex. We will start with the simple, and attempt to provide you with a clear understanding of the complexity of Note valuation in the Note resale market.



Your Note is a cash stream into the future – a promise to pay according to a fixed schedule, a prescribed amount of money, in prescribed payment amounts, over a period of time – with a specific ending date. That cash stream has value.

The Simple Answer

The simple answer to the value of your “promised cash stream” is – it is worth whatever someone is willing to pay for it. This is the same idea of value that exists in any “market” – the real estate market, or the stock market, are good examples. A property or stock certificate is only worth what someone will pay for it. The Note resale market is no different.

For many Note Holders, when they receive their first quotation for purchase of their Note in the Note resale market, they immediately have the following question: “Why isn’t my Note worth the remaining Principal balance of the amount I loaned? ... and, I want all that unpaid balance as cash TODAY.”

This is where the answer to “What’s My Note Worth?” starts to get more complex and brings in all the elements of Note underwriting and valuation. You can’t go to your borrower and demand all your unpaid balance as cash today. And investors will only pay as much cash as will achieve a certain interest rate on the purchase amount after acquisition costs are deducted, and they are looking for adequate security that they will not lose their capital.

If you are creating a Note or considering sale of a Note, it is useful to understand how professional Note investors will evaluate and set a value for purchase of a Note.



If you are creating a Note, we strongly recommend that you refer to Nationwide Secured Capital's: The Note Maker's Handbook – "Creating a Note for MAXIMUM Value". This will allow you to create your Note for maximum resale value from the start.

The Complete Answer



The valuation of a Note for purchase as an investment involves the same criteria regardless if it is a fully underwritten mortgage Note made by a Bank or large lender, or whether it is a private Note that you created yourself. Banks don't like risk –

so they require full underwriting of Notes they purchase, and top credit worthiness of the Note payer(s) – and in return, these Notes have the lowest interest rates available to Buyers/Note payer(s). Banks and traditional lenders won't buy a private Note from you – it has too much risk.

The market for resale of your private Note is made up of professional Note investors and Note investment companies who are willing to take greater risk for a greater reward than Banks and Traditional lenders are willing to do. These investors are very experienced in assessing the yield and the risks of various Notes they purchase – just as Banks and traditional lenders are – however they will purchase Notes with higher risk when acquired on the basis of higher returns achieved in proportion to that risk. Many Note Holders have created their Note, with little awareness of the factors that a professional Note investor considers when looking at purchase of a Note – as a result, the Note is not worth as much to the investor. This sometime results in disappointment in the prices offered, when a Note Holder tries to sell their Note.

In many cases, the Note Holder only discovers the mistakes they have made in structuring their Note at the point they consider selling the Note. Those mistakes may cost \$10s of thousands of dollars in the resale value of the Note.



If you are creating a Note, Nationwide Secured Capital offers a publication called "The Note Maker's Handbook" that will help you understand and avoid these mistakes at the time you are creating a Note, so you will be able sell your Note at a later time for MAXIMUM value.



In the rest of this Handbook, you will find the 11 primary factors that determine what investors are willing to pay for your Note. These are listed in the approximate order of influence on the value of your Note, with the most important being listed first.

1. Pay History
2. Creditworthiness of the Note Payer(s)
3. Other Notes and Liens
4. Interest Rate and Time Value of Money
5. Down payment
6. Term, Amortization and Required Payoff of the Note
7. Appraised Value and Equity
8. Sales Price of the Property
9. Market Cycles
10. Record Keeping
11. Time Remaining on Note

Further explanation is provided below on how each of these factors influences the value of your Note. If you have further questions, please do not hesitate to contact Nationwide Secured Capital for further information or answers to your questions. Just call (800) 853-0573.



If you see that your Note may have a problem in one of these areas of valuation, and to get more information on how to maximize the value of your Note, and to correct certain mistakes in these areas of Note value, refer to Nationwide Secured Capital's: The Note Holder's Handbook – "7 Costly Mistakes to Avoid with your Note".

1. Pay History

One of the most important aspects of the value of a Note is reliable payments arriving as agreed on the Note, and evidence that the payments are made every month and on time. If you plan to sell your Note, it is critical that you keep excellent records of the payments received on the Note. Copy every payment made and keep a copy of the bank records that show when you deposited the payment. Six to twelve months of reliably on-time full payments are necessary to obtain maximum value for your Note.

Once a Note has a missed or late payment, the value drops significantly. There is a much higher likelihood of further late or missed payments, and even a default which results in a costly foreclosure. These are factors that drop the return of the Note, and seriously change what a Note investor is willing to pay for the Note.

2. Creditworthiness of the Note Payer(s)



If you think about it, this point becomes very clear. A Note becomes worth much less if the payer on the Note stops paying. A costly foreclosure will often result, and the yield on the investment will plummet. So credit score and credit history of the payer(s) on your Note is VERY important to the value of your Note.

You have often created that Note to make it easier for more Buyers to consider purchasing your property – which is a good thing! You do need to realize that when you do this, if you provide a loan to a Buyer who cannot qualify for a Bank loan, then you have taken an increased risk that the Buyer may not pay off the loan and that a foreclosure will be necessary. This risk is generally measured based on the credit score and credit history of your Note’s payers.

Credit scores below 620 will significantly change the price offered for your Note. When a Note investor considers purchase of your Note, they will require a credit check on the borrower, and will pay less for lower credit scores that mean higher risk of missed/late payments, or a default on the Note.

Note investors do look at the pay history on the Note as more important than the credit score, and a long and stable pay history of at least 12 months on your Note for an owner occupied property will offset lower credit scores somewhat.



3. Other Notes and Liens

If the property that secures the Note has other Notes and Liens ahead of of your lien, that must be paid off before your Note will be paid off – then the risk of full repayment of your Note is higher, and the value is significantly reduced. The most common example is a Seller Financed second mortgage Note.

As an example:

- If you hold a second lien Note for \$10,000
- On a property that is worth \$100,000
- And it was purchased with an \$80,000 bank loan
- Then 10% = \$10,000 down
- And you carried back a second mortgage of \$10,000.
- If the Buyer/Note payer(s) default, and the property is foreclosed
- And sold for \$100,000 (unlikely as the foreclosure price is usually lower for quick sale)
- The proceeds of the foreclosure sale first go to pay the Bank \$80,000
- And the foreclosure costs \$20,000
- And NOTHING is left to pay back the holder of the second lien.

Investors don't like risking any of their capital – without very high returns. Investors will purchase the Note, but the value of your Note as a second lien with other liens ahead of it is quite low. If you hold a Note that is in first lien position, and the value of the property is greater than the amount of the Note to pay for foreclosure, then the security for the Note is adequate, and Investors see that it is highly unlikely they could lose their capital. This kind of security on the Note gives it a better value and price.

4. Interest Rate and the Time Value of Money

The amount of interest that your Note bears is ESSENTIAL to its value. High interest rates are worth more. Low are worth less. What's High? And, what's Low?

Unfortunately, there is no set answer for this question. And, it depends on the:



- CURRENT Prime rate
- CURRENT Mortgage rates
- And other investment yields where investors are able to place their money with secure, long term returns.
- Projected rate of inflation

In general, when you create your Note, you can and should always charge 1 or 2 percentage points above the rate that your Buyer/Note payer can receive at the bank. If the Buyer cannot get a bank loan, you should set it even higher. You are making it easier and faster for them to get a loan, and you are typically charging them no upfront fees which banks commonly do. And it is essential to the resale value of your Note.

When creating a note, Nationwide Secured Capital recommends that you consider setting an interest rate of Prime or Prime +1 for your Note. If you give them a lower interest rate than this, you are giving them a huge gift – at your cost - which significantly reduces the value of your Note should you resell it. If your Buyer/Note Payer has low credit (below 600 credit score), you should ask for a premium interest rate beyond Prime+1 to offset the higher risk and lower value created by their low credit score. If your buyer cannot get a bank loan at all, you are taking greater risk, and deserve to receive a higher interest rate.

Although we can never know the future, the Prime Rate and the 30 year Mortgage rate are set by people who are experts at anticipating and forecasting the future of financial markets. At the time you make your Note, you should use these rates to figure out the rate you should charge your Buyer/Note payer that includes a premium to you for giving them “easier” credit than they will get with the Banks and traditional lenders.

When you sell your Note, the current Prime Rate and Mortgage rates will significantly affect the price investors are willing to pay for your Note. If you have set an interest rate that is lower than the guidelines discussed above, the value of your Note will be less. When investors purchase a Note, they want the “yield” (i.e. the interest rate) they receive to follow the guidelines above, because these are consistent with other investment opportunities that exist for their money.

5. Down Payment



The amount of down payment that your Borrower made when he purchased the property from you is a very important factor in how an investor will value the security of your Note. If the Borrower has little of his own money invested in the property, and it's value is low relative to what he has borrowed, then it is easier for him to walk away from the property and the loan – without losing much - or even worse, to stop paying on the loan and occupy the property until forced out by foreclosure and eviction. This leaves the investor with significant costs to liquidate the property and get his capital back.

If the property is worth substantially more than the loan plus the potential costs of foreclosure and eviction, then the investor's money is truly secure. As it was stated before, Investors don't want to risk their capital. When they do, they want much higher returns which can only be gained by paying less for the Note. If it is not worth enough to fully recoup the investor's money, then the Note is worth less to the investor due to the added risk of his investment.

Nationwide Secured Capital and other Note investors prefer to see at least:

- 10% down on a Residential property
- 25% down on a Commercial property
- 40% down on vacant improved Land
- 50% down on a raw Land purchase associated with a Note you create.

If a second loan also exists to raise the down payment, you should wait to resell the Note until that second loan has been paid off in order to get maximum value for the primary Note.

6. Term, Amortization and Required Payoff of the Note



When you create your Note, you set an amortization term and a final payoff date.

A longer amortization period means lower payments for your Buyer/Note payer but it also means more interest will be paid over time. It is common to use a 30 year amortization for real estate loans. However, you can also use shorter amortization periods if your Buyer/Note payer agrees.

An earlier payoff date and faster return of capital makes your Note more valuable. This is because no one knows the future. Not even those who set the Prime Rate and conventional mortgage rates. Investors would much rather get their money back with the opportunity to reinvest it within 3-7 years. They expect that the opportunities to reinvest or use their money will change, and they value being able to make that change sooner, rather than later. Investors prefer that they receive their money back within 7 years – especially when interest rates are low – because when interest rates are higher, they want to take that money and reinvest it at higher return.

Investors also know the expense that goes into acquiring the Note and setting up the management of payments on a Note. They prefer that their investment will yield their desired return (interest) over a minimum period of at least 3 years. They also know that sometimes the property will be sold or refinanced much earlier than they would prefer, so that it doesn't pay the upfront costs of acquisition. This gets factored into the price they can pay for your Note.

Notes can contain payoff provisions that meet the Buyer/Borrower's needs, and also meet the investors' objectives, and makes your Note worth more when you sell it:

- Prepayment penalty – a prepayment penalty ensures that the investor receives interest for 2 ½ -3 years on his investment. For most Buyers/Borrowers, it is not an objectionable agreement, if they have a stable life situation and plan to stay in the property.
- Balloon payment – even though the payments on the Note are based on a 30 year amortization to payoff the loan amount, the Buyer/Borrower agrees to payoff the loan “early” at or before 3-7 years (through sale of the property or refinance or through cash from another source). This allows the Buyer/Note Payer sufficient time to enjoy the property and enough time to improve their creditworthiness obtain a bank loan to refinance. And it makes the Note more valuable to an Investor because they are assured of getting their capital back for reinvestment in 7 years or less.

7. Appraised Value and Equity



As part of purchasing a Note, a professional investor will always require a current appraisal of the property by a licensed appraiser to confirm the value of the property, which secures the Note that is being purchased. This is essential because the Note purchaser may never see the property, and the value of the property is what protects the Note Holder from loss of his investment, should the Borrower(s) stop paying. An appraisal offers the Note purchaser an unbiased, expert third party viewpoint of the value of the property. The appraisal takes into consideration the location, the age, size, finishes, and condition of the property as well as recent sales of surrounding comparable properties to determine the likely sale price if the property was put on the market.

Equity is the difference between the remaining principal amount owed on the Note, and the appraised value of the property. The larger the equity amount is, the greater the security that the Investor will have of recovering all his investment money if the Buyer/Note payer(s) should default.

Foreclosure is very costly, messy, and time consuming. It can easily cost \$20,000-\$25,000 to reclaim a property and sell it to restore the capital that was invested in the Note. If the property has been damaged during foreclosure process by irate Borrower's during foreclosure, the costs go up higher. Investors like to see property that has much more than the costs of foreclosure in equity, as it reduces the risk that they will not get their invested capital back. The more equity is present in the property, the higher the value of your note. For equity at or less than \$25,000, the price paid for your Note will be reduced to address the risks and costs of foreclosure.

8. Sales Price of the Property



The price at which you sold the property can also affect the value of your Note. Investors need to see that the property was sold at a “fair market price” in an arm’s length transaction. Investors are on the alert for “false” sales where the Note is created by parties that are related to each other with shared interests that can (and have been) used to deceive the investors into buying a Note that is not as represented to the investor. If a property has a sales price that is way above market, or significantly below market, investors are wary of the relationship of the buyer and seller, and possible cash kickbacks or misrepresentation that would affect their investment in the Note. A selling price other than fair market value will cause the investor to discount the value of the Note or may even make the Note un-salable.

9. Market Cycles

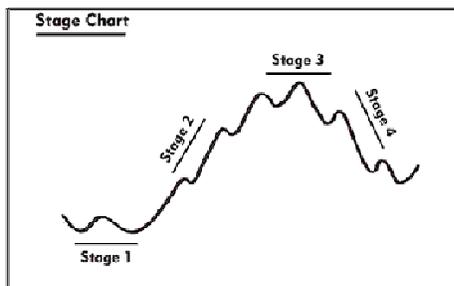


Chart 1-1: The Four Stages of a Real Estate Cycle

The Note resale market itself changes from quarter to quarter, and moves in cycles relative to other investment markets. Professional Note investors will pay more for a private Note when there are fewer Notes available for purchase or when the return on investments in other markets is lower – for example, when the bond market is low. Recent (2007) events in the sub prime mortgage market have resulted in Note investors having many opportunities to buy very high quality Notes that were fully underwritten to Mortgage industry standards when they were created. Supply is up while demand is about the same, resulting in somewhat lower prices for Note prices in 2007.



10. Record Keeping

We touched on this point under Payment History above. The paper trail that proves the payments on the Note is VERY important. Simply put, you need 6-12 months of records that show on time, full payments made on your Note, to get the maximum purchase price for the Note.

Bank records showing the on time deposits of the Note amount are sufficient. It is to also best to keep a copy of every payment before it is deposited showing proof that the Borrower is the one making the payments. And it is a good idea to log the receipt of these payments in a handwritten record made each month, because the date of deposits could be different from the date of receipt.

Refer to APPENDIX B for a form we provide that you can use to keep good records.

11. Time Remaining on Note

As we have mentioned earlier, your Note is a promised stream of cash. Every payment made on that Note reduces the number of payments before the stream ends. Simply, and logically, every payment your Borrower makes to you, reduces the purchase price of your Note. This reduction in value accelerates as the Note reaches the last 7 years of its term.



Summary

We've given you a comprehensive view of how your Note will be valued by Investors in the Note resale market. We hope that you have found this valuable! And, the good news is that there are individual investors and companies representing large funds of investor money (like Nationwide Secured Capital) that are in the business of buying Seller Financed Notes. This creates a market where you can sell your Note!

If you want all your cash from your Note TODAY:

- To use the CASH elsewhere
- Or reduce your risks in dealing with late payments and/or a default
- And you want to sell the entire Note
- Then you will get something less than the full amount of principal still owed on the note – due to a number of factors we have discussed in this Handbook.
- However, there is an old saying, “CASH TODAY IS KING!” Selling your Note for CASH allows you greater freedom to do the things that better suit your lifestyle today
- And, eliminates the risks in holding a Note.

If you do not require all the cash from your Note immediately:

- Nationwide Secured Capital can structure purchase of your Note so that you receive 100% or more of the remaining balance of your Note.

Call Nationwide Secured Capital to get maximum purchase price for your Note, and the best of both worlds:

- Maximum CASH TODAY
- Option for CASH later, as well





There is no standard pricing for Seller Financed Notes because there are no standard Notes, nor standard properties. Each Note is different, and each Note must be individually researched in order to determine its HIGHEST VALUE.



The best way to find out how much your Note is worth is to get a quotation from a professional Note purchaser. You can complete the "Mortgage Note Worksheet" in the following page to start the process with Nationwide Secured Capital. Be aware that there are many people who may approach you offering to buy your Note for cash. Many of these buyers will give you a low-ball offer, or will get you started with an attractively high quote and/or fees you must pay in advance – only for you to find out much later that the offer goes down by the time you reach the closing table. Many amateur Note buyers don't know how to structure partial offers tailored to your needs as a Note Holder, and may not know how to close the transaction properly so that you are protected.

When you deal with a professional Note investment company like Nationwide Secured Capital:

- You will get reliable information on purchase price
- You won't see upfront costs, and
- You will receive MAXIMUM return on your Note.

If you are considering selling your Note for cash, Nationwide Secured Capital would be happy to provide a free consultation and purchase quotation.

- Call us at (800) 853-0573
- Complete the Mortgage Note Quote Worksheet" in the next page
- Or go to: www.NationwideSecuredCapital.com/SellYourNote.html





APPENDIX A: Mortgage Note Quote Worksheet

Fax to: 415-276-4159 * OR email: info@NationwideSecuredCapital.com * OR call: 800-853-0573

Complete as much information as you can so that we can give you an accurate price for your Note. Thanks you!

NOTE SELLER INFORMATION

Name _____ Email _____ Phone _____
 Street address _____ City _____ State _____ ZIP _____

REAL ESTATE PROPERTY INFORMATION

Street address _____ City _____ State _____ ZIP _____

Current estimated value \$ _____ Based on _____

If Property is Residential: Owner-occupied Rental / Single-family Multi-family

If Property is Commercial: Owner-occupied Rental Description _____

If Property is Vacant land: Description _____

Description of Real Estate Property & Area: Sq Footage / Condition / Age _____

HISTORICAL INFORMATION

Prior Mortgage Information (if any)

Name on Note _____

Name #2 on Note _____

Name #3 on Note _____

Date of sale _____

Selling price \$ _____

Down payment \$ _____

First lien \$ _____

Second lien \$ _____

PAYER/BUYER INFORMATION

Credit Score _____

Do you have arrangements/form to pull credit _____

Payments current / all made /on time _____

List Payer's Employer(s) _____

NOTE INFORMATION

Date of note _____

Amount \$ _____

Interest rate _____ %

Term in months/Length of Note _____

Balloon amount \$ _____

Balloon date \$ _____

Payment amount \$ _____

Due date 1st pmt/When are pmts _____

of pmts paid _____

of pmts left _____

Next pmt due _____

Current Balance \$ _____

NOTE SELLER INFORMATION

How did you obtain the note? Why are you Selling Note?

And, how will you use the cash? Use back of form, if needed.

How much cash do you need right now? _____

We can buy part of Note now, and part later, so you get more!

I have copies of the following:

Note Yes No

Security instrument Yes No

Title Yes No

Sales contract Yes No

Credit report Yes No

I have copies of the following:

Bill of sale Yes No

Insurance Yes No

Appraisal Yes No

Prior mortgage info Yes No

Closing statement Yes No



APPENDIX C: Credit Report Authorization and Release Form

CREDIT REPORT AUTHORIZATION AND RELEASE

Authorization is hereby granted to _____ to obtain a standard factual data credit report through a credit reporting agency chosen by _____.

My signature below authorizes the release to the credit reporting agency a copy of my credit application, and authorizes the credit reporting agency to obtain information regarding my employment, savings accounts, and outstanding credit accounts (mortgages, auto loans, personal loans, charge cards, credit unions, etc). Authorization is further granted to the reporting agency to use a photostatic reproduction of this authorization if necessary to obtain any information regarding the above mentioned information.

Applicants hereby request a copy of the credit report obtained with any possible derogatory information be sent to the address of present residence, and holds _____ and any credit reporting organization harmless in so mailing the copy requested.

Any reproduction of this credit report authorization and release made by reliable means (for example, photocopy or facsimile) is considered an original.

Borrower's Signature

Date

Call Nationwide Secured Capital at (800) 853-0573
to have us fax you a copy of this form.