

## Wholesale School Week 1 Homework

The intention of this week's homework is to:

- Test your current knowledge of the fundamentals of wholesaling
- Get you started identifying areas in your city that are the best potential targets of wholesale deals
- Make sure you have access to public records you'll need in future weeks

Fill in the answers to all the questions (note that they're scattered throughout the page here). When you're done, log in to REGoddess.com with the username and password provided to you in your welcome email. Then go to the Members Q&A section, and...

- Ask a Question
- Category (select Wholesaling)
- Title (WSS beta homework)
- Description (copy and paste homework, or insert it as a jpeg)
- Select only visible to admin and moderator
- Click "Submit Question"

### Things to DO This Week:

**Read chapters 1 & 2** of the manual, which are uploaded at <https://regoddess.com/wssbeta/>, and use the password I gave you in the email with the subject line "Wholesale Week 1" (case sensitive). Be sure to keep this password, as you will need it each week. The video of the first class will also be uploaded there within 24 hours.

**Locate and bookmark your county's property data website.** This will be site that contains information about property ownership, the property itself (rooms, bedrooms, square footage, lot size), the owner's property address, the tax valuation of the property, and perhaps even a photo.

It could be the site of the county auditor, treasurer, property value administrator, or another name. If you're lucky, it will look like this: <http://www.hamiltoncountyauditor.org/> but it may be more bare-bones.

**Then answer these questions:**

My county's property site is: [link here] \_\_\_\_\_

- It contains the tax mailing address of the owners of properties
- It shows what the current owner paid for the property (this will not be the case on all sites)
- It shows when the current owner bought the property
- It has property information like zoning, square footage, and year built

**Identify one or more subscription services that provide "comparable sales" in your area.** (you can skip this if you already have a service, or if you are an agent and have direct access to MLS)

These are NOT free "automated valuation model" sites like Zillow, Trulia, Realtor.com, and Redfin. They are services that you PAY FOR that allow you to run comps exactly like a real estate agent does.

The service areas of these services vary—some cover just a few states while others are nationwide. Some examples include <https://www.haines.com/v4i-real-estate-products/> which covers most counties in Ohio and a handful of other states; <https://www.crsdata.com/main/> which covers primarily the south; and [www.RealQuest.com](http://www.RealQuest.com) which is nationwide. A more all-inclusive program that includes access to comps, like REIBlackbook or Propstream, is also acceptable, as long as it

Please find one that DEFINITELY covers your area, find out what it will cost to subscribe. If there's a free trial available, subscribe to it.

The comparable property data service that I'm most likely to subscribe to is: [name of service here] \_\_\_\_\_

Note: unfortunately, there are a few areas in the U.S. where public data is so poor, or that are “non-disclosure states”, where these services aren’t reliable or don’t exist. In this case, you’ll need to find a real estate agent willing to give you direct access to their MLS account.

[ ] **Join a local real estate investor association.** Most of you already belong to your local groups, but if you’ve let your membership lapse, it’s time to rejoin. Several of our future lessons are going to require you to ask questions, get advice from, sell properties to, or otherwise interact with local real estate investors, so let’s get this taken care of this week.

[ ] **Identify several type 2, 3, and 4 neighborhoods or zip codes in your city.** Spend at least 2 hours driving the ones you think are borderzones; you’ll know you’re in the right area when you find yourself stopping every 90 seconds or so to **WRITE DOWN** the addresses of houses that appear vacant or that clearly need a lot of work. The goal is to write down (or record on your phone, if you’d prefer to transcribe) at least 50 property addresses.

[ ] **Use those 50 property addresses to practice using your county website**—put them on a spreadsheet and get the owner’s name and the tax mailing address for the owner.

### **Week 1 Quiz:**

As a wholesaler, what product do I provide that makes buyers want to write me a big check?

I have 2 kinds of customers. Who are they?

What is my actual product? What, exactly, am I handing over to my buyers in return for money?

Why do I need, or not need, a real estate license to wholesale houses?

What’s good about being a wholesaler in a hot, “seller’s” market?

What’s bad about it?

What’s good about being a wholesaler in a cold, “buyer’s” market?

What’s bad about it?

About how much should I expect to make from an average wholesale deal in my market? How do I know this?

List the 6 steps to a wholesale deal:

- 1.
- 2.
- 3.
- 4.
- 5.
- 6.

Bonus: which of those steps scares you the most? Would it be good to ask Vena about that fear?

How many hours of focused work does it take to complete a typical wholesale deal?

What are 5 benefits of sticking with this and doing the work, even when it gets hard, uncertain, or scary?

What is my ideal property type?

What are some things that make a wholesale deal hard to sell?

What neighborhoods should I focus on?

What are some of the problems with an occupied property?

How will I overcome those?

Why do sellers sell at wholesale prices?

Have I ever been, known, or heard someone else talk about a really motivated seller? What was the underlying story? Why was he or she REALLY selling cheaply?