

FREE SPECIAL REPORT

TOP 5 WAYS

To Find Bargain Properties
For Pennies On The Dollar



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Finding a Great Deal is Like Searching for a Needle in a Haystack...And I Am About to Arm YOU with a Metal Detector!

Take a look around you. Everywhere you turn you see for sale signs in front of foreclosures or bank owned houses. Everywhere you go you hear someone talking about the depressed real estate market. You have always heard of investors getting rich in times like these, and you can just feel the fact that there is a tremendous amount of opportunity in your local marketplace. The problem is you don't know how to get your hands on these amazing deals.

In this special report I will show you the top 5 ways to find discounted real estate deals that only professional investors know how to find. These insider secrets will blow you away, and if you take action on what I am about to share with you, I guarantee you will find the type of money-making deals you have been searching for.

1 Pre-Foreclosures / Pending Foreclosures / Short Sales

When I talk about Pre-Foreclosures / Pending Foreclosures / Short Sales I am talking about homeowners that have stopped making their mortgage payments and are about to lose their property back to the lender(s). There are a number of ways to find these homeowners and some ways work better than others. The first way is by mail. Go to your local title company and ask them for a list of all the most recent foreclosures in your target area. Get the mailing address and send them a handwritten letter explaining that you would like to talk with them, and may be interested in purchasing their property for cash. This would stop the foreclosure auction and help stop any more damage to their credit.



The next way is by door knocking. Once you have the distressed homeowners address, take a drive over to the property and knock on the door. Come prepared with a flyer with your services, and sit down and see if you can work out a deal to help stop the foreclosure from occurring.

Benefits of Pursuing Pre-Foreclosures:

In today's market this is a great source of short sale leads. If you understand how to negotiate short sales, or have partnered up with a real estate agent that specializes in short sales, you can connect the two together and be the cash investor making offers on all of these leads. If done correctly, you will not be the one doing the actual work...just making the "all cash" offers on the properties!

The Downsides to Pursuing Pre-Foreclosures:

Most homeowners don't have enough equity now-a-days to make chasing down pre-foreclosures worth it. Plus, it can be time consuming and expensive to either manage and send out a mail campaign, or drive over to the property (possibly multiple times).

Fortunately, we are already doing massive mailing campaigns, door knocking, and working tons of short sale deals in your area. Don't you think it would be a lot smarter to leverage our resources and efforts, and still get the great deals you are searching for?

2 Purchasing Bank Owned Homes (REO's)

Buying an REO is a great way to purchase a property for pennies on the dollar. With the recent downturn in the real estate market,

many banks were flooded with homes they received back after the foreclosure auctions. Banks are in the business of lending money and do not want to be property managers, and that is why they are willing to sell at such steep discounts. Have your real estate agent make offers on every REO that fits your investment criteria for around 60% loan to current market value. The only thing you will need to do this is a proof-of-funds letter showing you have the money, or access to the money needed to purchase the property.



There are two main hurdles when trying to purchase REO's as investment properties. The first is competition. Obviously, if it is a good deal then every local investor in town will be making an offer to purchase the property. The once good deal becomes a "bidding war" and most savvy real estate agents know how to work you into thinking you should make a higher offer. In most cases they won't tell you what the other so-called offers are for and suggesting you simply "bid against yourself" and submit your "highest and best" offer. This mind game can really hurt your chances of getting a good deal, so be careful.

The second hurdle is insider trading. This occurs when one of your competitors has a relationship with the top REO agents in your local area, gets first wind of new deals, and makes a quick low-ball offer that instantly gets accepted. I am not going to lie...while this can be extremely frustrating, I must say...it feels pretty good having these relationships, and I get many great deals this way!!!!

Benefits of Purchasing a Bank Owned Home (REO):

Lots of inventory available, and it is easy to automate making offers (just have your real estate agent constantly make lowball offers to see what sticks!).

The Downsides of Trying to Purchase REO's:

Competition is FIERCE, and building a relationship with the top REO agents in your area can be hard if not impossible. Most agents are being constantly bombarded by investors that talk the talk, but don't walk the walk, so they will be hesitant to listen to you.

Not to brag, but I have spent a TON of time building relationships with the largest REO agents in our local market, and have "insider" access to their deals before anyone else. I know if you are reading this, then you can see the value in working with me to help you acquire profitable deals before anyone else!

3 Buying Properties at the Foreclosure Auctions



This is a fantastic way to get access to smoking hot real estate deals. The foreclosure auctions are constantly pumping out great deals everyday. In order to benefit from this flood of inventory you need to do the following: first, start tracking the homes going to auction in your area. Do your research to see which properties have an opening bid, and then run the numbers to see if there is any equity in the deal. The ones that do have a "spread" between opening bid and your estimated current market value, you want to go drive the properties to see if they are vacant or occupied, and view their current condition. If they still seem like a good deal, go down to the foreclosure auction and bid up to what you would pay for the property.

I made it sound pretty easy, right?

Actually, the reality is that buying homes down at the foreclosure auctions is tough. It is a good-ole-boys network, and only those that have thick skin, tons of cash (because you have to pay all cash if you win a bid), and the ability to track, research, drive, and bid on dozens of properties each day will be successful down at the courthouse steps!

The Benefits of Buying Auction Properties:

Access to a consistent stream of potential deals. Barrier to entry can be a good thing if you are knowledgeable about the foreclosure and auction process in your state, and you have deep pockets.

The Downsides to Buying Properties at the Auction:

Difficult to "break" into the "inner-circle" of professional bidders. This is a cash only business that moves very fast, so your risk is extremely high. If you make a mistake you could lose all your money. Doing research at warp speed can be a full-time job in itself.

Fortunately, you can take advantage of my relationships and ability to purchase homes at auction. Why work so hard trying to uncover the few good deals that go to auction every day when you could leverage my relationships and ability to purchase deeply discounted foreclosure auction deals? Each day my network of foreclosure bird-dogs and bidders bring me the best deals going to auction. I have insider access to these deals before they get marketed to the public, so there is no need for you to take

on all that work / risk. By joining my VIP buyers list like you did, you will now have access to the same money-making deals that I do!

4 Hunting Down Motivated Sellers



This is an oldie but goodie. Getting access to the actual distressed homeowner will put you in a position to negotiate a fantastic deal either on a "cash" or "terms" basis. There are many ways to get motivated sellers to contact you, but I will share with you the fastest and cheapest way to beat your competition to the punch. Have you ever heard of a "bandit sign"? A bandit sign is a little plastic corrugated yard sign typically 18 x 24 inches in size that investors place on electrical poles or stick up on street corners. You would be amazed at how many phone calls you will receive if you run a solid bandit sign campaign each month.

The goal is to purchase and put up 100 bandit signs each month that say things like:

Cash For Houses
Can Close In 3 Days
Local & Dependable
480-555-5555

Avoid Foreclosure
I Pay CA\$H For Houses
No Equity / No Problem
480-555-5555

Just make sure that you are ready to answer your phone and have a 30 second pitch prepared to outline what your business can offer. You can purchase bandit signs at www.BanditSigns.com.

Benefits To Working Directly With Motivated Sellers:

By negotiating directly with the seller, you are in control of the deal and have the best chance to get the deepest discount. Plus, you can easily work a “terms” offer where you will need little to no money to get into the deal.

The Downsides to Searching for Motivated Sellers:

Once again, you are spending your valuable time buying, writing, and placing bandit signs all over town. Then you have to field the phone calls, run the numbers, write the offers, and negotiate with the homeowners. There is an easier way!

We already are running extensive bandit sign campaigns along with other techniques to uncover motivated sellers all over town. Don't compete with us...join us! I promise you will love the deals we put in front of you...I just need to know exactly what you are looking for. Feel free to give me a call so I can learn more about your investment needs!

5 Wholesalers Get the Best Deals in Town... Guaranteed!

I have been wholesaling houses in our local market for some time, and I can assure you I get access to the best deals in town. Working with a wholesaler is a smart business decision because your time is better spent “investing” in profitable deals, and not in marketing for and inspecting “potential” deals. Leverage my time and ability to put these deals in front of you, and your only job will be to quickly evaluate my available properties to see if they fit your investment criteria. I want to learn more about your needs, so contact me and fill out an investor profile form. This way I will not waste your time putting deals in front of you that don't fit your investing criteria.

Benefits of Working With a Wholesaler: Fast, Easy, Fun, and Profitable. I don't think I need to say anything else!