

Welcome to



*Improving Lives and Communities
One House at a Time*

Let's Do Business Together

Who We Are

New Life Developers, LLC is a professional, full-service real estate solutions firm that purchases and sells properties throughout Cabarrus and Rowan counties in the greater Charlotte, NC area. We are proud to provide real estate services in the following areas:

- Residential Redevelopment
- Real Estate Investment
- Land Development
- New Home Construction

Through our extensive knowledge of the real estate business, network of resources, and years of expertise, we are able to assist homeowners with a wide variety of real estate problems. We focus on fast response, integrity, and over-delivering on customer service.

We have a passion for working with each customer and by putting their needs first, whether selling or buying, we are committed to helping each individual realize their real estate goals.

Our Mission

New Life Developers...

Our mission is exactly as our name implies - to create lasting change in everyone we meet and in every situation. Lasting change is a *New Life*.

- ❖ Our passion is to help others obtain *NEW* financial freedom from overburdening debt.
- ❖ Our passion is to revive and breathe *NEW LIFE* into neglected homes and communities.
- ❖ Our passion is to promote *NEW* homeownership.
- ❖ Our passion is to bring *NEW LIFE* into up-and-coming markets through the development of well-planned neighborhoods.

Our Approach

We Revitalize Distressed Properties

Our primary focus is two-fold: revitalizing older neighborhoods and building new ones. In residential redevelopment, we specialize in buying distressed homes in stable areas where there is still strong buying demand. We target single family homes in need of minor or significant repairs and breathe *New Life* back into them by renovating and improving the condition of the property. By selling these newly renovated homes, we not only help to increase the value of that property but also the value of the surrounding homes and overall neighborhood.

We Encourage New Building

We also look for large tracts of buildable land that we can improve and use to encourage new building. There are many neighborhoods where construction was abandoned after the market crash. Our company works to revitalize these projects and encourage home ownership by offering a number of beautiful lots for sale. Clients interested in building a home are welcome to bring their own builder or use builders and home plans that we have available as well as spec homes that can be customized to accommodate each client's unique sense of style.



By working with us, you can take pride in helping to create beautiful homes, bring *New Life* into our community and more dollars into the local real estate market and community.

We Buy Homes In Any Condition!

There's no such thing as a perfect house - every home will potentially have one issue or another. We buy properties in need of all types of repairs - whether light cosmetic repairs or significant repairs.

Homes in need of repair scare most retail buyers, and most real estate agents don't like listing them because they know such houses are hard to sell. We actually enjoy talking to sellers with these types of houses, because we can see the house's potential value after all the repairs are made.

REALLY, ANY HOME!

Inspections on a home are helpful; however, the reality is you never know what you're getting into when you start a home repair.

We buy houses AS IS including those with fire damage, termites, mold, foundation problems, roof problems or need other major repairs.

We do all the heavy lifting so you don't have to.



We also purchase properties from sellers in a variety of financial situations from bankruptcies to short sales and inherited properties to overleveraged properties, vacant properties and relocation assistance. There are many creative ways to help homeowners out of any scenario and we pride ourselves on our reputation for working with each client to handle their individual situation.

WE BUY HOUSES AND IMPROVE NEIGHBORHOODS

OUR REAL ESTATE SPECIALTIES INCLUDE:

- Foreclosure Avoidance
- Bank Owned Properties & REOs
- Vacant Properties
- Houses in Major Disrepair
- Bankruptcy
- Clearing up Judgments or Outside Liens
- Credit Repair
- Selling Your Property Without Realtor Commissions
- Debt Removal or Renegotiation
- Solving Title Issues
- Relocation Assistance
- Environmental or Structural Problems
- Overleveraged Properties
- First Time Homebuyer Programs
- Apartment & House Rentals

When we work directly with a home seller, our transactions are extremely fast and hassle free. The end result is a beautiful new home that resales quickly. The availability of better homes guarantees more sales and help to boost the real estate market in both quality and quantity.

Our Approach

Overall Investment Strategy

Our overall investment strategy and specialty is to purchase distressed properties at a deep discount – usually 30% to 50% below market value, and renovate and sell those properties to retail homebuyers and landlords.

Our company can acquire great deals on properties because we have the ability to act quickly and can close with CASH on the seller's timeline. This is why we can buy properties at such a discount. Obtaining loans through private money lenders gives us this competitive advantage over other investors who sometimes take weeks to go through the time consuming bank approval process in order to purchase properties.

Real Estate Knowledge and Experience

At *New Life Developers*, we pride ourselves on having a strong foundation of real estate knowledge and training. Our focus is on providing solutions for our clients and finding value for our investors.



Our core business lies within our systems, education and knowledge of the real estate industry. We have invested a great deal of time, energy and capital into our real estate education, attending the nation's premiere real estate investing education program – FortuneBuilders Mastery. Beyond the principles of sound investing, we were trained on how to build a successful business based on systems and predictability.

Through our affiliation we are connected with a national network of investors that provide continual support and weekly trainings on changes throughout our industry. Having completed over 1,000 real estate deals, FortuneBuilders coaches and systems have allowed us to strategically invest in real estate, grow and expand our business, and they are available for us to leverage when analyzing our real estate deals.

Lending Opportunities

How Can I Make Money Here?

The ability to identify a wise real estate investment is certainly a learned skill. We have been thoroughly trained and possess this skill – along with intuition to spot these great investment opportunities in today's market.

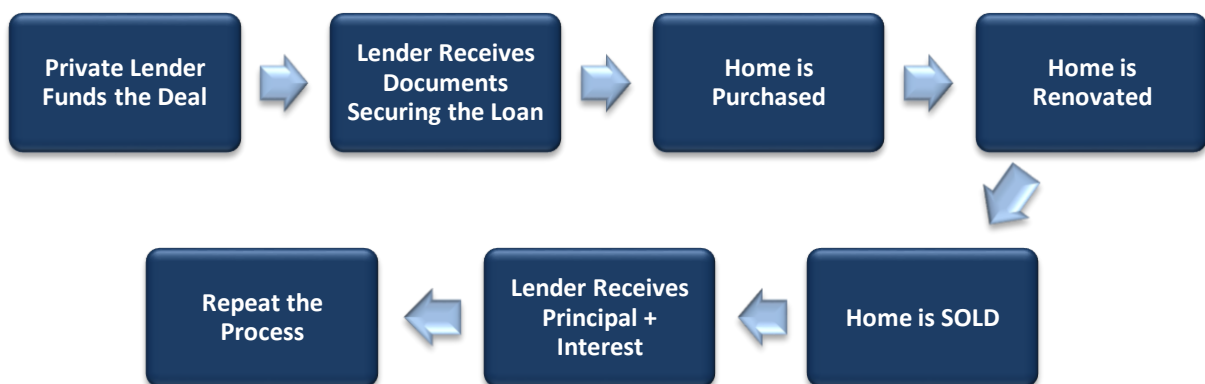
Not every opportunity is a “good deal”, and we have built our company on a stable foundation knowing our numbers. If the numbers don't make sense to us it certainly won't make sense to our investors. Our goal is to be in business for many years and brand a company that will be passed down to our children, which cannot be accomplished by taking uncalculated risks.



In our business, we need both financial institutions as well as private money lenders. For our larger land development projects, we will generally seek out our financial institution partners for financial investment.

For our smaller residential redevelopment projects, the homeowner that is selling the property generally wants to close quickly – more quickly than a traditional loan from a bank would take – so we need to seek funding from our network of private money lenders.

OVERVIEW OF THE PRIVATE LENDING PROCESS



Private Lending

What is Private Lending?

A private money loan is a loan that is given to a real estate investor, secured by real estate. Private money investors are given a first or second mortgage that secures their legal interest in the property and secures their investment. When we have isolated a home that is well under market value, we give our private lenders an opportunity to fund the purchase and rehab of the home. Through that process, the lender can yield extremely high interest rates – 4 or 5 times the rates you can get on bank CD's and other traditional investment plans.

Essentially, private money lending is your opportunity to become the bank, reaping the profits just like a bank would. It's a great way to generate cash flow and produce a predictable income stream - while at the same time, provide excellent security and safety for your principle investment. You can do what the banks have been doing for years...make a profitable return on investments backed by real estate. There is no other investment vehicle like it.

Sources of Private Money:

- 401k
- Self-Directed IRA
- Profit Sharing
- Personal Savings, Trust Fund, or any other money sitting around...
- Many are TAX DEFERRED PROFITS

*Through private money lending, you have the opportunity to
BECOME the bank.*

How the Process Works

The process is simple. We find an extremely undervalued property we want to purchase – and once you give us the green light, we borrow the funds from you to purchase and renovate the property. At closing, you receive a mortgage on the home along with other important documents.

Typical Hold Time:

Rehab Flip: 3-6 months

Wholesale Flip: 3-15 days

The next stage is the property renovation. Once the renovations are complete (typically 3-6 months depending on the size of the project), we'll list and sell the property. When it's time for closing, you'll receive your principal **plus 10% APR interest**. It's just that simple! The goal is to keep turning that money for you and keep your making substantial profits so you keep coming back to us – building a long term mutually beneficial relationship.

Private Lending

How You Benefit From Private Lending

You, as the private money lender can benefit greatly from investing your capital. A real estate mortgage/deed of trust provides you with security instruments you would not get with other investments. You also have added layers of protection because of how we buy, and because you have recourse available to you in case we were to default on the loan.

What's in it for you?

- Safe investment secured by real estate
- High returns on your money
- A predictable income stream because rates fluctuate very little
- No management costs
- No daily headaches with managing contractors



We currently pay 4-5 times what a typical bank CD is paying. Our rates will fluctuate very little all depending on the purchase price and rehab involved. The lower the price we pay for a home, we can pay a little higher rate to make sure our lenders make it worth their time. Private lending means you can relax while the money is in a truly safe place, working for you.

The Comparison, Stocks Vs. Real Estate

Stock Market	Real Estate Private Lending
Completely Unsecured	Secured by Deed of Trust or Mortgage Deed
Completely Uninsured	Collateral is Fully Insured
Invest at Market Price	Collateralized Below Market Value
Returns Are Unknown	Returns Are Fixed and Agreed Upon Term
	Tangible Asset

It's a win/win opportunity for both the lender and the borrower.

Private Lending

Common Ways Private Lenders Fund Deals

Cash

Cash held in most types of bank accounts can be accessed quickly and can fund your deals in minutes, instead of hours or days. Fees are generally minimal for wire transfers and cashier's checks.

Sources of Funding for Private Lenders

- Cash
- Home Equity Line
- Personal & Business
Lines of Credit
- Retirement Accounts
- Liquidated
Securities & Investments

Home Equity Line of Credit

A home equity line of credit is a very powerful source of funding that many people have and don't even think of. Unleveraged equity is dead money and it's not making any interest.

You can easily tap into that money. It's a way to make sure you're in first position when we're ready to pull the trigger and buy a property.

Personal & Business Lines of Credit

Personal loans and "signature lines of credit" can be obtained from most banks or credit unions by anyone with good credit and a stable income.

Retirement Accounts

More and more private money lenders are using their IRA funds to invest in real estate. A self-directed IRA is essentially the same as a traditional IRA, but allows you to purchase a broader range of investments, including real estate.

Liquidated Securities & Investments

Investments are a way to put your savings to work earning more money. However, if your stocks and investments have not performed as you had expected, it might be time to consider other investments.

As you know, stocks can be liquidated as and when you wish. Sometimes you need to liquidate your investments because you need the money for something you want to purchase such as real estate.



Private Lending

Investing with a Self-Directed IRA

Most people think that an IRA can only be used to purchase investments, like stocks and mutual funds. But that's not true! You can get private mortgage loans using the funds which are already in your IRA'S and other retirement plans.

As it pertains to lending for real estate investments, enter the Self-Directed IRA. The IRS has set forth guidelines on what you can and cannot invest in with your IRA. Many people are surprised at the scope of options available. From tax liens, gold, real estate investments and real estate notes, IRA's are much more powerful than most people ever realized. If you add to that power of a Roth IRA which allows you to enjoy your earnings tax-free or deferred, and you've got a fast road to an easy retirement!



However, in order for you to use retirement accounts for loans, they must first be administered by a third party custodian. After selecting your custodian, you simply send a transfer form to them and they'll do all the work for you, once you've done that you are ready to make private mortgage loans. We would be happy to recommend a local custodian we've worked with in the past who can assist you with setting up your account.

Retirement Accounts That Can Be Self-Directed

- Roth IRA's
- Traditional IRA's
- SEP IRA's
- SIMPLE IRA's
- 401k (solo)
- 401k (qualified plan)
- Educational Savings Accounts
- Health Savings Accounts

**Profits can be tax free or tax deferred when you invest with one of these vehicles*

About Our Team & Contacting



Greg Lafferty – Managing Partner

Born into a family business and surrounded by a family of real estate investors, the entrepreneurial spirit and interest in real estate is natural for Greg. After graduating Magna Cum Laude with a BS in Aerospace Engineering and a minor in Business Management from North Carolina State University, Greg spent several years with the world's leader in the aerospace community, NASA. He also worked as a co-op student with GE Aircraft Engines before graduation. Feeling driven to push ahead, he bought his first rental property in 1996 at the age of 26. Seeing real estate investing as a tangible method of building wealth, he quickly built a portfolio consisting of single and multi-family properties. Over the last 16 years, he has owned and/or managed single family, multi-family, and commercial properties in three states and still maintains a portfolio of properties in the Charlotte, NC area. His professional career includes positions as an engineer, realtor and in software sales. He is passionately driven to ethical excellence in all he does, which is shown in both his professional and personal accomplishments.

Contact Greg Lafferty using greg@newlifedevelopers.com.



Lori Stewart – Partner

A native of Rowan County, Lori graduated from South Rowan High School and then the University of North Carolina at Charlotte with a bachelor's degree in Accounting. Upon graduation, she spent 11 years in a variety of project and vendor management roles with Bank of America. After a detour into motherhood, she moved into the private sector directing the financials of several local non-profit organizations, as well as serving on the Board of Directors for three different organizations. For the past three years, she has been the financial controller for five property management companies. Lori brings a wealth of experience to *New Life Developers* in project management, property management, homeowners associations, as well as personal experience with divorce settlements and estate liquidations. Whatever personal situation your family may be facing, Lori and

New Life Developers will be there to help you through.

Contact Lori Stewart using lori@newlifedevelopers.com.



Howard Hurlocker – Director of Acquisitions

Howard was born and raised in Cabarrus County. He graduated from Mt. Pleasant High School and then attended East Carolina University where he received a degree in Urban and Regional Planning. Howard spent 10 years in eastern North Carolina working with local governments, including four years as a city manager. He received his real estate brokers license in 1980. After moving back to the Concord area in 1985, Howard primarily developed residential real estate until the market slowed in 2008-2009. At that time he was employed by an engineering firm and assigned to a water and sewer provider at Fort Bragg in Fayetteville, NC. He served for over four years as a construction inspector/project coordinator with Old North Utility Services. He moved back to Concord in September 2014 and is currently the Director of Acquisitions for *New Life Developers, LLC*.

Contact Howard Hurlocker using howard@newlifedevelopers.com.

Contact Us!

We would love to hear from you anytime. You can email any of us directly, or reach out using info@newlifedevelopers.com.

To call, dial (704) 454-7700.