

FAQ

Sunday, 25 November 2007

Last Updated Wednesday, 28 November 2007

1. Q. IS THERE REALLY NO VACANCY PAY, NO NEGATIVE CASH FLOW, NO REPAIR COSTS?

•A. The Property Maintenance Reserve Fees that are paid out within 48 hours of closing can on average support The Property for a minimum of 2 years sitting vacant. A minimum of 4 years of negative cash flow and each one of our homes comes with either a Builder 2/10 Warranty or separate Home Owner Policy covering repairs.

2. Q. WILL I EVER HAVE TO GO INTO MY POCKET TO SUPPORT THIS PROPERTY?

•A. Yes…our Property Maintenance Reserve Fee’s we deliver to you will support The Property for quite a while—but at some point those funds will run out.. We believe we can definitely get you through the next few years and by that time appreciation will return and the Property Will Be Prime For Resale.

3. Q.IS THIS A GOOD TIME TO INVEST IN REAL ESTATE?

•A. Whatever you decide to make an investment in one thing remains the same, Investment rule #1 Buy Low. This is the absolutely Best Time to purchase realty, not only have prices dropped and stabilized BUT we are able to offer you these TREMENDOUS DEALS! If the market was already on a upswing these deals wouldn't be possible. Once the market drives up these deals are GONE! Don't believe our words listen to two billionaires, Donald Trump was on Larry King and said "Everyone and anyone should pour money into real estate." He stated "It is the BEST TIME he's seen in over 22 years."•

Warren Buffet was interviewed about 8 weeks ago in USA Today and was quoted as saying "He personally was investing in Real Estate heavily."•

4. Q.HOW AM I ASSURED OF GETTING MY "PROPERTY MAINTENANCE RESERVE FEE"?

•A. After you decide on a property but before you deliver earnest money we complete and deliver our "Buyer Investment Agreement" to you, putting in writing exactly what you'll receive and when. Over 70% of our Business is by Referral this DOES NOT HAPPEN BY ACCIDENT. We deliver what we Promise.

5. Q.DOES A WARRANTY COME WITH THE PROPERTY?

•A. Yes...Everyone of our properties comes with either a Builder 2/10 Warranty which covers the house from Top to Bottom for the first 2 years OR a one year private home warranty plan which can be renewed year after year.

6. Q.HOW LONG DOES IT TAKE TO CLOSE ON ONE OF THESE PROPERTIES?

•A. Most of our Properties are Builder Fall Outs, Specs, or Models and can close as soon as your are approved for your mortgage...the homes we sell are either complete or about 95% complete-we do occasionally get a property that is being built from scratch and they will typically take anywhere from 6 months to a year.

7. Q.DO THESE HOMES HAVE APPLIANCES INCLUDED?

•A. Most of our homes come with appliances and come with window coverings. We even have fully finished models that the builder will lease back from you.

8. Q.ARE THESE PRICES INFLATED SO THAT YOU CAN GIVE ME THE "PROPERTY MAINTENANCE FEE"?

A. NO. These prices are what any buyer would receive walking off the street.. The Builders have been told we won't sell overpriced homes and they also know appraisers are getting tougher on Values and without the appraisal there is no deal; the reason the Builders are willing to pay Encore our fee's and in return were able to pay you is to free up some of their cash and liquidate their high construction notes;give a little now, save a lot later. Most construction notes are interest daily and there rates are typically between 12-15%, so the builder needs to close on their Fall-Outs ASAP. They also need to move property to alleviate their liability of carrying a vacant property.

9. Q.DO YOU OFFER PROPERTY MANAGEMENT?

A. NO; We don't personally have a property management license but do work with a very reputable companies in Las Vegas and would be glad to refer you.

10. Q.HOW LONG WOULD I HAVE TO HOLD ONTO THE PROPERTY?

•A. That is a matter of choice and your own exit criteria …but with over 38,000 new hotel rooms currently being built and the need for an additional 315,000 new employees needed in Las Vegas over the course of the next couple of years. We believe Las Vegas will be feeling a housing crunch (shortage) within the next 18-24 months, so I believe a good exit would be at that time or Shortly After. I wish I could offer a guarantee but that is not possible.