



***FAST***

**WAY**

**TO MAKE**

**\$10,000 A MONTH**

**WHOLESALING REAL ESTATE  
PART TIME USING CRAIGSLIST!**

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## What Is Wholesaling?

In real estate investing, the term “wholesaling” refers to the action of locating properties that have a substantial investment potential.



Usually, the intent is to find properties that are distressed and selling at a discount. These are properties that can be repaired or remodeled and sold for a sizable profit.

Typically, the wholesaler turns these properties over to the person who will buy the property. However, the wholesaler can also do the entire deal themselves.

In this eBook, I'll be focusing on one effective way to find these distressed properties and what to do after you've located one.

Keep in mind that if you are new to wholesaling, this is just one technique that you can use. There are many other ways that I teach in addition to this one.

This technique is a great way to get started in wholesaling properties, especially with the tools I give you in the following pages.

## Income Potential from Wholesaling

Wholesaling requires very little investment of money and time to do it, yet the income is amazing! Did you know, according to the REI Clubs, the average income in the real estate communities is \$10,000 per wholesale deal throughout the United States?

In California, in some cases, I have met people making \$50,000, \$75,000 and even \$80,000 selling their rights to a contract to a buyer who wants to fix and flip the property for a sizable profit.

As I write this article February 28<sup>th</sup> I am personally closing one for \$30,000.00.

There are wholesalers making \$10,000 to \$30,000 a month consistently!





## What Do You Need to Get Started?

To start the process, you definitely need a mentor and good education.

### The Key Parts

You need to learn how to . . .

- find the deals,
- analyze the deals and
- write the deals, without losing money.

Learning about contracts is very important here as you are dealing with legal issues.

We use a “subject to” contract with an “assignment clause” in it.

This allows us to control the property while we examine the property and determine its profitability.



(Note: I am not an attorney or a CPA, and therefore will not be advising you on how to put your deals together.) But I can help you with the steps that come before you need an attorney or CPA and often can help you, through networking, to find these when the time is right.

## Profit Potential

For the wholesaler, profit potential is the key point.

This picture clearly demonstrates the profit potential for a would-be investor or buyer. The more profit, the higher a wholesaler would be paid for the contract rights to buy this property.



### Here's Another Example



**These homes were totally remodeled and brought up to date!**

## Using Craigslist

In this section, I'll be showing you a very simple, yet fast and effective technique that will blow your mind when you use it! Just follow along, doing what I explain as I explain it.

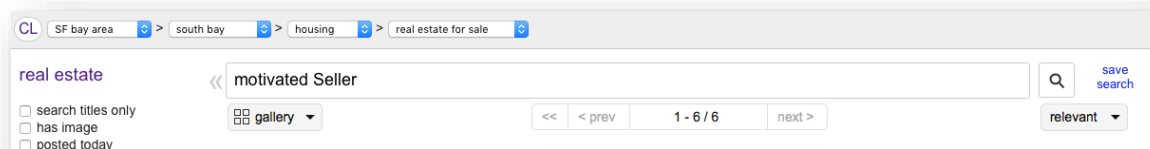
### Distressed Property Key Words

Pull out a note pad and let's make a list of keywords to find distressed properties in your area:

1. Motivated
2. Motivated Seller
3. Price
4. Pre-foreclosure
5. Foreclosure
6. Short sale
7. REO
8. Reduced
9. Divorce
10. Probate
11. Estate
12. Relo or Relocation
13. Owner will carry
14. Fire or storm damage
15. TLC (Tender Loving Care)
16. Fixer
17. Investor Special
18. Discount
19. Bring
20. Bankruptcy
21. Damage

## Searching Craigslist with Keywords

1. Pull up Craigslist for your area
2. In the gray bar below, you'll see that I searched SF bay area > south bay > housing > real estate for sale, do the same (changing to your area).
3. In the search bar put motivated seller like I've done in the example below.
4. Add any properties you find to your leads list, which I'll explain how to set up on the next page.



This property was found searching in the San Jose area using the motivated seller keyword

★ **\$680000 / 6br - 2968ft<sup>2</sup> - \*-\*DISTRESS PROPERTY\*-\*--\$\$ HUGE PRICE DISCOUNT-MUST SELL\$\$\$\$ (gilroy)**



6BR / 2Ba   2968ft<sup>2</sup>   available now

house

This GORGEOUS building is zoned commercial with a residential variance. Can be used for office, or single or multi-family (buyer to verify) according to Gilroy zoning. Gorgeous details in woodwork, finishes and windows inside and out. Well-maintained, but needs some TLC to bring out it's former glory. Detached carriage house in rear and large basement.

Information contained herein including but not limited to square footage and lot size from one or more sources has not been independently verified by the listing office or its agent Buyer should do own inspections. \*\*\*\*Seller is motivated to sellfast\*\*\*\*  
PRICE was JUST Reduced 115k



## Compiling Your Leads List

We recommend using a spreadsheet to list your leads by area.

Add columns for property information such as; address, bedrooms, baths, square footage, lot size, price, and a comments section for the description and notes.

Here's an example:

	A	B	C	D	E	F	G	H	I
1	<b>Property Information</b>						<b>Price</b>	<b>Comments</b>	
2	<b>Address</b>	<b>Beds</b>	<b>Baths</b>	<b>Sq. Ft.</b>	<b>Lot size</b>			<b>Property Description</b>	<b>Notes</b>
3	123 Candy Lane	3	2	1500	7000		250,000	Owner must sell. House is in a great neighborhood but needs repairs.	
4									
5									
6									
7									
8									
9									
10									
11									
12									
13									
14									
15									
16									
17									
18									

Add each property that you find to your spreadsheet as you search Craigslist with each of the keywords above.

If you can switch to different areas of craigslist, do so and search each keyword again, adding properties as you go.

(Note: you can work each property as you find it using the scripts I'm providing below, or you can find a few properties then work them, whichever way works best for you).

## Your Wholesaling Scripts

### The Appointment Script

**Now that you have a lot of leads start calling for the appointment, here is your script.**

Hello, I am calling on behalf of the property located at \_\_\_\_\_,  
are you the owner?

Tell me a little about the property?

Why are you selling the property?

Respond, I appreciate that. If I can pay you a little more incentive and pay  
you the most amount of money would you sell your home to me?

Any major repairs, any additions, anything we need to know?

How old is the roof?

How's the heating unit?

Any issues with the plumbing?

Does it have air conditioning?

Do you own your property free and clear?

(depending upon answer above) How much do you owe on your mortgage (or  
how much equity do you have in your property? Some people do not like to say  
how much they owe on the property.)

I would like to run some numbers and get back to you.

I would like to set an appointment to follow up. When do you work?

(Set a time and day to meet with them in person.) Have a nice evening, I'll see you on \_\_\_\_\_ at \_\_\_\_\_.

### The Meeting Script

At the meeting you say, with all these problems what are you asking? Are you willing to give a discount with an "as is all cash offer?"

Once the owner is "closed" on selling the house to you it's time to write the offer.



## Write the Offer

*(If you've never written an offer then you need mentoring, please contact me for guidance, different states have different rules, laws and procedures, as I have already stated above, I can't/won't give you legal advice, but I can guide you so that you get the advice you need from the proper professional).*

Write the offer at this point, even if you think it might be high, and here is why.

Once you have the offer written it is always subject to an inspection with a contractor. This is your contingency period. Once the walk-through takes place and you find more problems, then you simply renegotiate based on those findings!

Get the offer to the investor/rehabber along with the deal analyzer spreadsheet. Here's a shot of what that looks like. (I'll show you how to do this.)

% est.			% est.		
	\$650,000	ARV		\$650,000	
5.0%	\$32,500	Selling Cost		-\$227,500	
2.5%	\$16,250	Purchase Price		\$422,500	
2.5%	\$16,250	Closing cost	1.5%	-\$6,338	
20.0%	\$65,000	Assignment fee		-\$5,000	
15.0%	\$97,500	Sellers Equity		\$0	
	\$227,500	Allowable Offer		\$411,163	
	Offer	Cost		Profit	*ROI
	\$425,000	\$141,338		\$83,663	148%
65.0%	\$422,500	\$141,338		\$86,163	153%
70.0%	\$455,000	\$141,338		\$53,663	90%
75.0%	\$487,500	\$141,338		\$21,163	34%
80.0%	\$520,000	\$141,338		-\$11,338	-17%
90.0%	\$585,000	\$141,338		-\$76,338	-105%
90%	\$509,704				
1.50%	\$7,646				
9.00%	\$22,937				
	\$30,582				
1.0%	\$5,097				
4 Mos.	18%				
6 Mos.	12%				
8 Mos.	11%				



## The Rewards

For a few minutes of researching and a little time on the phone you can make quite a bit of money.

See my check below...

**My partner Frank and I yielded a 100% return in 8 weeks**

Gary's Check \$30,000



Frank's Check \$20,000



I am showing you these checks because documentation trumps conversation.

Our results are not typical; your income is dependent upon your knowledge and experience. There is no guarantee of income in real estate and it can be risky.

**This is why education and mentorship are so important!**

**Mentorship Is Key to Success!**



## Mentorship is the Key

This one little technique will give you the opportunity to make \$10,000 to \$30,000 a month part time. How would you like us to mentor you personally and show you other techniques to find deals and wholesale them for \$10,000 to \$30,000?

At the time of writing this article we just made an offer on a property given to us by one of our students, which was accepted. She made an easy \$5000 wholesaling. She is a brand new trainee just starting out. What a nice little bonus check to get working part time.

By the way, she is averaging one a month, she is so excited that when the seller accepted our contract she found two more deals for us to review.

Through hands-on mentorship and affordable education this trainee is now on her way to become a rock star investor! Her future really looks bright. As her mentor, you can imagine how proud I am of her.

Real Estate does not have to be complicated! I just taught my students how to use Craigslist to find distressed properties using keywords.

There is no reason under the right mentorship, and with some easy-on-the-budget education you cannot transition into a six-figure income on a part time basis in your first year.



## Contact Me

We are not hard to find.

In fact, you can reach me directly by emailing me at [gary@reifortunes.com](mailto:gary@reifortunes.com)

You can also visit our Facebook group at <http://facebook.com/groups/makemoneyrealestate> to watch our videos and read our testimonies.

Also feel free to stop by our Facebook business page and give us a like at <https://www.facebook.com/reifortunes>



## About the Author



### **Leading REI Coach & Trainer**

Gary Massari is a top real estate investor and trainer who ran a successful peak-performance school and trained over 3000 realtors, investors and loan officers to become top income earners.

He was also the managing partner of the largest mortgage brokerage company in northern California.

Gary is noted for his very popular radio show in the San Francisco Bay area where he taught financial literacy to over 25,000 weekly listeners. Gary helps to build his students, followers, and team members their own unique master plan to achieve their REI Wealth.

Gary is also a best-selling Amazon Author in four different categories, with more than 300 published works and the founder of Make Money Now Real Estate Investors.

If there's anybody in the know, it's Gary. In fact, through Gary's mentoring programs, one of his top students rose to the level of a multi-millionaire building one of the fastest growing Fortune 5000 real estate companies today!

Learn more about Gary here: <https://reifortunes.com/about-us/>

If you are interested and looking for inexpensive and fast education I can help you with that! Just call me at 925-451-1619 for more information.

If I am on the phone, which is most of the time, just leave me a message as to the best time to call you and I will be sure to get back to you.

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