

FINDING CASH BUYERS

Craigslist: In order to use this service to find buyers post a property for sale or post a ghost ad. The best strategy for Craigslist is that you must repost your ad every few days because the listings are shown from newest to oldest. You may find in some areas your listing goes off the first page of listings within a day or so and many viewers are not going to page 2 so keep your ad fresh by updating.

You should also be calling every Craigslist ad for properties that are listed by investors. You can typically tell but call them all anyway. You may find buyers or you may find a property you can buy. The type of ad you will be looking for will say we buy houses or something to that effect indicating that they are a real estate investor. You can also look for properties that are for rent as well. These are landlords and may want to buy more. They also may be a property manager and have investors looking for more properties.

Here are some sample ads that you can run:

Buy Deep Discounted Real Estate Without Ever Making a Single Offer! Did you know that you can invest in real estate at deep discounts without ever making a single offer? www.InvestorsRehab.com.

Handyman Specials, Cheap, Cash! Get on Our VIP Buyers List... Are you looking for deep discounted fixer upper properties with built in equity? Do you want to invest in real estate but cant find the right deal? www.InvestorsRehab.com.

Real Houses at 50% of Value. Fix and Flip or Rent Out... If you are looking for houses at deep discounts and built in equity then we can help you. We are real investors and we have real

deals. You can fix and flip or rent them out long term. www.InvestorsRehab.com

Attorneys or Closing Agents: Attorneys or Closing agents are a great source because they are closing the loans for the hard money lenders and closing deals for local investors. Contact the attorney you are doing business with and ask them who they know that buys real estate using cash or hard money. If you don't have an active deal to share with them, then tell them you come across properties from time to time that need work and have a good deal of equity and wanted to see who they know that would be interested in a property like that.

Title Company: Title companies have a database of cash buyers. They can search their database and tell you which buyer bought using cash as opposed to a loan. They can also search on purchases using hard money. Contact your title company and ask for the list of cash transactions for your area. You might want to put a few limiters on the list like location and price just to help narrow down the list.

Fiverr and Upwork: Believe it or not, there are people on Fiverr and Upwork that specialize in building buyers list for investors. You just have to set up an account and search for them. You can then hire them to build a buyers list for you in your market. I posted a job one time for a VA to build a buyers list for me and one VA actually responded saying that he already had a cash buyers list and if I hired him he would give it to me.

Hard Money Lenders: Hard money lenders will have a huge buyers list to share your deal with. They are more than happy to do this because by finding a deal for one of their clients, they will not only make one of their clients happy and loyal they will be able to lend more money and make some profits in the process. When contacting hard money lenders, don't forget about the large national hard money lenders. In many cases they will have a website to post the property to or they will send an email out to

their list because it will increase their chances of lending more money.

Local REI Meetings: Your local real estate investment association (REIA) and other REI meetings is an excellent place to grow your real estate investing business. If you are not going to at least one meeting per month you are missing a ton of opportunity. If you have more than one meeting within an hour drive of where you live, attend them all. To find these clubs or associations, go to www.nationalreia.com or www.creonline.com/real-estate-clubs/ and also meetup.com. It is not enough to just go to these meetings, you must get involved. Volunteer for something to help with in the club so that you can make a difference. Help put together the newsletter or offer to greet people when they check in for the meeting. Make sure that you are networking with as many people as you can. You may find that many people who attend these meeting are also wholesalers looking to find buyers. If that is the case you want to talk to them because there may be times when you don't have a buyer for a property but they do and you can work out some sort of deal to co-wholesale it together. The other thing you can do is ask the person who runs the group to introduce you to some of the more active investors in the group, the investors that are actually buying real estate as opposed to just talking about it.

Local Vacant Rehab Projects: In your area there are many vacant properties being worked on right now and most of these projects are owned by investor/rehabbers. These houses are pretty easy to spot. They usually look vacant and have a bunch of contractor vehicles in the front of the house. Walk up to the house and talk to the contractors and ask how you can get in touch with the owner as you may have some properties to wholesale that they would be interested in. Sometimes you will find that the rehabber is the owner and other times you find that you will have to provide your card and they will have the owner con-

tact you. There may also be a for sale by owner sign in the front yard and that might give you access to the owner as well.

Sold REO's: Search the MLS for bank owned properties that have sold over the past 6 months in your area. If you don't have MLS access then ask a Realtor to pull these for you. The buyers in each of these transactions should be on your buyers list. Take the address of the property down to the registry of deeds and look up who the buyer is in the Grantor/Grantee index. Get the contact information for the buyer and then send them a letter and try to find their phone number.

Information/List Broker: In some cases you can go to a list broker or information broker to get the information that you need. You will have to pay for the information but for the short money that you are paying, the rewards will be endless. Request transactions that have closed without loans in the price range that you are looking in. See what other criteria they will allow you to search on.

For Rent Signs: For rent signs are another great way to find buyers. It doesn't matter if the sign is in front of a single family property or a multi. In many cases it is owned by an investor that is one of two positions. They are either looking to buy more properties or they are looking to sell. Either way, the call will be worth the time.

For Rent Ads On Zillow: Look on Zillow for houses that are for rent and contact the owner or property manager and ask if they are looking to buy anymore properties.

Property Managers: You can find local property managers by looking for property listings on Zillow and by seeing if there is a local property managers association. You also may find them on Craigslist listing properties for rent. Call them and see if they buy rentals or have investors looking for additional properties.

Live Auctions: Auctions are by far my favorite place to meet cash buyers. First of all they are qualified because in order to bid at the auction they need to show a cash deposit and agree to close in 30 days or less. We also find that the investors that buy at an auction usually don't buy properties through other methods because they don't know how.

Another thing you can do to find buyers is to print stickers that say something like: "I have houses like this only cheaper! Call 803-610-2164 www.InvestorsRehab.com". Then you just go put them on the doors of the houses that are listed in the auction. Now when potential investor buyers visit the property they will see your sticker and call you to buy more properties.

Another auction tip is to create a spreadsheet of all auction properties that you see. Then about 30-60 days after they are sold, look up the new owner online at the register of deeds website and there is your cash buyers.

Wholesalers: Wholesalers are a great way to build your list. Now don't expect to contact a real estate wholesaler and expect them to just hand over their list of buyers but you can market your deals to them so that they can markup the price and share with their buyers or vice versa. Networking is key in this business, don't look at your competitors as competition, look at them as strategic business partners and leverage that relationship to benefit both of you. If they bring you a buyer, agree that all future dealings with this buyer will go through them so they don't get cut out of the deal in the future. The wholesaler should mark up the property price to include their profit or if the deal is skinny then offer \$1K-2K for bringing the buyer.

Other Wholesalers Deals: Lots of wholesalers list the homes they've recently sold on their website or property inventory lists. Well guess what you have there? Verified addresses of houses that sold to qualified cash buyers. So just copy and paste the address into your local tax assessor's website and see who bought it. Now not only do you have a new cash buyer you can contact,

but you also know exactly how much they paid for the property and at least one area he/she is interested in. This is a great source for recent cash buyers that are already buying from wholesalers.

Bandit Signs: Bandit signs are those brightly colored signs you see on the side of the road that usually say WE BUY HOUSES CASH. The person at the other end of the phone will be either a wholesaler like you, a rehabber, or landlord. Either way they will make great people to add to your list of buyers.

You can also have your own signs printed that say "Handyman Specials! Fixer Uppers! Cheap! Cash! 803-610-2164" Then put them out around Home Depot, Lowes, and other high traffic areas.

Realtors: Realtors have a list of buyers. Typically you will need to have a deal to market to the Realtor to get the buyer but if you have a good deal they will bring the buyer. They will be looking for compensation for doing this either as a flat fee or a percentage of the purchase price. This will mostly be dependent on what deal you negotiate and the price of the property. The good news they know buyers and can really make the process smooth as you will be dealing with a more experienced person.

Landlords: Landlords make great additions to a buyers list. Problem is that it is hard to find them or get their phone number. There is a list that you can get if you are willing to make one visit to your local section 8 housing office. Go to the section 8 office and tell them that you are a prospective landlord and you are considering section 8 renters and want to speak with someone about the program. While you are getting the details on the program from a landlords perspective, at the end of the conversation tell the person that it all sounds pretty good but you would like to speak directly to several other landlords in the program to see what their thoughts are about the program and ask them of a list of landlords that you can contact. They will provide you a list of landlords that participate in the program including their phone

number. Call all of the landlords on the list and ask them a few questions about the program but during the conversation be sure to ask them what mode they are in right now, acquisition or selling. If they want to buy you are in luck and can add them to the list. If they are looking to sell, you might be interested in the property or may have a buyer who is interested. Either way it is a great call.

Direct Mail Landlords: You can also buy a list of absentee owners that own multiple properties and have purchased a property in the last year. Then send them a post card that says that you have deep discounted rental properties for sale. This is a great way to find landlords. It is especially great if you mail to landlords that already own other rentals close to where you have one for sale.

Facebook: Join some real estate Facebook groups in the local market you are working and message them asking for investors to sell your properties to. This is a great way to build your list fast. You can also set up your own Facebook page and then invite others to like your page.

You should also post properties in Facebook Marketplace. We get a ton of buyers here.

Offerup: Offer up is fast becoming a great place to buy and sell anything. You can post your properties or a sample property to build your buyers list.

BiggerPockets.com and ConnectedInvestors.com: These two sites are probably the most popular networking websites for investors. You need to start connecting with other local investors. You want to search for other members in the same market that you are buying and selling in. Then you also want to post your properties that you get under contract to sell. If you don't have any properties than you can just make up a property listing as if you have it for sale. Then when someone responds you tell them it is no longer available but offer to put them on your buyers list.

Another thing you can do is look for the SOLD properties on these sites and then look up the new owners. They are going to be real estate investors that you can add to your buyers list.

Local Newspaper: Look in the real estate wanted, real estate services and homes for sale sections. Again one of the absolute best ways is to call the For Rent ads trying to find landlords that want a discounted home. You can also post your properties or a sample property as well to generate buyers.

Seminar Attendees: This is especially true if you live in a city like Orlando where every know speaker comes and gives presentations. I sometimes just go to lunch or after dinner and talk to people and hand out cards. I also go to pitch sessions, designed to get people to go to a more advanced boot camp. These are the ones advertising on tv, radio and the newspaper. They are looking for opportunity seekers. These newbies are great to add to your buyers list.

Foreclosure And Tax Deed Sales At The Courthouse: These buyers are required to pay cash the same day as they bid on the property. They are serious buyers. This crowd is not usually nice to new faces, so just give out your card and ask if they have one as well. Go early or stay late, they will be totally concentrating during the actual auctions but the good news is that they are all cash buyers.

SDIRA Companies: Most SDIRA companies have local and on-line training teaching their account holders how to invest their IRA funds. You need to attend these meetings and network with account holders and add them to your buyers list.

Website: Use an opt-in on your website to build your buyers list. You can promote and list your website everywhere that you run ads and make posts. I get about 25-50 new investors a week that see my web site and opt in. Check out my website at www.InvestorsRehab.com and you will see how we our website offers them a chance to get on our VIP buyers list.

Business Cards: I believe in having two different cards. One I use to give out to investors. I have a separate card for homeowners. In both cases, make your card stand out from the crowd. Use a different color, nice graphic or cool font. I also separate my buying website and selling web site.

Linkedin: LinkedIn is a great way to network with other investors and build your buyers list. All you have to do is connect with others in your market with the keywords "real estate investor". Once you have added all of the applicable real estate connections, LinkedIn has a system that allows you to quickly export your LinkedIn connections contact information and compiles it into an Excel spreadsheet containing the email addresses from every single one of your connections. Now you have an instant buyers list.