



COME AROUND

REAL ESTATE SOLUTIONS, LLC

A Real Estate Investment Company
Serving Virginia, Maryland, and DC
Specializing in Arlington and Alexandria, VA

Partnership Guide

For Buyers

Who Are We?

COME AROUND Real Estate Solutions (RES),

LLC is a full service real estate solutions firm that purchases and sells properties throughout the greater Washington, DC metropolitan area, with a focus on Northern Virginia. Founded in 2019 by Jennifer Lednický, Come Around Real Estate Solutions is proud to provide real estate services in the following areas:

- Residential Redevelopment
- Short Sales/Loss Mitigation
- Real Estate Investment
- Foreclosure Solutions

Through our **extensive knowledge** of the business and network of resources, we can assist homeowners with a wide variety of real estate problems.

We pride ourselves on our reputation for working one-on-one with each customer to handle their individual situations.

With the ability to directly purchase homes and make cash offers, we can create an extremely fast and hassle-free transaction.

Our mission is to re-develop a large number of single family and multi-family properties throughout Northern Virginia, Washington, DC and Maryland with the intention of **revitalizing communities** and encouraging home ownership. **Our mission** is to rejuvenate neighborhoods and increase the standard of living by improving the overall quality of housing for the residents. **Call us today and let's see how we can work together!**

We not only purchase properties, but we also sell homes, many of which are completely renovated and in move-in condition. Whether you are dreaming of becoming a first-time home buyer or looking to upgrade your current home, **we can help.**

Important Facts about Come Around

- Experienced in solving real estate problems and helping homeowners find solutions to their real estate needs
- Ability to make cash offers for houses and create fast, hassle-free transactions, closing in as little as 10 days
- Over 200 homeowners helped already
- All information kept private and confidential

Who Are We?

When a passion for real estate is combined with talented individuals who have an uncompromising drive to succeed, amazing things will happen. At Come Around RES, it's our goal to not only have a positive effect on ourselves and our families - but also to inspire, motivate and create lasting change in everyone we encounter. We will treat our clients and team members with respect at all times. Our company will dedicate itself to everlasting education and professional growth that will make the leaders of tomorrow.



THE STORY OF COME AROUND REAL ESTATE SOLUTIONS, LLC

Jennifer has always been interested in real estate and how property improvements can benefit the neighborhood and community at large. Born a Texan, she grew up in four states, until an appointment to the Naval Academy brought her to the East Coast. Jennifer honed her 27+ year professional career in the United States Navy and working at large management consulting firms supporting the federal government. For most of her adult life, Jen has operated in Maryland (Annapolis, Bowie, Baltimore), Virginia (Hampton Roads and Northern Virginia), and the District of Columbia (mostly SE near Navy Yard). She is a firmly implanted Arlington resident and home owner since 1987, where she has lived in the Pentagon City, Crystal City, Arlington Ridge, and Del Ray areas.

With the turning-50 milestone and the end of her time serving as a Navy Reserve Supply Corps officer closing in, Jen wanted to find a supplementary income that she could work primarily evenings and weekends. Real estate is providing that flexibility, and it gets her out and about the community, helping others.

Beginning in 2018, Jennifer began a rigorous learning curriculum with Than Merrill's Fortune Builders. This curriculum and extended network of real estate investor colleagues has helped her to develop a solid foundation of real estate knowledge. Come Around RES brings the expertise necessary to navigate any transaction; and have the integrity to follow up on promises. As Jennifer's company formalized, she created a set of companies - where in collaboration with one another, they would offer a package of services under one large umbrella. Come Around Real Estate Solutions provides active work with buying-rehabbing-selling, while Come Around Properties manages rental properties.

FortuneBuilders' Mastery Students are individuals who are serious about their real estate business and provide viable solutions for their clients. They are committed and dedicated individuals who work with a national group of investors with a successful system and platform by successfully completing 1000's of houses a year. Our national network of successful investors are committed to accountability, professionalism, integrity, good character, and putting their clients first. COME AROUND REAL ESATE SOLUTIONS, LLC is committed to providing real estate solutions and improving their community. If you are looking to sell, buy, renovate, or solve any real estate problem, look no further than COME AROUND, a company who has the resources, commitment, and most importantly the integrity to help you.

Regards,

Than Merrill & Paul Esajian
Stars from A&E's hit TV show, "Flip This House"
Founders of www.FortuneBuilders.com

Company Leadership & Team



Jennifer Lednicky, Owner with her supportive family

At Come Around RES, LLC, our team is highly motivated, knowledgeable, ethical and resourceful. Qualified to handle any real estate transaction, our dedicated staff is committed to helping people with their real estate needs and making successful deals happen. Our team of professionals has the integrity to follow up on our promises, and the expertise to navigate any transaction to ensure you're fully informed for making the best decision possible.

Our goal when working with new clients is to make the home buying process fun and stress free.

We take pride in knowing our experience in the industry will save you time, money and stressful situations!

Company Credentials

WHY WORK WITH US?

Having a knowledgeable real estate professional looking out for you during the home buying process will mean that you would have purchased your home with confidence; it means that you will be able to enjoy your new home for years to come - knowing that you made the smartest home buying decision possible.

Most buyers are aware of the fact that numerous buying opportunities exist in today's real estate market. The problem is they don't know how to identify and then analyze them to ensure they are actually getting a good value. That's where we come in. We use the same techniques to analyze a property for our buyer clients that we personally use on our own investments. Come Around RES is constantly on the hunt for the next great buying opportunity.



Property Showcase

FORTUNE BUILDERS RENOVATION PROJECTS

One benefit of working with COME AROUND is that you will have access to our renovation experience and that of our Fortune Builders network. If interested in purchasing a home in need of any renovations, it's important to know how to identify the renovation costs associated with improving the home. When working with our company, rest assured that we have the specialized knowledge and expertise to accurately estimate repairs and assist buyers with the renovation process. Our renovations transform a dated house into one with modern elements. Below are example before and after photos.

BEFORE




AFTER



Our Clients

The ability to identify a property you can call home, together with making sure it's a secure real estate investment, is certainly a learned skill. A skill that we at Come Around RES have spent time and money to hone for the benefit of - not only our own company and our personal investments, but the benefit our clients as well. We have the knowledge, skills and intuition to spot great opportunities in today's market, and we aren't afraid to share them. As our client, we share with you the same properties that we see every single day. We have also identified the best and most lucrative sub-markets in our area and are happy to discuss them with you.

Our ability to locate a great real estate deal covers all types of real estate investment. We are able to identify great buying opportunities for the following types of buyers:

<ul style="list-style-type: none">▪ First-time Homebuyers▪ Buyers Looking to Relocate▪ Rehabbers▪ Landlords	
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FIRST-TIME HOMEBUYERS

Buying a home can be exciting, stressful and puzzling, all at once. After all, you are making what's likely to be the largest purchase of your lifetime. Your home is not only a financial asset; it's a place for you to build your life and your family. We have helped numerous families achieve the dream of home ownership through our first time homebuyer educational program and credit repair program.

If you are a first-time homebuyer who has been looking for the perfect opportunity to buy a new home, then the time is now. The current real estate market is perfect for everything from buying a new home to investing in the real estate market, which is why first-time home buyers and investors have been going head to head and competing for the best real estate on the market.

Why, exactly is now a great time for first time homebuyers to purchase a new home? At Come Around RES, we know there are opportunities in ANY real estate market. With our buying strategies, we're able to find great values - whether in a down market or in a booming real estate market.

Our goal is to help make your home buying and selling processes flow smoothly and trouble free. By providing you with quality information, you'll thoroughly understand the process and details of buying a home. You'll make the best decisions when you're most informed.

LANDLORDS

Whether you are an experienced investor with a large portfolio or just starting out and looking to purchase your first rental property, Come Around RES can help you accomplish your goals. It is not uncommon for us to find properties at 60 to 70% of market value.



Historically, real estate has been a solid long-term investment. Although the real estate market goes through cycles of ups and downs, it generally increases in value over time. Like any other buyer, money is made when you buy the property, not when you sell. We work with residential investors to help ensure that you are buying at the best possible price and terms in keeping with your investment goals.

REHABBERS

At Come Around RES, we have created a marketing machine that produces a TON of leads. Many of these leads we receive have untapped equity that as a rehabber, you can capitalize on. We actually produce so many leads, that our company can't possibly renovate them all. When we are booked up with a lot of projects, we will actually pass along our wholesale deals to investors like you.



We have a ton of experience in buying, fixing and reselling single family homes throughout San Diego County. This means we will share all of our contacts from our hard money lenders, to our insurance providers, as well as our contractors! Yes, we will actually give you the opportunity to use our pre-screened contractors we use on our own rehabs. Whether your goal is long-term cash flow and retirement equity, or a property to fix and flip, we will help match you to the right property.

Buying a Home

7 REASONS TO BUY A HOME

1. Pride of ownership is a key reason for wanting your own home. Decorate it to your own taste and enjoy all of the benefits while making a great investment.
2. Real estate over time has been considered a good investment because how much it has appreciated. The effects of leverage can multiply the increase when borrowed funds are used to purchase the home. Many times, the largest investment a person owns is their home, which has also been a good hedge against inflation. Homeowners build equity and can borrow against that equity for a variety of reasons that could include college, medical, or to start a business.
3. Qualified mortgage interest and home equity loans are deductible for Income Tax purposes.
4. Property taxes on a first or second home are deductible for Income Tax purposes.
5. A homeowner can exclude up to \$500,000 of capital gain if married, filing jointly or up to \$250,000 if single or filing separately for homes that have been the taxpayer's principal residence for the previous two years. There is no age requirement for taking the capital gains exclusion like the "over 55" rule in the past. It is not necessary to purchase a replacement home more expensive than the one sold. Homeowners can buy a more or less expensive home with no tax consequences assuming their gain is less than the allowable amounts.
6. Preferential tax treatment on gains that have been made from capital assets held more than one year are permitted by IRS. This is especially important for homeowners with gains in excess of the allowable exclusion.
7. Mortgage payments include the interest for the time that the money has been used and principal to retire the debt over a period of time. Each month, part of the payment is for principal accumulation.



The Closing Process

STEPS TO BUYING A HOME: THE CLOSING PROCESS

- ✓ **Order Title Search From Lawyer or Title Company:** If it is a foreclosure situation, you must put a rush order on the title search.
- ✓ **Insurance Binder:** Call insurance broker and obtain insurance binder for property so insurance is in place the day of closing. Make sure lender's name is on policy as additional insured.
- ✓ **Lead Violations/Building Violations:** Call the city and ask if there are any outstanding leads or building violations against the property.
- ✓ **Condo Docs/Resale Certificate:** If it is a condo, call the condo management company and make sure the seller has obtained a copy of the condo docs and a 6D certificate.
- ✓ **Water Company:** Call company and have water bill changed over into company name set for the day of closing.
- ✓ **Sewer Company:** Call company and have sewer bill changed over into company name set for the day of closing.
- ✓ **Gas Company:** Call company and have gas bill changed over into company name set for the day of closing.
- ✓ **Oil Company:** Make sure there is enough oil to last 3 months.
- ✓ **Electric Company:** Call company and have electric bill changed over into company name set for day of closing.
- ✓ **Traditional Mortgage(s):** Check with mortgage broker or loan officer to get all paperwork, appraisals, fees, etc. done on time; get loan commitment and closing date commitment.
- ✓ **Mortgage(s) for Private/Hard Investor(s):** Call lawyer and inform him/her who will be sending money over if private or hard money lenders are involved, who needs to have a mortgage, and what the terms are.
- ✓ **Call Private Investors to Send Over Money:** Call all private investors for that project and have them send the money to the lawyer. Give them the wiring instructions as well as the address of the lawyer.
- ✓ **Company Funded:** If the company is purchasing the property with its own funds, find out the amounts needed to be brought on the day before the closing.
- ✓ **Certificate of Good Standing (if buying in business name):** Bring original to close. You can order through your Secretary of State.
- ✓ **Change of Management Letters:** Create and send letters to all existing tenants informing them of a change in management. Include a new application for them to fill out with your information. Have the seller sign the letters.
- ✓ **Signed and Notarized Limited Power of Attorney:** Required for all properties where the seller is not going to attend the closing.

The Closing Process

- ✓ **Get Smoke and Carbon Monoxide Detectors Installed:** Check the fire department of the individual town to find out where the detectors need to be installed and if they need to be hard-wired; Ask homeowner to install or if need be, buy them and have them installed.
- ✓ **Set Up Smoke Inspection (at least one week before the close):** Find out the costs and if you have to pay in advance; Get receipt and a copy of the check if you make payment.
- ✓ **Set Up Water Reading (2 – 3 days before the close):** Make arrangements to have the water paid on the HUD if possible. Otherwise, you need a receipt and a copy of your check. Get a faxed or scanned copy of the water reading that can be turned in at the close.
- ✓ **Title V Report:** If the property has a septic tank, make arrangements to have a title V inspection completed.
- ✓ **Keep in Contact With the Closing Attorney:** Make sure that the closing attorney and mortgage broker have all the information they need in order to close.
- ✓ **Check Preliminary HUD Against Closing Attorney Final HUD Draft:** Make sure negotiated figures are the same and that final HUD will be acceptable to the banks.
- ✓ **Find Out Close Location & Time:** If there is one individual who has limited power of attorney, see to it that they can attend the close.

Day Before Closing:

- ✓ **Get Copy of Insurance Binder:** Call insurance company and get a copy of the insurance binder faxed over so that you have it at closing.
- ✓ **Review draft of the Closing HUD:** Make sure numbers are what you thought they were supposed to be.
- ✓ **Coordinate Closing Times with Seller & Lawyers:** Call ahead of time to see if there are any final adjustments.

Day of Closing:

- ✓ **Final Walk Through:** Do a final inspection of the property the morning of the closing to make sure there is no additional damage.
- ✓ **Get Copies of All Closing Docs:** Make sure all closing docs are in the closing folder.

Steps After Closing (at the Courthouse / City Clerk's Office):

- ✓ **Get copy of Title Insurance Policy:** Obtain this from the lawyer.
 - ✓ **Closing Folder:** Go through and make sure checklist is completely finished and prepare the closing folder and transfer it to the properties owned file.
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Purchase Programs

SAVE MONEY ON THE PURCHASE OF YOUR HOME

Every soon-to-be homeowner welcomes reducing a financial burden of this magnitude. With our intricate knowledge of the business, we will show you a variety of things you can do before, during and after the closing to save money on the purchase of your home!

INVESTOR EXPERTISE

Property investing is a serious business. Whether you are an experienced investor or just beginning, the key to making money in real estate investing starts with BUYING RIGHT. This is the #1 mistake investors make. They don't understand that you make money when you buy a property. We have helped landlords, rehabbers and wholesalers all across the state by arming them with the knowledge to make the BEST decisions, ensuring a solid investment!

ACCESS TO OUR NETWORK OF REAL ESTATE INDUSTRY PROFESSIONALS

When you purchase a property from us, you are not just buying the house, but you're also obtaining access to our entire network of real estate professionals as well. We work closely with a network of real estate professionals in order to provide you with access to the best-of-the-best in the industry. To assist you in the home buying process, we often leverage our close relationships in order to meet your needs.

We'll provide you with our network of:

- Mortgage brokers
- Credit repair experts
- Attorneys
- Home inspectors
- Private money lenders
- Contractors
- Moving companies

HOME BUYER EDUCATION

The home buying process can seem complicated, but if you take things step-by-step, you will soon be holding the keys to your own home! First, you need to know how and where to begin. We will answer all of the questions you have when deciding whether or not you are ready to buy a home. With all of the details involved, we will be there to hold your hand and navigate you through every step.

KNOWING AND UNDERSTANDING YOUR CREDIT

It's important to understand the importance of credit and how it affects you when buying a home. Together, we can find out what your credit score is and discuss what it says to lenders. We can show you how to get a free copy of your credit report and how to correct any errors you may find. If you have not-so-great credit, we also work with credit repair experts who can help you repair your damaged credit and put you back on the right path. We also have an excellent rent-to-own program that is beneficial to you during the transition if needed.

RENT-TO-OWN PROGRAM

If you aren't quite ready to purchase yet, you can really benefit from our rent-to-own program. The program was designed to help renters with credit issues who can't yet qualify for a mortgage or don't a large lump sum of cash available for a down payment. With our rent-to-own program, instead of just paying rent, your rent payments apply toward the purchase of a home! So you can to build equity, while repairing your damaged credit to qualify for a mortgage.

Creative Financing

CREATIVE FINANCING OPTIONS

Better decisions are made when they are based on good financial information. Knowing there are alternatives helps to determine the right choices. Whether you're looking to buy your first home, relocate to another home, or start buying rental properties, it's smart to be savvy when it comes to financing. Outside the traditional financing method, a few creative financing techniques include: lease option, owner finance, subject-to, or seller carry-back, and many more. Knowing your options will assist you in making a better decision as to how you'll finance your new home.

HERE ARE JUST A FEW CREATIVE FINANCING METHODS:

Lease Option: This is when you lease a property for a specific period of time, with the option to buy the property within a given time period for a price agreed upon in advance. This is a great way to purchase a property with no money down.

Subject-To: This is a strategy where you buy properties but leave the seller's loan in place. You do not have to go out and get new financing for the property; you buy the property "subject to" the existing debt.

Owner Financing: You can buy a home by taking over the existing financing and making payments to the current homeowner. The seller of a property allows the buyer to pay all or some of the purchase price over time. The deed to the property transfers to the buyer when all payments have been made.

Seller Carry-Back: The seller as the bank or lender and carries a mortgage on the home, which the buyer pays down every month. The structure of a seller carryback can vary based on what is negotiated between buyer and seller, and the interest rate is usually between 8-25%.

Wrap-Around Mortgage: A type of loan that enables a borrower to take out a second mortgage loan to help guarantee payments on their original mortgage. Here, the borrower will make payments on both of the mortgages to the new lender, who is called the "wrap-around" lender. The new lender (typically a bank or the seller of the real property) assumes the payment of the existing mortgage and provides the borrower with a new, larger loan, usually at a higher interest rate.

ESTIMATED PURCHASE COSTS

It is important to know the amount of funds you'll need to buy a home - not only for the down payment, but the fees associated with obtaining the loan and conveying title.

MORTGAGE QUALIFICATION

Discover what size mortgage you can qualify for using the same guidelines that a mortgage company uses.

Important Home Features

UNDERSTANDING THE TOP DESIRES IN A HOME

A home's value is reflected by the interior and exterior of the property, so it is important to take both into consideration before purchasing a home. Don't get too caught up in simple elements that can be easily fixed, such as adding a fresh coat of paint, cabinet hardware, closet shelving, landscaping, etc. To most homebuyers, the kitchen, master bathroom, master bedroom and outdoor living space tend to be the most important features in a home.





Financial Data Worksheet

FINANCIAL DATA WORKSHEET

What size monthly payments do you desire? \$ _____

In what price range are you looking? \$ _____

How much cash do you have available? \$ _____

Does this include closing costs? Yes No

Do you currently own? Yes No

Do you need to sell your current home before buying? Yes No

How much do you think your current home is worth? \$ _____

What is the unpaid balance? \$ _____ Interest Rate _____% Term _____#Years

Dated ___/___/___ Type of loan _____ Monthly payment

\$ _____

If renting, how much is your rent? \$ _____

List your regular monthly payments (installment debt, revolving charges, student loan, etc.)

Description	Amount
_____	\$ _____
_____	\$ _____
_____	\$ _____
_____	\$ _____
_____	\$ _____

Are all debts current? Yes No

Is there any problem with your credit? Yes No

What is your monthly income: \$ _____ Employed Self-employed

What is your spouse's monthly income? \$ _____

Do you have any other monthly income? Yes No If yes, how much? \$ _____

Where are you employed? _____

How long have you been employed there? _____ years / months

Have you or your spouse ever filed bankruptcy? Yes No

If yes, explain: _____

Have you or your spouse had a home foreclosure? Yes No

If yes, explain: _____

Pre-Approval & Mortgage Preparation

Applying for a loan and obtaining approval before you find a home you want to purchase can be a distinct advantage and is necessary, unless you are going to purchase the home with cash. We will need to have a pre-approval letter from your bank, credit union, or mortgage broker which states the amount they are willing to lend you for a home mortgage.

If you don't know where to begin in getting a loan, we can assist you with selecting the right mortgage professional and refer you to local bankers and mortgage brokers that have served our clients well in the past. We encourage all of our clients to give our preferred lenders a call - there is no obligation and you may just save some money. (We do not receive any benefit from any company to which we refer our clients. Our referrals are based on past experience with those companies, and our criteria are simple. They have to treat our clients with the same level of care and service that we provide, they have to maintain good communication, and they can't make mistakes!)

Advantages of Being Pre-Approved

- Minimize the anxiety of not knowing whether or not you qualify
- Avoid disappointment in deciding on a home that you can't afford
- Save money with a seller who is confident about taking their home off the market with buyers who have a definite loan commitment
- One less contingency that the seller will be concerned with to get their home sold
- Faster process to close (mortgage approval is usually the lengthiest contingency) – also appraisal can be done quickly

Pre-Qualification vs. Pre-Approval

- A pre-qualification is simply the bank's best guess as to how much you would qualify to buy based on general information you provide about your employment and finances. In this process, any obvious difficulties that might cause problems might be discovered.
 - A pre-approval requires a complete application after the bank actually verifies your employment, checks your credit history, etc. A pre-approval letter is a commitment by the bank to actually loan you a specific amount of money at a specific interest rate. The main benefit in getting pre-qualified is that it is an expression of your seriousness in purchasing a home, which may be a deciding factor in a situation of competing offers from other not-yet qualified buyers on your dream home.
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Preparing For a Mortgage Application

Mortgage Application Checklist

Employment

- Names and addresses for two full years*
- Gross monthly income*
- W-2s for two years, if available*
- Year to date pay stub*
- Proof of income from rentals, investments, etc*
- Proof of retirement, disability or Social Security*
- Proof of child support or alimony paid/received*

If Self-Employed

- Two years Federal Income Tax Returns*
- Current year profit and loss statement*

Creditors

- Each creditor's name, addresses and type of account*
- Account numbers for each*
- Monthly payments and approximate balances*
- Amounts of child care expenses*

Banking

- Names and addresses of banking institutions*
- Account numbers for all accounts*
- Type of accounts and present balances*

Miscellaneous

- List of assets in stocks, bonds, and property*
- Life insurance cash value (documented if used as cash down payment)*
- If applicant is selling a home, a copy of sales contracts*
- Social Security numbers for all parties*
- Veterans - Certificate of Eligibility & DD-214*
- Cash or check to pay for application fee*

Property

- Copy of sales agreement*
- Copy of listing on property*
- Instructions on how appraiser is to gain entrance*

Why Invest in Metro DC and NoVA



Price Activity

Washington, DC

District proper posted a median sales price of \$599,000 for December 2018, an increase of 6% over 2017. Though prices rose, sales dropped almost 17% with only 581 closings. The decrease in sales was seen across all property types, with detached single-family homes taking the brunt of it.

Arlington County, VA

Arlington County is moving in opposition of the greater DC Metro. Arlington County saw median sales price fall 0.4% YoY to \$551,000, while home sales improved over 28% YoY. All property types saw closings increase over 20% , with townhome sales improving the most at 45% .

Fairfax County, VA

Similar to the greater DC Metro, Fairfax County experienced a gradual increase in median sales price in conjunction with declining sales. Median sales price for December 2018 dipped to \$498,300 across 1,002 sales for the month. Though there was an uptick in townhome and condo sales, detached single-family home sales outweighed the rest, resulting in a net decrease of 2% year over year for closings throughout Fairfax County.

Important Region Facts

- As the Nations' Capitol and a renowned tourist destination, Washington, DC features many world-class attractions including the White House, Congress, Monuments, Smithsonian Museums, and many other historical attractions
 - Strong culture of professional sports. The Nationals and Orioles play our baseball. The Capitals
-

are the defending Stanley Cup champions in hockey. The Redskins and Wizards sore up our NFL and NBA teams.

- Public transportation can get you anywhere. We are currently upgrading the lines with maintenance projects, designed to keep our METRO a national treasure for years to come.
- A proud military town, home of the Pentagon. You will see all Defense Service and the Coast Guard around town.
- Where better to celebrate the Fourth of July?
- **Amazon chose Arlington County** to establish a major new headquarters! Amazon will locate in parts of Pentagon City and Crystal City in Arlington and Potomac Yard in Alexandria. The company will invest more than \$2 billion to establish its new headquarters, which will create at least 25,000 high-wage jobs over the next 12 years.

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