**Step by step analysis for the exit strategy of a deal**

1. Assignment of contract or double close (MAO)
2. Rehab (MAO)
3. Rental
4. Lease option
5. Owner Wrap
6. Assignment of a creative structured deal

What do you get with each?

1. Assignment- quick cash one time
2. Rehab- larger cash one time but takes longer to get.
3. Rental- cashflow monthly and mortgage paydown(amortization), maybe some appreciation over time
4. Lease option- cash payment upfront (like an assignment fee)

* Cash flow monthly from rental
* Possible large cash payment on backside like a retail sale
* If option not exercised, then repeat with new L/O buyer every two years

1. Owner wrap sale- down payment 9 (usually larger than an option fee)

* Cashflow monthly
* Mortgage pay down faster than your buyer (amortization)
* Possible refinance or sale by buyer at some point to get a larger payoff
* No renter headaches or vacancies.

Go thru this check list on each deal and see what possible exit strategy works best with least risk. Rank them. Then you can have a better idea how to structure the acquisitions side.

Solutions engineering. You must find out the problem. If you don’t know the true problem then you are guessing at the answers and you kill your chances of getting a deal the majority o the time.