

Light at the End of the Tunnel

As financing options for real estate investors have greatly diminished over the past year, most are wondering, where does it all end and who will pick up the pieces? High credit scores, ample liquid assets and low loan to values are no longer the underwriting criteria. As the industry witnesses an unprecedented number of loan applications denied for even the strongest of borrowers; issues such as total number of properties financed, loan seasoning, landlord experience, title seasoning, and owner of record (LLCs and corporations vs. personal name) are keeping even the most qualified investors from securing conventional financing.

Prior to the start of the “Mortgage Meltdown” in the summer of 2007, lenders had many investors to sell their loans to on the secondary market. As these options cease to exist and Fannie Mae/Freddie Mac have tightened their guidelines, real estate investors are the ones left to suffer. The investor market has been neglected and grossly misunderstood by traditional lending institutions, yet it represents a huge percentage of residential real estate loans. Simply put, the investment property mortgage market is too large to be neglected much longer. Whether it be mainstream conventional lenders, banks, hedge funds or private capital investors, these programs will be made available.

Rein USA is committed to helping it’s members and the real estate investing community nationwide find alternative sources of financing. Our company has dedicated months (since summer 2007) researching residential and commercial lenders, banks, credit unions, hedge funds and private investors to find and create new programs to allow investors to continue buying properties in what is considered one of the most opportunistic markets in decades. As dismal as it may seem, there is light at the end of the tunnel.

Although many of these programs are still in the development stage, we have identified several alternative financing sources interested in the clientele and loan types that we have created. Even though the days of bad credit, no documentation and 100% financing are a thing of the past (for good reason), strong borrowers who fall outside of the current restrictive guidelines may have relief in sight.

If you have a specific scenario or general questions, please email us at info@reinusa.com with a detailed description of the product, location, and property information and a representative will contact you to discuss the details and analyze the probability of securing financing.