

## What To Do Once We Contract On A Property

The absolute most important thing you can do to sell a property fast, is to seek out and locate the one or two big baller landlords in your city. There is at least one in just about every American city. This is the guy that has 200+ rental properties in his portfolio... and pays cash for them. Talk to people. Ask around as to who the major buyer of rental properties is. Call the president of your local REIA (it could be him). When you find him, call him on the phone and tell him what you do (wholesaler with property around \$.50 on the dollar). Ask him what kind of property he looks for. Get to know him. This is GOLD! If you have a relationship with someone like this, not only will you sell just about every property you get under contract, but you can begin to wholesale other wholesalers property as well. Without this relationship, it is very difficult to do that.

Post the property on these websites.

[www.postlets.com](http://www.postlets.com)

- includes: Craigslist, Backpage, GoogleBase, HotPads, etc, etc

[www.rehablist.com](http://www.rehablist.com)

[www.local.com](http://www.local.com)

[www.hoobly.com](http://www.hoobly.com)

[www.propsmart.com](http://www.propsmart.com)

[www.theinvestmentpropertylist.com](http://www.theinvestmentpropertylist.com)

[www.landlording101.com](http://www.landlording101.com)

[www.cheapreals.com](http://www.cheapreals.com)

[www.buydiscountedproperties.com](http://www.buydiscountedproperties.com)

[www.hotbargainproperties.com](http://www.hotbargainproperties.com)

[www.zillow.com](http://www.zillow.com)

[www.mrlandlord.com](http://www.mrlandlord.com)

Title pictures something that people will Google, like "Tampa Wholesale Property," then put the address behind it.

- 1) If the property is local to your area, create flyers and pass out at local REIA meetings, assuming you belong to yours (which you should).
- 2) Put out 5-10 bandit signs in busy intersections around property (HANDYMAN SPECIAL, MUST SELL IN 3 DAYS, TONS OF EQUITY, XXX-XXXX)
- 3) Send out mass email to buyers list and everyone you know (Sell it! Put the address, specs, ARV, selling price, pictures. Use colors and "!!!!")
- 4) Send letters to absentee owners that have bought in that area before (Realquest.com) - If you have a subscription with Realquest, you can pull absentee owners lists, then call them, or send them a letter, about the property. These are investors who are currently investing in the same area as your property. I can show you how.
- 5) Log on to real estate forums and message boards ([www.biggerpockets.com](http://www.biggerpockets.com) is one). Registering should be free. Post the property. Log on and chat with other investors. Make relationships. Get them to visit your website. Your local REIA surely has a forum to post on. Do it. Google "real estate message board (or forum)."
- 6) Find forum groups (Google, Yahoo, MSN, etc, etc) that people chat on. Some of these groups have thousands of posters. Great way to meet buyers.
- 7) After doing this, if you haven't found a buyer for your property, list it on [www.3DayBid.com](http://www.3DayBid.com). This is a free auction, just like eBay.