



91 Ways to Find Wholesale House Deals

Congratulations and welcome to one of the most exciting opportunities you can do for yourself and your family: **Finding wholesale priced houses!**

What you'll find here is a treasure chest full of ways you can find those great deals - those wholesale properties we hear everyone talk about.

With so many techniques at your disposal, YOU get to pick and choose which ones fit your style and comfort zone to find cheap houses in good neighborhoods. But remember, the harder something is the less competition there is out there so you don't want to discount something too quickly because some of your better deals might just be around the corner.

So how do you get started?

Read this report once over in its entirety. You'll find ways that you've never thought of and others that'll make you hit your head with the palm of your hand and say: "Duh, why didn't I think of that?"

Once you go through this report, go back and pick out 4-6 of the methods you feel confident you can implement right away.

You'll want to pick some methods that are active and some that are passive. What I mean by that is simply that there are techniques that require you to physically do yourself while others will start generating leads for you passively (even when you're not working on it right at that moment). This is the best way to use your time effectively.

As you start getting a little more comfortable with these techniques, you can gradually start adding more techniques to your bag of cheap house finding tricks and really boost your chances of finding an awesome deal!

While you're looking for the house that's just right for you - guess what? - You WILL run across many fixer uppers, cheap houses, wholesale houses, vacant and abandoned homes that will NOT fit your criteria for what you want for you and your family.

Here's your Bonus: there's gold in them there houses that people don't want!! Let me repeat: **There's gold in them there cheap houses that people don't want!**

That's right, all your efforts in locating the wholesale house of your dreams can not only land you an awesome house, but can put big time money in your bank account! How? Remember that old saying: **One man's trash is another man's treasure?** That also applies in the arena of wholesale real estate.

That property with all the windows busted out, graffiti all over the fences and walls, and foundation so un-level that you can install a bowling alley inside and the ball automatically comes back to you may not be where you want to raise a family, but someone else can see right past all of that grit and grime and see THEIR dream home!

AND..... they'll be willing to pay you for it!

How about that! This could be that second income / work from home opportunity you've been waiting for (hint hint)...

Don't get a head of yourself now.

Remember, you still have to FIND the bargain properties first. The ideas below will help you on your path to **Wholesaling Success!**

TAKE ACTION NOW!

[Here are your 91 ways to find houses at Wholesale prices!](#)

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1- Start with joining our buyers list at www.TradeCash4Houses.com to begin receiving new wholesale deals in your area from www.AllWholesaleProperties.com and tons of investor resources.

2- Tax Deed / Tax Lien Certificates

When a property is taken back by the county/city for unpaid property taxes, they'll issue out a tax certificate for back taxes due on the property.

You can come in and purchase these Tax Deed / Tax lien certificates. One of two things can happen:

- a) The original owner can redeem his property by paying you what you paid for the Tax Deed / Tax lien certificate PLUS a hefty interest rate
- b) The original owner can simply let the redemption period expire and guess who gets to keep the house?
- c) Carefully seek the advice of a competent professional before attempting to purchase tax sale properties.

3- Call all Ads placed by Sellers

- a. Local newspapers/ Craigslist, Backpage, By Owner sites, etc.
- b. Find their level of motivation. How soon do they need to sell? Why?
- c. There's a diamond in there somewhere

4- Attorneys

Attorneys have the low down on everything don't they? Attorneys know when someone's getting a divorce and need to sell their house, has died, is going through bankruptcy, or needs protection from

creditors. Contact them and give them a viable option for their motivated clients. It's all about relationships.

5- CPAs

Almost as good as attorneys, CPAs will also know people who are in financial dire straits and may need to liquidate their properties ASAP for bargain basement prices.

6- Real Estate Agents / Brokers

Great people to know. Let them know what area you're looking at and what you're looking for. These are your passive locators. Individuals that can look for properties for you, even while you sleep!

They can also provide you great insight on the neighborhood, schools, taxes etc. Great info to have especially if this is a property you intend to live in.

One thing that agents have is access to the Multiple Listing Service (MLS). They can put you on an automatic notification if a property pops up that meets your criteria.

For example: Let's say you want a property at \$50/square foot in a West Houston Subdivision that normally goes for \$100/sq foot or more. They'll be able to plug it in their system and let you know when your dream house comes up for sale!

Here's another great secret. Your real estate agent buddy will also know of some great wholesale properties BEFORE anyone else does - sometimes before other realtors. Get in on the secret "**PRE-SALE**" list or also commonly referred to as the "**pocket listings**".

Agents are also very good resources for leads on short sales. We market directly to agents for them to bring us their short sale leads, we do all the work and they get their full commissions.

7- Title Companies

Great allies in your quest for cheap houses. Some can provide you with lists of people that live out of town, but own property in your target neighborhood. Each state will be different as to what they are allowed to give you access too.

They can also do title checks for you and also refer you to sellers as a buyer on closings that fall apart at the closing table. If you've ever been a home seller with a deal that fell apart at the closing table, you know how motivated people are to just get rid of their home. You can be that buyer! Again, it's all about relationships.

8- Mortgage Bankers / Brokers

These folks know when owners have tried to sell their homes but couldn't get a qualified buyer. They'll also know when homeowners try to refinance, but were not able to due to poor financials. These owners may be looking to sell at a nice discount.

9- Referrals - **one of my favorites**

Don't be afraid to ask for a referral from friends, family and customers you have helped. These will be the easiest clients to work with typically because they have been told great things about you so they already trust you.

10- Service providers (cleaning services, cable man, carpet cleaners, pizza man, meter readers, garbage man etc.)

These folks are always in the neighborhoods. Who do you think will be the first to know if a house is being cleaned for future sale or when a newly abandoned home comes up in an otherwise great subdivision?
This is a great resource.

11- Bail Bondsmen

It's kind of hard to pay bills when you're in jail or running from the law. These folks know when someone has skipped out on their bail, because they'll slap a lien on the property of the party who guaranteed the bond.

12- "Walking" Signs

Yes it's true. People do get paid to hold "**WE BUY HOUSES**" signs at high traffic intersections. Some of them actually look like they have fun doing it!

13- Flyers – Distribute flyers at all investor meetings that you attend with your Buyers criteria and ask them to add you to their Buyers List.

14- Direct Mail – Free and Clear / High equity, Absentee Owner, Expired Listings, Quit Claim Deeds and Pre-NOD lists are KICK-Butt list to mail to. **One of my favorites and we do a lot of.**

15- Business Cards – Hand out to everyone everywhere you go, I also put them in the credit card slots on the gas pumps at gas stations and put them inside water, beer, wine and soda cases at Walmart or shopping carts at grocery stores, Home Depot, Lowes located in your area you want to purchase homes – **one of my favorites**

16- Vehicle Signs - Using magnetic signs and vehicle wraps are kick-butt because your advertising 24/7 everywhere you go. This is fairly cheap and usually a one-time expense – **one of my most favorite**



17- Mailman – The Mailman sees every house in every neighborhood six day's a week and many times knows what's going on with the owners. Great resource but can be sensitive to giving you info

18- Billboards – High visibility, effective but can be expensive

19- Driving neighborhoods and looking for signs of ugly and pretty vacant houses, Estate sales, and driving a different route every day. This is one of the easiest and most popular means of locating deals and it's easy to incorporate into your drive to and from work, going to the grocery store, and to church, etc..

20- Radio ads – Large coverage area, reasonable price

21- Television ads – High visibility

22- Bankruptcies and post bankruptcies – Great resource for motivated sellers.

23- Bank Foreclosures

24- Government Auctions

25- Pre-foreclosure / NOD lists – Agents and list providers are a great resource for these motivated sellers

26- IRS Foreclosures lists

27- Blogging to drive traffic to your home seller and investor web sites

28- Divorces – Get to know the divorce attorneys in your area

29- Estate Sales / Garage Sales – Introduce yourself and leave them with your business card and / or a flyer letting them know that you “**Buy Houses Fast**”

30- Newer homes For Sale By Owner – New home-owners have problems too but this may not be a wholesale deal but you never know

31- Bandit Signs are a great tool – But a word of caution, watch out for the sign police / code enforcement. Many areas will write you a ticket, however you are normally pretty safe on the weekends

32- Yard Signs – Signs in the yards of your houses that you own and what you have for sale – **We Buy Houses.** You want to buy more houses in the same neighborhood whenever possible, so this is great advertisement.

33- Email Marketing – Create a standardized Introduction and **We Buy Houses** email that can be used to send to all FSBO sellers online allowing you to send many emails in a short amount of time. **Great task to assign to your Virtual Assistant**

34- Lawn and Landscape Services – They are in a lot of neighborhoods every day and see a lot of homes and talk to a lot of people. You want them on your team to help you generate more leads

35- Internet searches on keyword phrases for your city – **We Buy Houses Fast Dallas. Great task to assign to your Virtual Assistant**

36- Real Estate Investors / Wholesalers / Tired Landlords – Market to them

37- Hard Money Lenders – Typically know many investors that could lead you to deals

38- New Home Builders – They have trouble too and you need to be the first name they think of when they need help

39- Wear a Badge or Name Tag Saying “**I Buy Houses**” or “**Sell Your House Fast**”

40- Wear clothing (shirts & Hats) Advertising Saying “**I Buy Houses**”, your web site and phone number

41- Expired Listings – Search Expired Listings via MLS or [Investway \(Texas Only\)](http://investway.infusionsoft.com/go/inv/tmc) (<http://investway.infusionsoft.com/go/inv/tmc>). Set up searches based on the days on market DOM and zip codes you are interested in and mail to them. Great source. Great task to assign to your Virtual Assistant

42- Mail Absentee Owners lists – excellent resource – Pull from your local Tax Appraisal District, [RealeFlow](https://awesome.realeflow.com/Account/Purchase/Step1/364?id=18549) (<https://awesome.realeflow.com/Account/Purchase/Step1/364?id=18549>) Click the link to get a 60 day free trial. Give it a try. You have nothing to lose.

43- Call Landlord “For Rent” Signs and ads, not property management signs

44- Attend Eviction Courts and hand out business cards / flyers

45- Post-it Notes - Place Post-It Notes on gas pumps and on the FSBO signs in stores such as Walmart, Home Depot and Lowes. I stick them on the backside of the FSBO signs so it goes home with the buyer of the sign – **one of my favorites**

46- Bulletin Boards – Post flyers or business cards at churches, grocery stores, hardware stores etc

47- Skip tracing on vacant homes when Post cards are returned

48- Contractors – Contractors talk to a lot of people and may know someone that needs your help

49- Home Owner Associations – Homeowners / Members behind significantly on HOA dues may be a highly motivated seller

50- Hanging a “**We Buy Houses**” banner on a fence or building in high-traffic areas / intersections

51- Fax / Email Blasts Marketing (to Realtors). **Great task to assign to your Virtual Assistant**

52- Legal Newspapers

53- Property Managers – Buy them lunch and ask them to mail letters to their owners / tired landlords. Mail all Property Managers periodically as a reminder of what you are looking for.

54- Paying others to have “**I Buy Houses**” decals or magnetic signs on their cars

55- Getting on a Banks Short Sale Buyers list

56- Leasing a vacant lot and put large billboards on them

57- Sending “**Yellow letters**” to “occupied distressed houses”

58- Sending letters to sellers of newer vehicles for sale

59- Network with commercial investors and Realtors

60- Send letters to people with debt related lawsuits and judgements. Follow up several times is key.

61- Place “**Take-One**” business card holders on your vehicle

62- Attend large events and place postcards / flyers / business cards on car windows at any large events such as Homebuilder shows or large organized bike rides.

63- Publish a 24 Hour “**We Buy Houses Info Hotline**” that sellers can call into 24 hours a day. Great task to assign to your Virtual Assistant.

64- Mail yellow letters / post cards to tired Landlords

65- Call Open House Ads the day after the open house was held to see if sold

66- Make Bank Owned offers to Agents

67- Place bids at REO Auctions

68- Call all the “**We Buy Houses**” Signs and get added to their list and add them on your list as well

69- Go to all FSBO and FRBO type web site ads and email each of the owners and introduce yourself and explain that you "**Buy Houses FAST**"

70- Contact Probate attorneys and visit your county's Probate court for probate leads to mail to. These deals take longer but are typically well worth the wait

71- Estate Sales – Subscribe to EstateSales.net and mail letters or post cards to estate sale ads in the newspaper and estate sales web sites

72- Mail to or visit houses with blue tarps on their roofs

73-Place a **For Sale By Owner** sign in the front yard of a Vacant property to help you generate a call from the seller

74- Publish a BLOG on wholesaling houses or about "**Buying Problem Properties**" from home sellers

75- Call all investor signs with "**Houses for Sale**" and ask to be added to their list

76- Call Landlord signs, web sites listings, and newspaper seller ads

77- Networking meetings

Put a smile on your face, load up with business cards and attend real estate investor meetings, meet-ups, conventions, local clubs, and real estate investing classes / boot camps. Let everyone know you're looking for wholesale properties. Hand out business cards everywhere you go and collect theirs as well and add yourself to their buyers list.

78- Web sites – You can set up your own Seller web sites such as with [Investor Carrot](https://az122.isrefer.com/go/main/MasterRE/) Word Press sites (<https://az122.isrefer.com/go/main/MasterRE/>) or with [iNetUSA](http://www.ibuynorthtexashomes.com/freetrial/index.cfm) (<http://www.ibuynorthtexashomes.com/freetrial/index.cfm>). Both are very good and very well priced for Real Estate Investor sites and once set up they will be working to generate seller leads for you 24/7.

79- City Owned Property lists – Cities will take possession/ownership of problem properties after a certain period of time. If you can acquire this list you may find a real nugget.

80- Door to Door – Go door-to-door and post Post-it-Notes, door hangers or Flyers with your message

- 81- Video Marketing – Create a YouTube and /or Vimeo channel and post videos with a variety of messages to home sellers. Learn how to SEO them to show up on the first page of Google or pay someone to do it for you. Be sure to “ASK” visitors to SUBSCRIBE to your channel and leave you a nice comment. Please visit and “**Subscribe**” to my Channel [here](#).
- 82- Reputation Management – Become accredited members of your local BBB, Angies List and get written and video testimonials from all your clients and have them write recommendations for you on sites such as Google+, Yelp, Manta, BBB, and Angies List. Sellers will come to you based on those recommendations from these sites.
- 83- Social media – Establish a business presence on LinkedIn, Twitter and Facebook and post helpful tips for selling a home fast, home maintenance tips etc.
- 84- Fire Damaged Homes – Contact your local fire department about how you can obtain a list of all fire damaged homes
- 85- Insurance Adjusters – Seek out and meet Insurance Adjusters and ask if they know of any homes that have been damaged that sellers may need to sell
- 86- City Owned Houses – Contact the City for a list of City Owned Property and find out how to make an offer on them
- 87- City Code Compliance – Introduce yourself to the Code Compliance team/ City Inspector and ask for a list of address of properties they’d like to see SOLD and cleaned up
- 88- Local Business Listings – Place local business ads so that sellers can find your business when needed including online local business listings
- 89- Birddog team – Build and Train your birddog/wholesalers team
- 90- Set up Google Alerts using keywords and local cities you are interested in receiving notices for. **Great task to assign to your Virtual Assistant**
- 91- **Hire a Virtual Assistant (VA)** specifically trained to do much of the online admin tasks above for you. Go [here](#) (<http://www.REVirtualAssistants.com>) to learn more about our services offered or contact Tim [Here](#) to learn more on how we can help

you grow your business and free up your time. Do Less - Make More - Hire a VA Today!

And there you have it!
As promised: 91 unique and PROVEN ways to find cheap houses in Texas within just a few days.

The deals are all around you, every single day and now you know where and what to look for. Remember, all it takes is a little time and determination, but it's all worth it. If you think about it, when you locate wholesale properties using these techniques, your return on your investment (mostly time and effort) is huge.

Using these techniques, you can warp speed your way to home ownership and home equity, but you MUST TAKE ACTION!

One thing about looking for wholesale, cheap houses, foreclosures, bank REO's and the like, it takes a special kind of person to keep going. It's sort of like trying to lose weight.

Much of the information on what to do is stuff we already know about - eat better, exercise more, control your portions and stay away from carbs. We know it, but implementing it is another thing all together. Sometimes you need a little direction, a little hand holding, and support.

NOW, WHAT DO YOU DO ONCE YOU FIND THOSE GOLDEN NUGGETS.....Submit them to **AllWholesaleProperties.com** of course. Go to our site and submit all the details and we'll look them over for possible purchase ourselves OR we'll post them on our web site for FREE and help you get them **SOLD** quickly. Be sure to include pictures and YouTube video (when possible), and any other supporting docs you have such as repair estimates and comps, if available, to us and we'll get them posted as well and sent out to our buyers lists.

NOTE: All deals submitted must be a minimum of 65% of the ARV minus repairs or better. Keep in mind the better the discounts the quicker we can move them for you.

Be sure to visit us often to take advantage of our free **BLOG** and **free reports**



Investor Resources Page

Virtual Assistant Services – Do less, make more, hire a Virtual Assistant today – www.REVirtualAssistants.com.

RehabValuator – Download your Free rehab estimating, pricing, and marketing software and begin evaluating your deals TODAY! Upgrade to additional functionality for a small fee. <http://rehabvaluator.com/free-software-af2/>

FASTCMA- Looking for MLS COMPS for your Texas deals? Look no further. Start your \$1.00 trial today! <https://qz270.isrefer.com/go/FASTCMA/MasterREI/>. Use Promo Code "WestDFWREI" for 25% off for life.

MLS Deal Finder – Get Texas Deals direct to your email inbox with MLS comps. Use Promo Code "**WestDFWREI**" for 25% off for life. Watch a short demo here <https://qz270.isrefer.com/go/demo/MasterREI/> .

Investor Carrot Web Sites – One of the most powerful investor web site systems available today - <https://az122.isrefer.com/go/main/MasterREI/>

RealeFlow – Click here to get a 60-day free trial – 10 Users and 5 Squeeze Pages, 3 lead sources included. You have nothing to lose - <https://awesome.realeflow.com/Account/Purchase/Step1/364?id=18549>

DFW Connected Investors – Join the DFW Area Connected Investors - <http://connectedinvestors.com/group/dfw-connected-investors>

West DFW REI Group – Are you in the Dallas Fort Worth? Come join us at <http://www.meetup.com/west-dfw-rei-group>.

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