

4 Tips on How to Find Deals

Written by Marcel Umphery
Sunday, 17 October 2010

Cruising 4 Cash



I repeat this is one of the most effective ways to find potential deals when your first starting out in the wholesale investing world! Did you know that a vacant house can equal a boatload of potential cash in your pocket? Don't you wish you could write down 150 of these properties a week and call the property owners directly? Your wish is my command. During your daily routine whether your out walking your dog going for a stroll through your neighborhood, riding your bike, or driving start taking notice of your surroundings, you will be surprised of what you'll discover.

Real Estate Agents



Having access to a active real estate agent can be very beneficial. By working with a good real estate agent you can have them keep you updated with the best deals in your marketplace as soon as they come onto the market; this strategy can easily be put on auto pilot because they will have access to the multiple listing service. When looking for a real estate agent, consider a agent that is new to the industry. It will be likely that they will have fewer clients and more time

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on their hands to work with you. Be sure to be clear with your agent, and tell them exactly the types of properties that you are looking for.

Online Searches



Many people try to sell their properties by themselves. These sales are deemed as For Sale by Owner, or FSBO. Sometimes these can be great deals, as there are no real estate agents involved looking to make a commission. As such, an owner can afford to ask for a lower price. At the same time, it could mean these properties can be grossly inflated, because the owner has no footing in their local market. Be sure to know the conditions of your local market to make sure you are paying the best price possible. www.Craigslist.org is a great website to start out at to find for sale by owners.

Make The Deals Come to YOU



Become a master at marketing yourself to the public. You can make these deals come to you by putting up "We Buy Houses" Signs, passing out fliers, business cards, stickers, custom pens and putting car magnets on your vehicles. When you put your name out here people will think of you when they need to sell their houses. This is your ultimate goal because honestly you don't want to be calling up sellers for the rest of your life do you?