

HOW TO

FIND THE DEALS



Finding deals doesn't require a real estate license, real estate experience, or even that much time!

Anyone, and everyone can locate these deals, any day, any time!

The same resources that realtors have, are the same resources we all can use.

Sometimes, these

deals are right next to us! It is a lot easier, once you start, and a source of income that can be done on the side of your current job/career. Below we have listed our 7 best ways to hunt to find these deals, how to get in touch with the owners, and how to know if a home will work for us, or not.

Driving For Deals

Burn Downs Or Flooding

Zillow, Redfin, etc.

Your Own Home

Someone Just Received An Inheritance

The Ugly Neighbor

Landlords

ONLINE RESOURCES

The most over looked and underutilized resource available to everyone, not just for realtors!



One of the first ways we started to grow our business, was by scouring the internet for deals! Steven Belmont (CEO of Belwood Investments) was able to start his business by finding these deals, WITHOUT having a real estate license. Surprisingly enough, there are more deals online than people truly understand. Sometimes what we see online, is not what we will pay. Sometimes it's more, and other times, it's less.



If you have access to a smartphone or a computer, then you have the exact same access as realtors and investors have. Every home that is published in the MLS (Multiple Listing Services) also syndicates to all the major sites like Zillow, Redfin, Realtor.com, Trulia, etc.



About 95% of our purchases, to rehab a home, are found, you guessed it, ONLINE! The same houses realtors see, are the same you can see and send us as well. Zillow, for example, will always tell you a Zestimate of the home, which takes the work out for you! However, most of the time, these homes are overpriced, and we do have to offer lower. The great thing about this system though is once you send us the home, our team of professional negotiators do just that, negotiate! If we end up purchasing the home, and you brought it to us, you will receive a referral fee based off the sales price of the home. See the referral structure worksheet, the worksheet for what to look for in these homes, and how to submit them over to us!