**TITLE MATTERS - Title & Deeds To Real Estate**

 Does it really matter how we own or who, (Name on title) or take title (Type of Deed) in doing real estate deals?

Can't I just leave it up to my title company and attorney to handle those details?

Come and discover what matters and what doesn't, and why you should make these decisions and not just leave it up to someone else. STLREIA member ***Dan Bryan***, real estate investor, broker, consultant and trainer will be showing us the safe way to hold title to our properties.

\*What works best for your situation and what things should I be taking into consideration?

\*Learn how to make the most of what is available to you!

 \*How do you hold your titles in regards to:

**Privacy** (Asset protection) – Do you keep your business private?

What about:

**Negotiation** with Tenants, Sellers, Buyers, Inspectors…

**Purchase Structure** (Buying Subject To, Lease Options, Options, Borrowing, Lending)

**Joint Ventures** (Financing, division of ownership, profit splits, etc.)

**Other Benefits** (Landlords, flippers, lenders, homeowners)

You may even want to consider how you hold title to your other stuff… cars, boats, 4 wheelers, stocks and bonds, etc…

**Do You Want to Know How To Wholesale?**

Wholesaling Houses is the fastest way to making a six-figure income here in St. Louis. Do you want to know what “wholesaling" is and how you can do it, too?  See the excitement involved in getting a $10,000 check in the next 30 days. ***Chris Kleewein*** is a local St. Louis guy, and loves the St. Louis area.

Chris is a wholesaler, a landlord, and a coach. Chris wholesales about 50 deals each year, and he loves to teach other people how to wholesale also!

Over the years, he has mentored hundreds of people in their real estate investing endeavors, and he really enjoys helping other investors on their journey to success.  Chris says that each time a student shares a big payday is contagious and inspiring, as is the energy and excitement of the deal!

Chris often says, “If you know what to do and how to do it, you can make a FULL-TIME income in real estate, working PART-TIME, even if you already have a full-time job and a family at home…..” Chris enjoys helping people change their lives and find financial freedom through Real Estate.

This meeting will fill up. Make sure to arrive early!

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**Main Event**

**7:30 P.M.**

**Monthly Meeting –**

**Tuesday, October 16th, 2018**

St. Louis Association of REALTORS

CLASS ROOM

12777 Olive Boulevard

St. Louis, Missouri 63141-6210

**EARLY**

**BIRD**

**6:30 P.M.**

Do you know what radon is? More importantly, how do you know if a house has it? Why is radon a problem? How does it enter your home? When should you take action? How can radon affect my real estate transaction?

Elevated levels of radon in any building can be a serious health concern. ***Tom Getchman***, certified radon testing and measurement professional with St. Louis Radon Test and Mitigation, will answer these questions and more.  Join us to learn how to protect your family and your customers from radon, the second leading cause of lung cancer.

INVESTMENT NEWS



**Next Monthly Lunch**

Friday, Nov. 2, 11:30 to 1:30

Applebee’s

11950 Olive Blvd., Creve Coeur, MO

**Don’t Miss Our Next Networking Lunch:**

Do you want to know what others are doing in their real estate investing, in a friendly and informal setting? Then our monthly lunch is for you!

Come join us for lunch this month! You’ll sit and chat with rookie and veteran investors. You’ll find out what’s going on in the real world of investing.



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## Increased Listings May Stabilize the Market

By [Think](http://stlouisrealestatenews.com/author/dennis/) Realty, on September 25th, 2018



As media headlines speculate about the possibility of a housing market correction in the next 24 months, buyers and sellers are adjusting their perspectives. [Existing home sales are down slightly](https://magazine.realtor/daily-news/2018/09/20/report-market-could-stabilize-as-more-homes-are-listed) over a year ago, indicating the market is shifting from a seller’s market, and into a buyer’s market. According to the National Association of Realtors (NAR) Chief Economist Lawrence Yun, “With inventory stabilizing and modestly rising, buyers appear to be ready to step back into the market.”

##### **What Might Bring Buyers Back?**

In many markets, home sales have not so much corrected as simply plateaued. That and signs of rising [interest](https://thinkrealty.com/glossary-item/interest/) rates could both be reasons why Yun expects buyers to begin buying again. In addition, there is a higher rate of inventory available on a national level. Total housing inventory registers at 1.92 million homes—up from 1.87 million last year—and unsold inventory is at a 4.3-month supply, up from 4.1 a year ago.

Even with these numbers, Yun believes the market is far from healthy. “New-home construction is not keeping up to satisfy demand.” To propel sales, [he suggested](https://www.nar.realtor/newsroom/existing-home-sales-remain-flat-nationally-mixed-results-regionally) more moderately priced entry-level homes.

##### **Where are the Investors?**

Interestingly, on a national level, investor activity (as measured by all-cash transaction volumes) has remained largely unchanged. In August 2018, all-cash transactions made 20 percent of total real estate transactions. This was the same as a year ago. About one in every eight homes were purchased by individual investors, down from about one in every six last year. August also posted distressed sales volumes of three percent in August, the lowest volume since 2008.

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**TITLE MATTERS**

The world of real estate investing is truly fascinating. For the new investor, it is a bold new world where there is so much to learn and many decisions to make regarding the direction to take, how and what to buy, what methods to use, how to finance it, sell, lease and the list goes on and on. For those who have been in this world for a while, it regularly teaches us new lessons or reminds us of old ones, and it benefits all of us to be continually learning new ways of doing business and adding tools to our tool box.

Taking and holding title is one such tool in your tool box. It’s not “exciting” and certainly usually not the first subject of conversation when we are talking about our real estate ventures. But since it can affect all aspects of our business, from purchase, sale, negotiation, finance, tax, liability and more, it would be foolish not to learn more about it. And, if you are concerned at all with having some privacy in a world in which privacy is almost non-existent, read on...

**TAKING TITLE**

The way you receive title and give title matters. Most of time people don’t give much thought to the form of deed used when buying and selling real estate. Most leave it up to whatever the pre-printed contract specifies or to the title company, if not specified, and in most cases, that works just fine. However, not knowing how and when to use other methods may cause you to miss out on some great opportunities or can open yourself up to unnecessary liability. It could also be very costly in terms of title defects or quality of title.

Three of the most common methods of taking title are:

* Quit Claim Deed (not “quick” claim)
* Special or Limited Warranty Deed
* General Warranty Deed

Do you know the difference in these types of deeds and what they mean or when you would want to use one over the other, if you have a choice? And what about other ways lesser forms or types of title including beneficiary deeds, leases, purchase options, lease-options, rights of refusal options, ground leases, estates for years, reversionary deeds and so on??

(continued on next page)

**HOLDING TITLE**

Many in this business start off holding title in their personal name, since that is the way they own their residence and after all, they already have a name… And there is joint ownership with others, maybe as “tenants in common”, “joint tenants, with rights of survivorship”, or “tenants by the entirety”. Another common way for investment property is by using a limited liability company (LLC), corporations or other combinations of ownership forms. One of my personal favorites is using trusts, in addition to other entities to achieve a multitude of benefits. Trusts come in many different varieties and can be as simple or complex as your situation calls for with a host of possibilities. If you are in business or own any assets or plan to, you owe it to yourself, as I did to investigate the world of trusts. With all forms of title, the type, details and provisions in the creation documents make a difference. It pays to learn.

Strategy for holding title involves taking into consideration many different aspects and will not be the same for everyone or even for every property. Some of those considerations, in no particular order, include:

* Type of Property
* Type of Financing (Cash, Institutional or Hard Money loan, Subject To, etc)
* Type of Acquisition (Short term, long term)
* Parties Involved (Number, type, relationship, experience level, passive vs active, etc)
* Tax Impact (for all parties)
* Potential Risk (Equity & Liability)
* Privacy Concerns & Risk Tolerance levels
* Complexity
* Management (Property or Project)
* Generation Passing (Avoidance of Probate, Heirs, Other provisions)
* Exit Strategy

Without taking the time to learn different ways of holding title in your business, you could be losing out on benefits you could easily get by taking title in a different way. At the very least, it pays to educate yourself on the various advantages and disadvantages of the different options for holding title.

One last thought, but a very important one. Do not overcomplicate your real estate structure just because you can. If you are a new investor, start out by learning about different forms of structure and how you can use them. You will find there are easy and inexpensive things you can do from the start. As your real estate holdings and equity start to grow, you will usually want to add additional entities or layers of protection. For those seasoned investors, it is even more critical that they review their current structure and see if they are taking title in the most effective and beneficial way possible to minimize risk and achieve their goals.

Continuing to learn in this area could help you in negotiations, save you taxes, help shield you from liability and give you more privacy. What will you do to learn more about this little studied area of real estate investing?

Dan Bryan

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(314) 568-0805

**Elections are Coming!**  

Nominations for elected positions in this association will be accepted at the October meeting, and the elections will be held at the November meeting.

If you hve an interest in serving in any of the board positions or you would like to see a certain person on the board, feel free to nominate yourself or them. (If you do nominate another person, be sure that you have their permission and that they are willing to serve.)

There are certain requirements for the various positions. To learn about the requirements, feel free to contact any officer. There are no paying positions, but the rewards are great when a member comes up to you and tells you how helpful the last meeting was to him or her.

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**St. Louis Real Estate**

**Investment News**

**President: Lloyd Alinder**

**Vice President: Dan Heymann**

**Secretary: Janet Keller**

**Treasurer: Ruth Hollander Elliott**

**Membership Chairperson: Laura Lee**

**Contact Number: 314-849-2578**



