

How to contact listing agents for homes listed online...

1

Once you have found the property online you would like to submit, log into the Belwood App and submit the home through the system. If the home has already been claimed by someone else, the system will reject your submission.

10:56

Submit a Property

Street Number
10177

Street Name
North Portal Avenue

Unit # (Optional)

City
Cupertino

State
CA

Zip
95014

SUBMIT PROPERTY

VIEW IN MAPS

Tasks Submit Invite Cash Settings

2

Once submitted, you'll be directed to a page in the app to fill out specific criteria that can be found by calling the listing agent (phone number located on Zillow) and asking the following questions using the below script. Please note, when you are calling you are not to negotiate any price or terms. You are not to act or operate like a real estate agent. Do not promise or guarantee anything.

3

On Market Script

“Hi _____ this is _____ with Belwood Investments.

Belwood asked that I call and ask a few questions prior to submitting an offer.
Do you have a few minutes? Great...

Can you confirm if this home is a HUD home or not?

Can you confirm if this home is up for auction or not?

Are there any tenants in the property? And if so, do they plan to stay or leave?

Why are the sellers selling? (Get as much detail as you can from this)

How many offers do you currently have?

Is the price negotiable? Belwood is a cash buyer, as-is, no contingencies, pays all title and escrow and can close in 10 days.

Can we expect a counter offer or is the seller looking for highest and best?

Is the seller looking for anything in specific with our offer? Cash, price, terms, quick close?

Thank you for your time today, _____. I will make sure to pass this info along to my buyer and his team, and should they have any further questions, they will reach out!

4

Once all information has been gathered, finish entry into the app and then submit!

5

When a property is accepted, you will receive a notification! Now keep in mind, this doesn't mean the home is 100% closed and a done deal. Belwood still has to walk the property, have numbers approved with the hedge fund and an investor needs to be paired with the home. Once those things happen, you will be notified from Belwood's staff the home is moving forward and will let you know an ETA of when the property will be closing. You can expect compensation within 72 hours of the home officially closing and on record with the county.

What Belwood Investments will not purchase:

- 1. Anything facing or backing a busy street, commercial building or cemetery.**
- 2. No duplexes or multi units at this time.**
- 3. No homes with 1 acre or more of land.**
- 4. Pride in ownership/no margin homes. AKA properties that just need paint and carpet are just UGLY and not FIXERS.**
- 5. Nothing outside Sac/Placer/El Dorado counties (see boundary map attached).**
- 6. The more suburban the better.**

Things To Note...

Quality over quantity.

Stay in a specific area when you're hunting for at least 6 weeks. Get to know your markets before you skip around too much.

Just because properties were submitted in before you, doesn't mean your'e, "missing out" on opportunities. What is already for sale and online, is not even a TENTH of the opportunities out there= NETWORK AND BUILD RELATIONSHIPS. Half the battle in this business, is making the relationship. Build on relationships, and the referrals to you WILL come.

Be friends with attorneys (probate, divorce, general real estate).

Become neighborhood experts and spread the word. The more people KNOW about their options, the more they will open up to you and tell you about their friends, family and neighbors who just need to, "get out" of their homes. Make sure people know Belwood is a cash buyer that can close in 10 days (or whenever works for them) and they buy the home as- is and ask for no repairs or credits. They also will clean out any and all items left in the home. Any family heirlooms or items of importance come across when cleaning out the home, Belwood makes sure it gets back to the home owner.

Be consistent and persistent at this! All our current Scouts who get 2-3 deals consistently a month, are putting in 30-45 min a day, every single day, minimum.