



# Local Property Flipping Process

<b>Objective</b>	<p>To attract cash buyers of commercial properties. We will get a detailed description from the Buyer of their investing parameters. We can do this over the phone or we can do this via a web site having the Buyer by creating an investor profile. Sample <a href="https://offmarketpropertyfinder.com/the-process/">https://offmarketpropertyfinder.com/the-process/</a></p>
<b>Full Disclosure</b>	<p>Acknowledge that you <b>are or are</b> not a realtor nor are you associated with any realtor or listing service. You are a financier and have access to properties you are aware of through your association with private investors. You do not have a list of properties to give them. What you have is access to property owners. .</p>
<b>Step 1 Explain The Process</b>	<p><b>Know and review this process with the Buyer.</b></p> <p>1. Submit your <b>property search request</b>. Sample online submission form" <a href="#">Online Submission Form</a>"</p> <p><b>Note:</b> If the Buyer can not give you specifics like condition of the property, vacancy and occupancy requirements and locations, and budget requirements, you are not dealing with a Buyer and don't waste your time. You may be</p>



# Local Property Flipping Process

dealing with a Realtor, a Broker or a Joker. This is not a Buyer.

2. We search our network and data base for a property matching your request.

3. If we locate properties that meet your deadline, we will send you the addresses of those properties. You will have `have **48 hours** to drive by the properties and to notify us if you are interested in the properties.

If we don't hear from you within 48 hours, we will not be able to work with you. Our arrangement will be terminated.

5. If you are interested, we will set up a tour of the property and provide you with all of the financials during the tour. We will schedule the tour within **7 days** of receipt of your notice of interest.

6. If after touring the property you are interested in submitting an offer, we will provide you with the official documents for making your offer.

7. If your offer is accepted, you will have 72



# Local Property Flipping Process

	<p>hours to open an escrow account with your local title company by providing the title company with your LOI AND your deposit.</p> <p>8. The Title company will do all the title work, draft the contract based on the LOI, will hold all monies and close the transaction.</p> <p>9. After the contract is signed, you will have <b>72 hours</b> to deposit the balance of the proceeds for all cash transactions.</p>
<b>Note</b>	<p>This is the process for structuring the transaction. If you can't explain the process, you will not be able to structure the transaction. If you can't tell it you can't sell it.</p>

## How To Make This Happen!

1.	Understand the process! Essential
2.	Decide if you will do this over the phone or use a website to vet your prospects.
3.	Decide where and how you will market. Recommendation: <u><a href="http://craigslist.com">craigslist.com</a></u>



# Local Property Flipping Process

	Here is a list of <u>FREE</u> marketing resources
4.	<p>You will need <b>2 LOI'S</b>. One for your <b>Buyer</b> and One For Your <b>Seller</b>.</p> <p><b>Option1:</b> If you have a flipper site, log into the Financial Document creator and create the documents,</p> <p><b>Option2:</b> Download the document from <a href="https://eforms.com/form/real-estate-letter-of-intent/">https://eforms.com/form/real-estate-letter-of-intent/</a></p> <p><b>Option 3:</b> Purchase a flipping website. <a href="https://financingsites.com/#_pricing">https://financingsites.com/#_pricing</a></p>
5	<p><b>Run ads on craigs list or linkedin</b></p> <p><b>Method 1 Ad-1 - Local Property Flip Ads</b> Off Market Properties Available for Qualified Buyers! Serious Inquires Only! Some financing is Available! Cash Buyers Get Best Deals And Properties! Must be able to close in 30 days or less! We are not Realtors! Call: 888-888-888-8888 for details! Visit: <a href="https://yourwebsite.com/optin">https:// yourwebsite.com/optin</a> in form</p>



# Local Property Flipping Process

## **Method 1 Ad-2- Local Property Flip Ads**

Discounted Off-Market Income Commercial Properties Available for qualified investors. Serious inquiries only! We are not Realtors! Realtors and Brokers welcome! Call: 888-888-888-888 Visit: [https:// yourwebsite.com/optin](https://yourwebsite.com/optin) in form

## **Method 1 Ad-3 Local Property Flip Ads**

An insider with access to private portfolios seeking Cash Buyers for Income Producing Commercial Properties! Must Be able to close in 30 Days Or Less. Call For Details: 888-888-8888 Visit: [https:// yourwebsite.com/optin](https://yourwebsite.com/optin) in form

Here is a list of FREE marketing resources

## **STEP BY STEP INSTRUCTIONS**

1. Place Your Ads
2. Connect with Buyer
3. Explain The Process



# Local Property Flipping Process

4. Get property Details: Type, Location and Condition.

The more details the better

5. Verify The Buyers Budget! Must see proof of funds.

6. Go on web and search for the closest property match you can find.

7. Disregard the asking price. You are a all cash buyer and can close in 30 days. No Financing Needed.

8. Give the Buyer the address with the following instructions.

‘Drive by the property and see if it’s of interest to you. Call me within 48 hours and I will set up a tour so you can inspect the property.

Do not make an offer to the seller until the the Buyer has expressed an interest and had provided you with a LOI

9. Once you receive the LOI from the Buyer, you then submit your LOI to the Seller.

10. Make your LOI for \$100k less than your Buyer’s offer.

Don’t be intimidated. Just make the offer.

11. Present both LOI’s to the title company. The title Company will draft the contracts from the LOI and handle the entire closing



# Local Property Flipping Process

## TRANSACTION BREAKDOWN

**Seller's Price: \$4,000.00**

**Buyers Offer: \$3,200,000.00**

**Offer To Seller: \$3,100,000.00**

**Closing Cost: \$500.00**

**Net profits: \$90,500.00**

**Total Time: 29 Days**

