

## CHECKLIST – BEST WAYS TO LOCATE BUYERS



### Cash Sales in the Last 6 Months

- Research the MLS for "Sold" properties Cash Only



### Other Wholesalers

- Partner with wholesalers who already have cash investors



### Real Estate Auctions

- Buyers going to the auctions have liquid funds to invest and buy



### Social Media

- Facebook, LinkedIn, Twitter - Join Groups in Your City, Read & Interact with Posts, Post Yourself



### Facebook Fan Page

- Create a Facebook Fan Page and nurture relationship with your list - then present deals to them



### Lead Page or Landing Page

- Create a one page landing page site and optimize it for SEO - PPC Advertising on Facebook, Google, Yahoo, Bing



### Talk to Title Companies, Mortgage Brokers, RE Agents

- These professionals know the players in the local market



### Real Estate Clubs (REIA), Meetup & IRA Meetings

- Join several groups and attend their meetings



### "For Rent" Signs & Bandit Signs

Landlords are possible Buyers. Bandit Signs with General Ad (see scripts)



### Newspapers and Online Advertising

- Craigslist, Backpage, eBay Real Estate, ClassifiedAds.com, Local Newspapers - Run General Ad and Co-Wholesale Properties.

