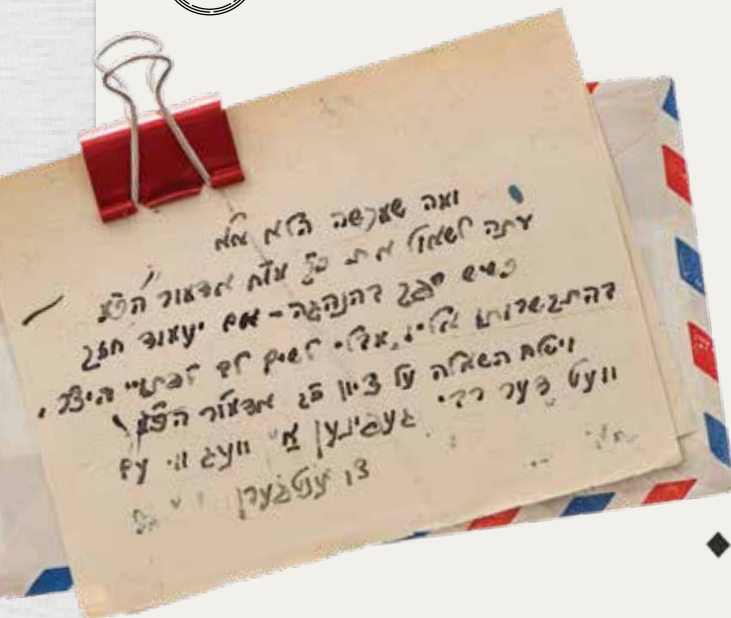




Story



לזכות
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לשנת הצלחה בכל מכל כל,
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טייכטל

דער רבי וועט געפינען א וועג...

I Even Made A Profit!

AS TOLD BY
TZIVI BROOK
(AVENTURA, FL)

Working as a real estate agent in Florida for the past five years, I always hoped to become an investor one day, and saved money from each closing with this goal in mind. Two years ago I was ready to purchase my first property as a “fix and flip.” The strategy is simple: purchase the property, improve it and sell it for a profit.

From the start my investment was fraught with troubles. A few weeks after the contractor started working on the house we received a “stop work order” from the city and the long and arduous process of getting the plans approved by the city began.

Every time I went to the city offices I got the run-around from every possible bureaucrat and eventually was told that they were upgrading their systems so any changes the architect made to the plans were unavailable

to them for review, which made the process even longer. Then Covid shut down their offices for a while and throughout this time my fees were piling up and work was completely stalled.

Aside from my troubles with the city government, the loan I had procured was a “hard money loan” at a 12% interest rate. This is a last-resort type of loan which needs to be paid off within a year. By the year’s end I was no closer to finishing the project and refinanced the property with another “hard money loan” just to keep the project afloat.

By now this project was a real nightmare and I was losing sleep over it. I was carrying costs every month without making any progress on the renovations. Finally, a year and a half after purchasing the property I had the



approved plans and was ready to restart renovations, but I needed to hire a second contractor for the job, because the first one was cutting corners and doing sloppy work.

The second contractor was not showing up for work so I was forced to hire a third one. By now the real estate market was stabilizing and I realized that at the current rate there was no way I would be able to sell the renovated house at the price I had hoped for. In addition, the second year was coming to an end and I would be forced to refinance the property again and I would incur even more losses.

The contractors were being impossible and faced with all these challenges and uncertainties I finally decided to sell the property immediately to cut my losses. The walls were incomplete and there was no kitchen yet, but I just needed to get this disaster over and done with.

But my troubles were far from over. Selling such a property is difficult because the regular financiers would not give loans for an unfinished home, so I was targeting cash buyers well below market value because I had no choice.

A fellow moving to Florida from France expressed interest in the property and was willing to purchase it as is, with all the liens and violations associated with it. He made an offer that would cause me to lose a significant amount of money, but I was so desperate to move on from the project that I agreed to the terms of the contract and the closing date was set for the last week of Tammuz 5782*.

On Wednesday, 21 Tammuz, I flew to New York for a friend's wedding. As I landed in the airport, I received a call with an offer for the property that was significantly higher than the price I was currently in contract with but I could not break the current contract. Either way I was

so numb to the whole issue at this point that I did not even hope for things to change. Nevertheless, I kept this buyer's number as a backup plan.

On Friday I went to the Ohel and asked the Rebbe for a special bracha that the closing on the property should go smoothly. Due to the many complications associated with it, there were so many things that could go wrong. So much was hanging in the balance because the hard deadline for me to get rid of the property was a month later, and if this deal did not go through, the chances of me finding another buyer and selling it quickly were very slim. I was so focused on the current contract I was in that I failed to even mention in my note to the Rebbe that I had received a higher offer on Wednesday.

An hour later, the buyer from France called and asked for an extension to the contract. The appraisal for his current house was delayed and he was unable to refinance it in time to get the cash he needed to buy my property.

I was shocked at what I was hearing because I realized a true miracle was unfolding just an hour after asking for the Rebbe's bracha. The buyer had broken the terms of the contract and this was my way out of it! I refused to give him the extension and was now free to follow up on the amazing offer I received two days earlier.

The new contract went miraculously smoothly. Two weeks later we closed on the property and, baruch Hashem, I walked away from the two year nightmare with a profit!

YOUR STORY

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