



Wholesaling
Investor
Network

DEAL OR NO DEAL

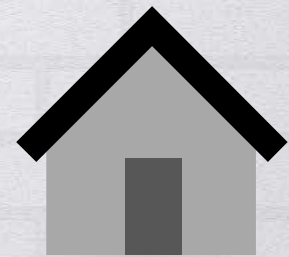
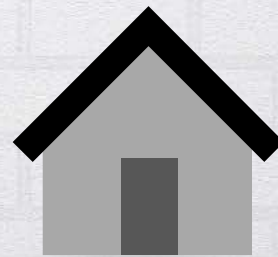
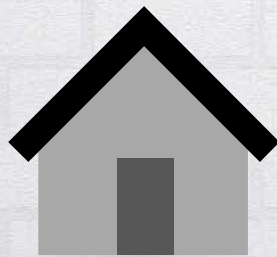
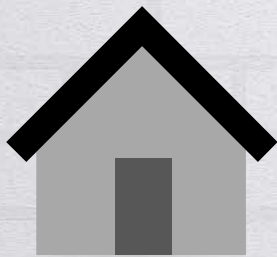
**How to Advertise your
Wholesale Property to
Investors!**
by Cathy Crowe

The logo displayed on this title page is of a television program, and is protected by copyright and/or trademark. It is believed that the exhibition of low-resolution images of logos qualifies as fair use under United States copyright law. Any other uses of this image may be copyright infringement.



Location of Property

- Address if you only want to share
- Area of town (i.e. suburb city, section or area)
- Nearby conveniences (stores, schools, medical facilities)
- Nearby comforts (parks, walking trails, play fields)



Property Condition

Details of the current condition of the property

- Link to pictures (pictures say a thousand words!)
- State specific conditions (accurate descriptions)
 - Foundation and settlement (cracks, floors sloping)
 - Roof (age if known, worn shingles, turned edges, patchwork)
 - Water leaks (ceiling stains, floor stains)
 - Electrical panel (note age and type)
 - Plumbing (look under sinks and hot water heater)
 - Windows (condition, type, and style)

Property Condition (cont.)

Details of the current condition of the property

- Cosmetic updating specifics:
 - Flooring (type and condition, cracks in tile)
 - Kitchens
 - Appliance age and condition (name appliances present)
 - Sink and faucet
 - Countertops
 - Cabinets

Property Condition (cont.)

Details of the current condition of the property

- Cosmetic updating specifics: (cont.)
 - Bathrooms
 - Condition of tub, toilet, and sink
 - Condition of floor
 - Condition of walls

Property Condition (cont.)

Details of the current condition of the property

- Cosmetic updating specifics: (cont.)
 - Living areas
 - How many
 - Usefulness (need to open up, light, outlets)
 - Dining areas
 - How many

Property Condition (cont.)

Details of the current condition of the property

- Cosmetic updating specifics: (cont.)
 - Laundry
 - Describe amenities (cabinets, closets)
 - Garage
 - How many cars
 - Describe amenities (cabinets, closets)
 - Rear, side, or front entry?

Property Condition (cont.)

Details of the current condition of the property

- Cosmetic updating specifics: (cont.)
 - Bedrooms
 - How many? (split)
 - Describe amenities (cabinets, closets)



Property Condition (cont.)

Details of the current condition of the property

- Cosmetic updating specifics: (cont.)
 - Landscaping and Fence
 - Condition
 - Is there a pool? (working equipment)
 - Patio or porch? (cracks or repairs)

Property Repairs Needed

Only advertise repairs if you have actual estimates from a contractor!

Do not give specifics on repairs unless you have accurate details and descriptions of what work needs to be done.

In your property descriptions, a true investor should be able to seek out what repairs are needed.

Offering Price

This is what you want for the property, and should include your fee.

This price could be negotiable or non-negotiable, depending on your personal business model!



After Repaired Value (ARV)

You must know your comps (both sales and rental).

You can give comps through MLS, or services such as Investway or Propelio.

Be accurate and make sure you are giving apples to apples!

Taxes and Insurance

Put link to tax record.

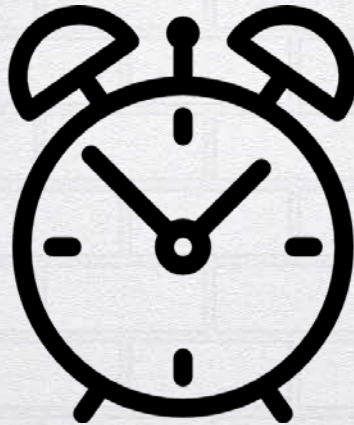
From homeowner, find out how much insurance they are paying

- Ask your local insurance rep for an insurance quote (ballpark)



Time Frame

State closing date



Title & Earnest Money

State Title Company (location and closer's name)

Amount of Earnest Money

If title is open and any expected problems

- Heirship affidavit/probate wills
- Divorce decrees
- Bankruptcy

Lending

List any lender you have presented deal to and details of any financing they offered on property.



Potential Profits

Do not discuss or guarantee any potential profits on a deal!

Factors to take in account for potential profits are:

- Carrying cost for holding time
- Utilities for holding time
- Taxes and Insurance
- Unforeseen repairs and expenses
- Weather

Summary of Contract

Prepare Summary of Contract form.

Do not give a potential investor buyer a copy of your contract!

The following are the points of the contract that you are purchasing through an assignment of contract:

PROPERTY ADDRESS: _____

SALES PRICE: _____

THE TERMS OF THE CONTRACT CALL FOR THE SALE TO BE CASH.

Summary of Contract

EARNEST MONEY: _____

TITLE COMPANY: _____

TITLE POLICY PAID FOR BY:

BUYER _____ SELLER _____

Survey to be paid by buyer if needed.

Closing cost:

____ Seller pays own ____ Buyers pays all closing cost

CLOSING DATE: _____

Summary of Contract

SPECIAL PROVISION:

- One or more of the buyers Principals may hold a Texas Real Estate License
- This is a cash offer to seller. Buyer may purchase this property through a pre-established line of credit.
- A property appraisal will be done prior to closing. Access to property will be required.
- Seller is to insure property is vacant and in broom clean condition prior to closing. If property is not in broom clean condition, Seller will pay \$500 to buyer for cost of clean up and hauling off trash.

Summary of Contract

The following is the addendums that we have with the contract.

Lead Based Paint
 Owners Disclosure



Disclosures

Please put your disclosures on all advertising

All Star Home Group Realty is selling an option or assigning an interest in a contract and does not represent, warrant or claim to be the owner of or currently possess legal title to this, or any of the properties we market for sale. All properties are subject to errors, omissions, deletions, additions, cancellation. All properties sold as is, where is, with absolutely no representations written or oral. Buyer is to do their own independent due diligence. Property will not be considered under contract until signed contract and earnest money received with all contingencies removed. All Star Home Group Realty is a real estate investment firm and are licensed real estate brokers or agents in the state of Texas.

For more of our disclosures go to www.InvestorDeals.com

About Cathy



CATHY CROWE

Since 1990, Cathy has worked with investors with single family rehabs, rental properties and multi-family properties. Through the years she has wholesaled over 1000 houses, rehabbed over 300 houses, sold over 100 notes, and held numerous rental properties at various times. As a realtor she has participated in the sale of over 100 multi-family properties, package deals of single houses (2-150) and multiple listings of properties of all sizes and price ranges. In 2002, she started DFWREIN (Dallas Fort Worth Real Estate Investor Network) that taught and over 8000 investors until July 2008 when she sold the company.

Office Address:

8330 LBJ Fwy, Suite 610
Dallas, TX 75243

Email:

Cathy@AllStarHomeGroup.com

Phone:

(972) 807-9754