

## Do you need a GAS Card this weekend?

Written by Marcel Umphery  
Friday, 29 April 2011

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### **YES, you do if your going to be Cruising for Cash!**

I want to share with you a strategy that I have been using since I started out in this business. I actually discovered this method by mistake. If you have been following our blog or your one of the action takers that has possession of my wholesaling real estate manual then you already have heard the story of how I bought my first house for \$850 bucks. Don't worry if you haven't heard it yet I'm gonna let you in on some of it right now.

Around this time about 9 years ago I purchased a book from my local court house for only \$4.00 with a list of about one thousand properties all over Baltimore City. The list that I purchased was the tax sale list of properties that weren't bid on at auction basically the left overs. This list gave anyone the opportunity to purchase these Tax Sale certificates pennies on the dollar. It felt a little like Christmas when I started looking through the book seeing the prices I could pay for a piece of real estate here in Baltimore, MD.

The moment I left the courthouse with that book I started driving around to the neighborhoods I was familiar with which wasn't that many but I soon learned my entire home town like the back of my hand. I also had the help of MapQuest back then which made it a lot easier to find properties of interest. During those days I would drive around looking at the houses on the tax sale list but I started noticing houses that were vacant but not listed on the tax sale list or listed with a real estate agent. During that time I had not discovered wholesaling real estate but in the back of my mind I always wondered was there a way I could buy those houses too. Here are a few pics of some STRONG signs of a vacant house below:

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