

## 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: