**Wholesale School  
Week 7 Homework**

The intention of this week’s homework is to:

* Make sure you’ve actually looked at and processed the forms, documents, and numbers from this week’s lessons
* Test your understanding of this week’s lesson
* To start you on the road to building a viable buyer’s list

When your homework is complete, send it to [WholesaleSchool@Gmail.com](mailto:WholesaleSchool@Gmail.com).

**Week 7 Quiz:**

Why are there ALWAYS buyers for investment properties?

Who is your best buyer for a retail-able property in a retail-able area?

Who will probably be your buyer for a really cheap, ragged-out property?

Why do you want your buyers to be experienced?

Which of these are acceptable ways for your buyers to get money to close your deals

[ ] Hard money loans (IF you’ve spoken to the lender and assured that they know how to deal with contract assignments)

[ ] Home equity line of credit against their personal residence

[ ] An FHA 203K rehab loan

[ ] Money from their self-directed IRA

What should you do with a buyer who says, “I only pay wholesalers $5,000 to assign contracts”?

What are at least 3 ways to build your buyers’ list?

1.

2.

3.

4.

5.

6.

Why should you NOT advertise deals that don’t exist?

You have this property for sale:

Worth $150,000

Needs: $20,000

Sale price: $85,000

Needs: furnace and central air, kitchen, light bath rehab, paint, carpet, landscaping

Has: 3 bedrooms, 1.5 baths, 1500 square feet

Would rent for: $1500/mo

Write a bandit sign for it:

Write a craigslist ad for it: