

THE
2018

VACANT HOUSE

BLUEPRINT

THE NEW WAY TO PROFIT QUICKLY,
WITHOUT REHABS OR RENTALS.



CAMERON DUNLAP

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Intro

My name is Cameron Dunlap, and I want to thank you for downloading this eBook.

I'm a husband, father, real estate investor and entrepreneur that's been buying, selling, funding, rehabbing, managing and developing properties, both residential and commercial, full time since 1993.

I've participated in hundreds and hundreds of deals, made millions of dollars along the way, and I'm nowhere near done. In fact, I'll never be done. I love this business and will always be active in it. **It's my passion.**

I have developed and perfected tools and systems to make doing the business easier and more profitable. These systems allow me and my clients to leverage technology, the internet and the right people, so that the work is largely done for us. When you use the tools and systems I've developed in your real estate investing business, they will provide you with more than just a lot of money, but time and freedom too!

Real estate has quite literally changed my life. It's allowed me to live large and enjoy many of my passions in life, including racing cars and flying airplanes! Today, with the support of my wife, daughter and the help of an amazing team, I continue to invest in real estate full time.



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How to Find Houses That Are Easy to Make Money On

Find Houses That Are Easy to Make Money On

The key to making quick money in real estate is finding sellers that are going through a circumstance in life that requires them to sell now.

They can be challenging to find and you will have to do some digging, but I have discovered the easiest, fastest way of flipping houses with no money...

Vacant Junker Houses



Where Do You Find Vacant Junker Houses?

They are everywhere... and they are plentiful!

Start by looking in neighborhoods near you with “starter homes”.

When a “first-time” homebuyer buys a home, they tend to move into a nice, yet affordable area.

After spending a few years there, they decide it is time to upgrade so they move into the “move-up” neighborhood.

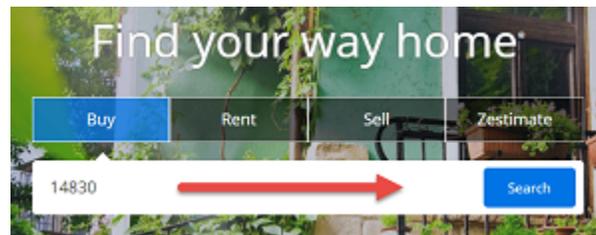
These starter home neighborhoods tend to have a lot of vacancies because of foreclosure, job relocation, landlords quitting the business, and many other reasons.

Find Houses That Are Easy to Make Money On

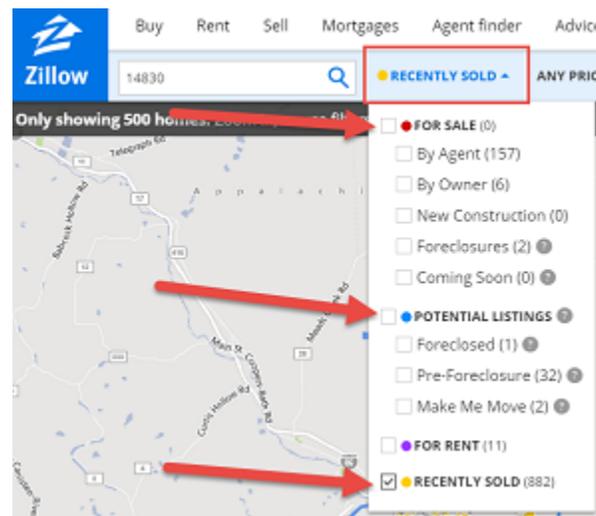
Start Online

If you can't immediately think of a starter neighborhood... go to Zillow.com.

Type in a zip code near your home:

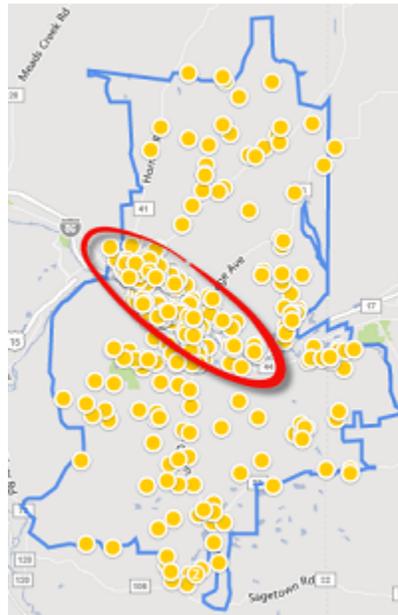


Check "Recently Sold", and uncheck the other "Listing Types":



Find Houses That Are Easy to Make Money On

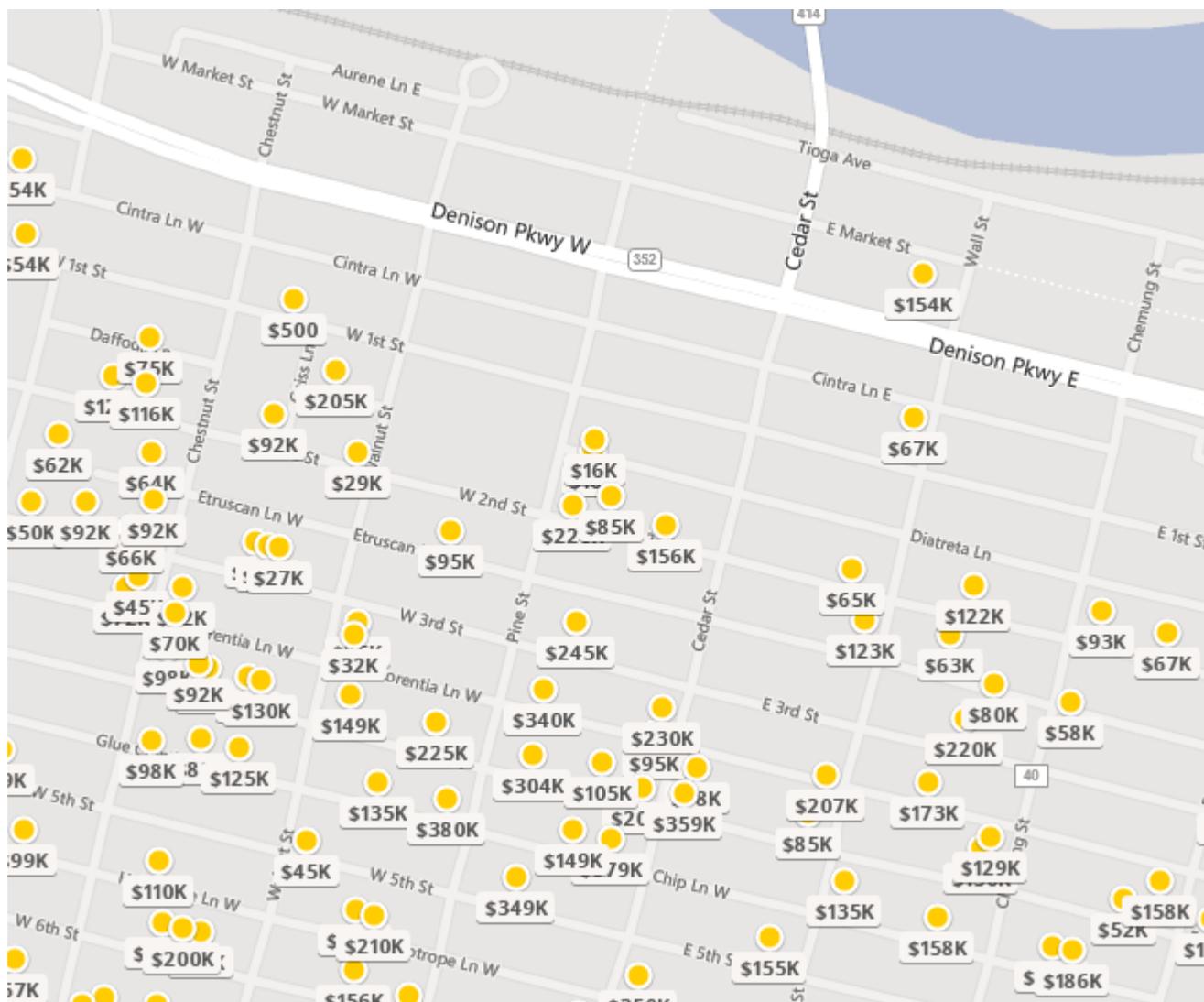
These are the houses that have recently sold in your area so that you can see where the action is REALLY happening:



Look for the spot in your area where there are a lot of homes selling. This is usually the “starter home” neighborhood but could include “move-up” homes as well.

Find Houses That Are Easy to Make Money On

Now... zoom in a little, and look for houses that first-time home buyers would most likely buy...



This is your pot of gold.

Find Houses That Are Easy to Make Money On

This is where buyers are buying all year long, every year of the century... and because of this, your cash buyer (the person you'll flip your deals to) is hoping for a deal like this to come across their desk.

Now that you know where you want to find these houses...

Create Maps



6 step process to make your driving time efficient:

1. Go to [google.com/maps](https://www.google.com/maps) and type in the name of your area.
2. Find your “farm”.
3. Compare your Google Map to your Zillow Map and keep track of the boundaries of the area you are interested in.
4. Zoom in on your Google Map so that you can read the names of the streets.
5. Starting in your north-west boundary, create a map approximately $\frac{3}{4}$ the size of your monitor by taking a screenshot. If you have a Microsoft computer, it's called the “Snipping Tool”. If you have a Mac, it's called “Snippy”.
6. Now print your map out, and repeat this process until your whole farm is printed out. If you are committing a whole day to this, you'll usually end up with about 10 of these sheets before you go out. At the end of the day, you'll usually end up with about 20-30 high quality leads.



What to Look For When Driving:

As you drive, look for houses that are in bad condition... this is the first sign that would cause you to slow down.

Pro Tip: The worse the condition, the higher the probability that the seller is motivated.

Here are the types of things I am looking for...

- A roof in bad condition
- Stickers on the front door
- Grass is super tall
- Landscaping is neglected
- Boarded-up or broken windows
- Mold all over the siding
- No curtains... no furniture in the house
- Pile of newspapers
- Mail falling out of the box
- No tracks in the snow in the driveway (northern markets)

Find Houses That Are Easy to Make Money On

These are all indicators, not requirements. The overall goal is to find vacant junker houses.

If the house is vacant, that is a good indicator that the seller is motivated. If the house is also in bad condition, that is a great indicator that the seller is motivated.

Ideally, you want both... but you need to use your best judgment while out in the field.

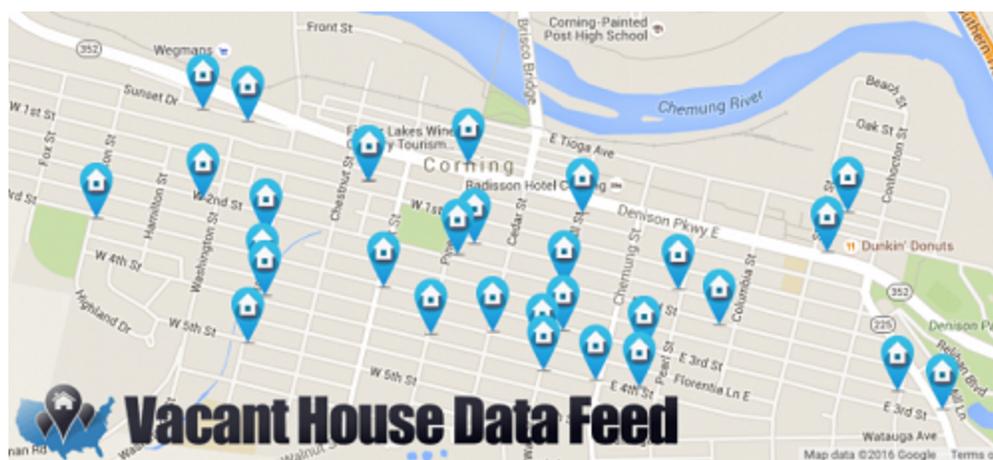
If you don't have a car, or you have a little more of a budget, here is another way to find deals...

Method 2: Automated Deal Finding...

Find Houses That Are Easy to Make Money On

The second way you can find vacant houses is by using an online resource like the Vacant House Data Feed.

This software lets you search the entire country, zero-in on your specific farm area and then provides you with all the verified vacant houses in that area.



Using a software solution like this gives you unbelievable speed of implementation and can really help you keep a steady flow of leads going through your business.

Find Houses That Are Easy to Make Money On

With the [Vacant House Data Feed](#), you'll get access to:

- Privately Owned Verified Vacant Houses
- Bank Owned Verified Vacant Houses
- High Equity Deals (Includes Free & Clear Deals)
- LLC & Inc. Owned Verified Vacant Houses
- Vacant Properties with Out of State Owners
- Built in Mail Manager & Marketing Templates
- NCOA addresses and phone numbers (when available)

If you don't have a car, or you have a little more of a budget, then this is an avenue you'll definitely want to check out for finding great deals.

You can [get full details on the Vacant House Date Feed here.](#)

Estimating Repairs

Estimating Repairs

So now you are in front of a house that appears to be vacant and in disrepair.

You need to estimate how much it would cost to fix up, so that you can make the right offer.

Get out of your car and peek thru the window to confirm it is vacant. Then, go around the whole house and look for windows without curtains, to see what the condition is like inside.

Square Footage

If it seems like a good opportunity, it's time to determine how many square feet the house is, which will help in determining how much it will cost to fix.

Estimating Repairs

Before you go out, you need to measure your stride in advance.

Take a tape measure and walk the length of it, taking a normal stride.

Now divide the number of feet of the tape measure by the number of strides and that is your average “feet per stride”.

Once you know this number, you can use this average for estimating the square footage of all of your properties.

Using the same normal stride, walk the length, and record the number of strides.

Now multiply that number by your average feet per stride.

Estimating Repairs

Now repeat for the width of the house and multiply the length by the width.

If there is a 2nd story, double it.

If there is an addition, add it.

This gives you the approximate square footage of the house so that you can do a better job of estimating repairs, as well as evaluating the “after-repair value” of the house.

If the house is less than 850 sq ft, I tend to shy away. Our “bread and butter” properties are houses that an average sized family would move into.

If the average house in your area is small, then go for it. The key is to make sure that the house will be in high demand after it’s fixed up.

Estimating Repairs

Now that you know the square footage, all you have to do is multiply that number by my condition multiplier.

Most novice investors and even appraisers spend a lot of time on this step... but for our purposes, it is unnecessary to know the exact amount of repairs needed.

We need a ball-park estimate because each of the buyers that we will be marketing to later, will have their own opinion. You just have to be realistic.

After decades of tweaking... this is the formula that I use in my business which many of my students hail as a “big time-saver”...

Estimating Repairs

Use my condition multiplier and multiply it by your square footage:

Bad:	\$10
Really Bad:	\$15
Awful:	\$20

The worse the condition, the more it will cost to fix up.

Some people have found that 15,20,25 work better... some like 10,20,30... it will require some experimentation because every market is different... but the above formula is what I use in my business.

Condition Definitions:

Just by looking at the house quickly, your impression of bad, really bad, or awful is probably going to be accurate.

But, just in case, here is what I mean by each:

Bad

Needs a new kitchen, bath(s), paint, flooring, fixtures, minor plumbing, minor electrical, minor landscaping

Really bad

Everything listed in the bad category, plus electrical panel, HVAC, roof, major wall repairs, more landscaping

Awful

Everything listed above plus new windows, siding, foundation issues, structural issues, major wood rot, re-wire, re-plumb, major landscaping

Estimating Repairs

The real beauty of my repair formula is its' simplicity and flexibility.

It doesn't get a whole lot simpler... plus when you're ready, it allows you to estimate repairs on houses you've never seen or visited in person.

For many of my students, this formula is a big part of what makes it possible for them to do deals in other cities, in some cases half way across the country, again, without having to visit the house.

The best buyers in your market buy houses like this on a regular basis, and they have a crew of workers who fix up houses for them.

These are the types of buyers I am looking for after I contract the house, and I want to use the repair pricing they would use.

Pro Tip: This exercise should take no more than 5 minutes per house.

Estimating Repairs

If the house is a “tear-down”, pass on it. You can make money on these deals, but you’ll need a different kind of buyer, who is harder to find.

Now that you have your repair estimate, add it to the back of the mini-map along with the address of the property.

If you are looking for quick cash, I recommend doing this until you find 50 – 100 vacant junkers.

It’s a numbers game, so if you have a large number of sellers to talk to, and considering that owners of vacant houses are categorically motivated, there is a good chance that you will find a motivated seller and put a deal together in short order.

Focus **ONLY** on the activities that generate revenue.

Find Motivated Sellers

Find Motivated Sellers

At this point, you should have a pile of hot leads. These are houses in bad condition that are vacant.

Knowing this... you can be confident that these sellers are motivated.

Since the house is vacant, you know they do not live there. Now you have to track them down and let them know you are interested.

How do you find the owner?

You have to get access to county public records. Most counties have this information available online for free. You can Google “_____ county property tax records.”

Find Motivated Sellers

If you cannot access this data, you may have to go into the county courthouse and visit the “tax assessor” and ask how you can find owner information.

Don’t worry... they get this request all the time, and the information is publicly available.

But, I have a shortcut for you...

This works in most counties across the United States...

- Go to [Zillow.com](https://www.zillow.com)
- Type in the address in the main search bar
- Hit “search”
- Find the “More” link, and click it



Find Motivated Sellers

- Find the “Parcel #” and copy it...

OTHER

- Floor size: 1,908 sqft
 - Last remodel year: 1996
 - Parcel #:
 - Zillow Home ID:
- 

- Find the “County website” link, and click it...

FACTS

- Lot: 8,712 sqft
- Single Family
- Built in 1999
- All time views: 147
- Cooling: Central
- Last sold: Jul 2014 for \$185,000
- Last sale price/sqft: \$97

FEATURES

- Parking: Garage - Attached, 1 space, 420 sqft garage

[More](#) ▾

[County website](#)

[See data sources](#)



- Find the place to enter your “Parcel #”, paste it and “search”

Sometimes you will have to fiddle with it. You may need to delete the last 4 zeros, add dashes, or otherwise follow the instructions on your county website.

Find Motivated Sellers

Now you have the public records on the vacant junker you just found.

You will have to do a little digging at this point. What you are looking for is the most recent “tax bill”. This tells you where the county sends the property tax bill and who is responsible for it.

That is most likely the owner of the house.

Now record the property owner by address and track them down.

At this point, you can do a Google search with the name and address of the person.

Sometimes, this will give you all the information you need. However, sometimes you’ll have to do quite a bit of digging.

Look in several places, and try your best to find their most recent address.

Find Motivated Sellers

It is quite common to see matching addresses.

This is where the address of the vacant junker is the same as the mailing address with the county.

Most investors consider this a dead end.... but not me!!! And not you!!!

This is where you set yourself apart from the competition. This is one of the biggest reasons we can make a nice spread.

Common sense says that if we send a mailer to the owner at the vacant house, it is a waste of money. But when you understand how the United State Postal Service works, what it really represents is.... opportunity!

The owner will often leave the house and setup “forwarding” with the USPS. This means that all mail sent to the vacant house will get forwarded to them at their new address.

Find Motivated Sellers

It also means that you can learn the new address.

The [Vacant House Data Feed Software](#) I talked about earlier provides ALL of this information at the click of a button as well... which is a huge time saver.

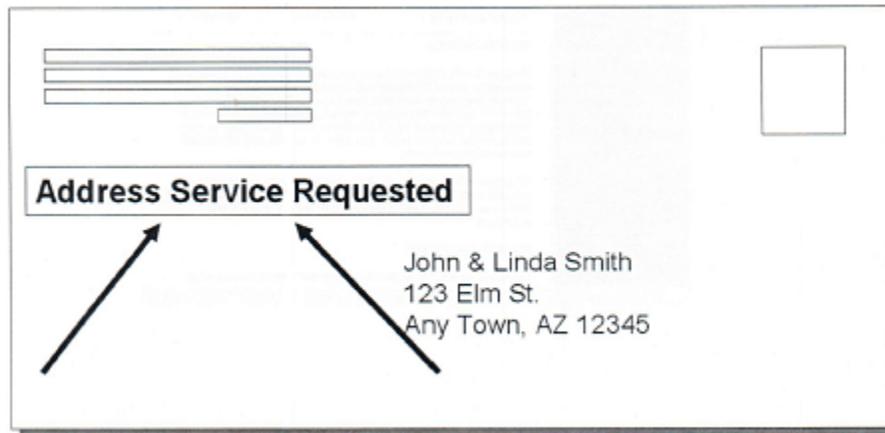
You have to put a little language on your letter to let the USPS know you are interested.

By placing the term “Address Service Requested” underneath your return address, you compel the USPS to photocopy your envelope, forward your letter, and then send you the photocopy with the new address.

There is a fee for this service and can only be used when you use first-class mail. It’s generally around 75 cents per return.

Find Motivated Sellers

Here is an example of how it should look...



You can print out stickers on your computer, you can hand-write it, you can get a stamp, it doesn't matter... just include that language when the seller's mailing address matches the vacant junker house address.

If the seller's mailing address is different than the house you are interested in, then send the letter without "address service requested". The more personal and friendly it looks, the more likely the recipient will open it.

Find Motivated Sellers

If you did not find the owner in Google, your other options are...

- Phone book
- Knock on the neighbors' doors
- Put a FSBO sign in the yard of the vacant junker with your number on it
 - This will get you calls from neighbors and the angry owner (not a great first impression, and riskier... but desperate times call for desperate measures)
 - Skip trace search

I actually do so many skip traces in my real estate business that a number of years ago, I created the best of the best skip tracing tools available for real estate investors.

It's called FindTheSeller.com

Using a service like FindTheSeller.com allows you to skip most of these steps, saving you a TON of time and effort.

What to Say to the Seller

Once you get the seller on the phone, you have to determine if they are a motivated seller or not. You don't want to waste time driving all around town... meeting with sellers who would never sell to you for a discount.

Whether you are calling or sending a letter, the message you want to get across is that you have a solution to their problem.

Let them know that you will buy the house "as-is", you will make a cash offer and you can close on the date of their choice.

Don't worry about the money part... I will address that later in this article. They don't have to know that you are flipping houses with no money.

Find Motivated Sellers

Make sure to ask them the magic question...

“If I paid all cash and closed on the date of your choice, what would be the least you could accept?”

Now, wait for their response!

You may be uncomfortable with this question, but this is the turning point. If their response is favorable, you have a deal. If their price seems too high... you are most likely talking to an un-motivated seller.

Your job is not to convince anyone of anything. The right seller is motivated and desperate for a solution to their problem.

Your job is to find out how you can help them.

The right kind of seller is not as motivated by the money as they are by “peace of mind”.

Find Motivated Sellers

They are paying double bills while the house continues to degrade. They don't know what to do, so when you call them offering to take it off their hands, they tend to be excited and grateful.

You promised to make them an offer... now it's time to deliver.

In order to determine how much you are willing to pay, you have to estimate the future value of the house... also known as "After-Repair Value" or "ARV".

Remember... you are selling your contract with the seller to another investor.

They are motivated by a profit, too. They will judge how much they think a buyer will pay after they fix the house up.

You have to estimate that value now... before you make an offer.

Estimating “After-Repair” Value

How to Estimate the ARV

Now that you have determined that the seller is motivated, it is time to make them an offer.

To do that, we have to estimate how much the house will be worth after it's fixed up.

Start by looking for houses (AKA “comps”) nearby that have sold recently in “excellent” condition.

There are 3 main components to selecting the right comps...

1. Proximity

This is how close the comparable house is to the vacant junker you are interested in. In a perfect world, the comp would be on the same street, but if it is in the same subdivision, that is still a good comp.

Estimating After-Repair Value

If you can't find any, then just make sure to keep it under 1 mile away from the vacant junker. If you live in a rural area, you may have to expand and include anything that is in the same town and school district.

2. Recency

This is how recently the comp sold. Did it sell last week? Last year?

The more recent it sold, the better. Ideally, you want comps within 30 days. Since that is not always possible, you may need to expand out to 90 days. Worst case, don't go out any further than 1 year.

3. Size & Amenities

Make sure the number of bedrooms is the same. The number of bathrooms should also be the same, but if it's off by ½ bath, you can work with it.

Estimating After-Repair Value

You also want to make sure that the square footage is within 100 sq ft of the subject property. For example, if the vacant junker you are looking at is 1,200 sq ft, the comps have to be within 1,100-1,300 sq ft.

You also want to look at the characteristics of the house.... Is the style the same? The age similar? Similar lot size? Same quality neighborhood and location? Does one have a pool and the other doesn't?

Narrow this down to your top 1 or 2 comps...

You want the best, most relevant comp... the one that is so closely alike that your buyer can sell your vacant junker for the same price, after they are done rehabbing it.

If you have identified several and are not sure which 1 or 2 are the best, drive by them all...

The “EYE TEST” usually answers this question immediately.

Where to Get Comps

If you have access to your local MLS, that is the best case scenario.

If not, call a Realtor friend and ask them to help you pull comps. If you don't know any Realtors, Google them.

Use terms like “foreclosure”, “investor”, or “short sale”, along with your area in Google, so you can find Realtors who specialize in working with investors like you.

A few little secrets that most people don't know...

- Some home inspectors have access to the MLS
- Some real estate investors have access to the MLS
- Most real estate attorneys have access to the MLS
- All appraisers have access to the MLS
- All title companies have access to the MLS

If you have any friends that do any of these jobs for a living, there you go!

Estimating After-Repair Value

But, I have another shortcut
for you...

You may have heard of my software program:
iFlipRealEstate.com



It allows you to automate and scale your
investing business in the fastest time possible.

Estimating After-Repair Value

Inside that program, you get access to comps for free as an added benefit.

However, if you just need comps quickly, you can get them on my website at:

PropertyValueTool.com

All you do is enter the address of your vacant junker, and WHALA! Comps!!!

You just want 1 or 2 that are VERY much alike... now you can “crunch” the numbers.

“Crunch” the Numbers

Crunch the Numbers

You know which house is a good candidate, you know that the seller is motivated, you know how much it costs to repair, and you know how much the ARV is...

So let's figure out how much you are willing to pay. If you get this right, flipping your contract goes much smoother.

I use a formula that is used by the majority of rehabbers across the nation...

***ARV x 70% – repairs =
Maximum rehabber purchase price***

But, that is how much my buyer is willing to pay... how much am I willing to pay?

My personal formula is...

ARV x 65% – repairs

Crunch the Numbers

That is the most I am willing to pay.

Unless my profit is less
than \$5,000

I make sure my top price always makes me at least 5k.

I always offer something lower than that though, in order to give the seller some room to negotiate and to improve my margin if I can.

It is important to think logically, and not emotionally, when making your offer. This is a business... do not get too excited.

One way to take out the emotion is to set your max price in advance. I created a tool to help you with that, called “Offer Generator”, which is accessible inside of [iFlip Real Estate](#).

Making Your Offer

Making Your Offer

Now that you know how much you would like to offer the seller... it's time to fill out your contract.

Ideally, you want to use your own contract that is short and very easy to understand.

If you can sit down with your seller and read your agreement word-for-word, and they feel comfortable, you are likely to get the deal right then and there.

Try to walk away with a contract. If not, any number of things could happen that could cause you to lose the deal.

Here are a few common scenarios....

Making Your Offer

1. The seller shops your offer. They call other investors in your area to see if they are willing to pay more.
2. The seller changes their mind and decides to hold onto it a little longer.
3. Their lawyer/brother-in-law/ teacher convinces them that they could get a higher price.

If you don't have a contract to use...

- Ask a friend that is an investor if you can use their contract.
- Ask a Realtor to show you how to use the Board contract for your state.
- If you know who your attorney will be, ask them for theirs.
- Or... the easy way...

Making Your Offer

- Use [The Purchase & Sale Agreement Line-By-Line training](#). This is a training program I sell, which walks you through every line of the contract and explains what is important to us as wholesalers... and what makes sellers comfortable with you. I paid handsomely to have my contract drafted, and it's yours free with your investment in the training program.

Make sure the contract is “assignable”

When you put your name in the buyer section, put “or assigns” in there immediately after it.

This means that you OR the assignee (your buyer) is allowed to close.

This is the reason you are able to flip houses with no money. Your buyer has the cash, so you don't need any.

Making Your Offer

Pro tip: Use \$10 for your earnest money deposit.

In order to make your contract enforceable, you have to provide “consideration”. If you put money down, and the seller accepts it, that is “consideration”.

I always like to put something down, but any **more than \$10 is usually not necessary.**

Sometimes I put \$100 down, but really, if the seller asks for something more, I know that I am working with the wrong seller.

They shouldn't care about earnest money, they should just care that you are providing them with a good chance of getting rid of their headache.

Keep in mind we are talking about private sellers, like Harry and Mary Smith. Not bank sellers. **Banks have different expectations** and requirements that we'll cover another time.

Find a Good Real Estate Attorney

Find an Attorney

You are so close!

The seller called you back and said they accept your offer (or you negotiated).

The next step is to turn your contract in to your Real Estate Attorney or Title Company.

If you don't have a lawyer or title company yet, here is how to find one...

Call the president of your local Real Estate Investors Association, and ask them for a referral.

If you don't have a REIA in your area, then look for the closest one in your state, and ask that president.

Find an Attorney

The reason you are not looking in the yellow pages, or on Google, is because you need an “investor-friendly” Attorney or Title Company who understands wholesaling.

It is very common for a typical Real Estate attorney to say that wholesaling doesn't work (because 97% of deals are retail deals).

They are not used to seeing wholesale transactions. Wholesale deals are usually off-market, not on the MLS, and not through a Realtor, which is how most closing agents are accustomed to doing business.

The fact that you have a contract in hand gives you a lot of credibility with the local REIA president, and there is a good chance that he/she is an investor and would be interested in being your buyer.

Find an Attorney

Going to a Real Estate Attorney or Title Company with a contract in hand speaks volumes as well.

Nobody likes their time being wasted, especially closing agents.

You have:

- Come to them...
- With a deal in hand...
- AND represent a repeat customer if everything works out as planned.

They should be happy to talk to you about handling all of your deals.

Once you hand your contract over, your lawyer will communicate with the Title Company, who will pull up the property in their system and look for any liens.

Sometimes the seller means well, but forgets to tell you, or does not know about a lien. While the Title Company is working on that, your job is to find a buyer...



Finding a Buyer to Flip It To For Quick Cash

Finding a Buyer

The first thing I do after turning the contract over to my closing agent is place an ad on Craigslist.

You may be surprised at how many cash buyers scour Craigslist every day looking for deals.

I set the price at whatever looks attractive. I make sure that my price is lower than what it would be if it were in the MLS as a fixer-upper.

Then I create a flyer. I can use this to send in the mail to cash buyers, or store it on my computer so that I can email it to anybody who requests it.

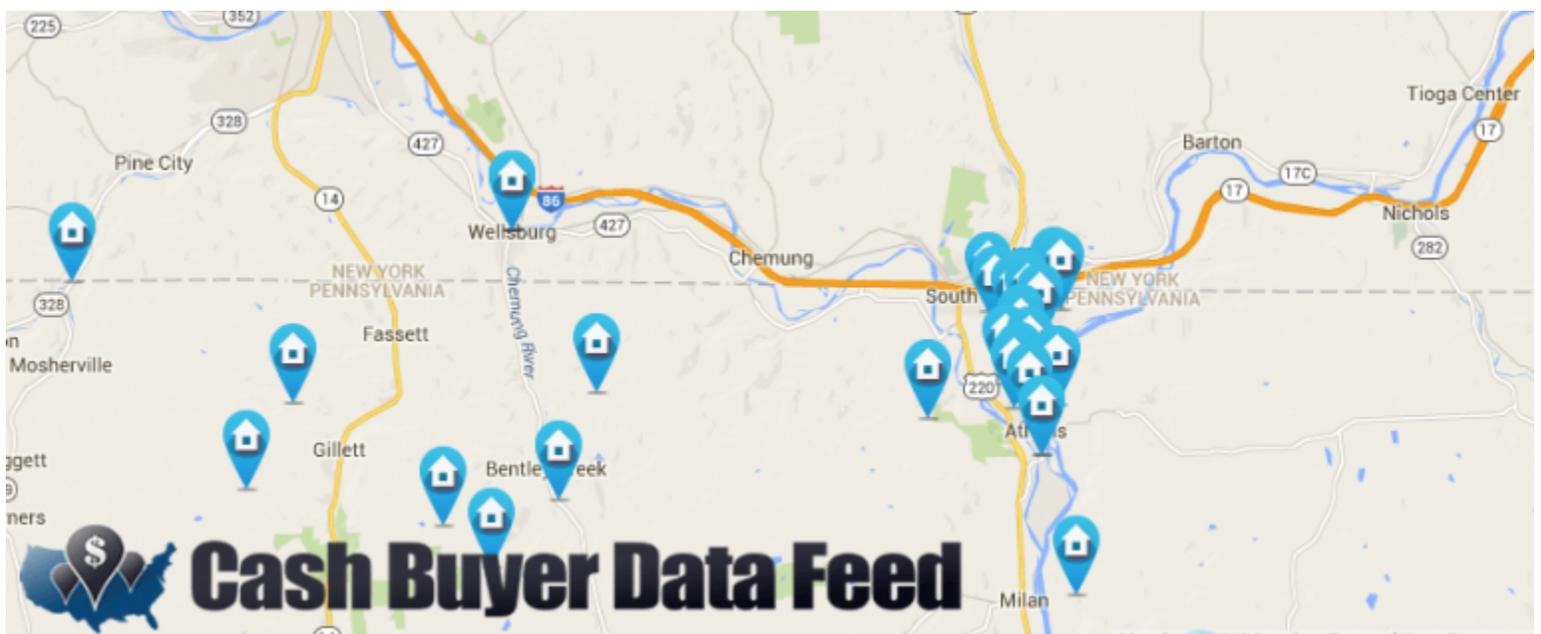
You can go to your MLS and look for cash buyers, but you only get access to the ones who bought through the MLS... and remember... most wholesale deals are not done through the MLS.

Finding a Buyer

That is why I created the [Cash Buyer Data Feed](#). I use this in my own business, and many of my most successful students are using it right now.

It gives you access to all of the known investors who buy houses for cash across the country, so that you can contact them and sell your deal in the fastest time possible.

You can simply enter a zip code, click search and see all the cash buyers in a map like this:



Finding a Buyer

This software even allows you to send mailings and provides you with phone numbers for the buyers when available.

Call all of them and ask them if they are interested.

During this whole process, make sure to keep your eyes peeled for any ads that say something like “I Buy Houses.”

You may see those yellow signs on the road, a billboard, an ad in the paper, flyers at the grocery store, Starbucks, etc.. Or...

You may have an investor association meeting coming up, you may have a “Meet-Up” group soon, you may see “for rent” signs while driving through neighborhoods...

However you find them, make sure to keep a database with their contact information so you can call them when you have a deal.

Finding a Buyer

If you're not using the [Cash Buyer Data Feed](#), you can go to [Click2Mail.com](#) and send out postcards to the cash buyers you find.

Let them know about your deal and how to get in touch with you.

While the postcards are processing, go online and look for "I Buy Houses" type ads. These are investors looking to "fix & flip", "buy & hold", or they are your competitors.

Some other creative ways to find cash buyers for houses....

- Attend the foreclosure auction and meet cash buyers in person.
- Go to your courthouse and search recent cash sales. Record the buyer and their address so that you can send a mailing to them. This is the more painful, time-consuming version of what you can do in the [Cash Buyer Data Feed](#).

Finding a Buyer

- Go down to your local housing authority (AKA “Section 8 Office”) and ask for the landlord list.
 - These are real estate investors.
 - They may be looking for a new deal.
- Put a “for sale” sign in the yard of the property you just contracted. Ask the seller for permission.

Get A Contract With The Buyer

Once you find the right buyer, you need to hash out the terms of the deal.

It is very important that they can close fast. Anything more than 2 weeks is not acceptable to me. Serious buyers, with a lot of experience, can close in a day... but because the Attorney or Title Company has to do their thing... it rarely goes that quick.

Finding a Buyer

It is also important to me that they put down a non-refundable deposit.

I like to see at least \$1,000, but if I am having a tough time selling it, I may go as low as \$500.

Usually, I start around \$2,000 and see if I can get it. The more they have at stake, the more likely they will close.

They must show me proof that they can close with cash. I don't care if it's a hard money loan, a line of credit, or cash in the bank...

Whatever makes me feel confident that they actually have the money to close.

Once they sign the deal, they have to close. If not, you keep their earnest money.

But of course, they will need to see the house before they can agree to this, so you have to have a way to let them in.

Finding a Buyer

Since you have a contract, the seller cannot go around you, but you still want to control the showing process.

Try to get a key from the seller.

Let them know that you have to show it to prospective buyers, contractors, etc., and rather than waste their time driving out to show it a half-dozen times, you are willing to handle it yourself.

Then go to Home Depot and get a lockbox.

Put it in a spot that is not very obvious and tell your buyer where to find it. Remember, this buyer must have shown you proof of funds. There is a good chance they are not going to steal the pipes, etc.

Once the cash buyer is satisfied with the house and the deal, it's time to collect earnest money and assign your contract.

Finding a Buyer

Here is an example of what the assignment agreement could say...

Assignment of Contract

This is to certify that I _____ have an
executed Purchase and Sale Agreement to purchase the property located at

and I hereby assign said agreement to

For a total amount of \$ _____

I have collected a non-refundable deposit of \$ _____ with the balance
of \$ _____ due at closing, no later than _____

Date _____ Assignor _____

I accept the terms and conditions stated above.

Date: _____ Assignee _____

Nothing fancy... it just says that you agree to give them the rights to your contract.

You can re-create a doc like this in your favorite text editor.

Once this is signed, email it to your Real Estate Attorney, and he/she will put it all together.

Cashing Your Check

You just flipped a house without using any of your own money

Now that you have a contract with the seller, a contract with the buyer, and your attorney handling all of the paperwork...

It's time to get paid!

All that is left to do is wait for the closing and cash your check... and you do not even need to attend the closing... you could have your attorney mail it to you.

When you assign your position, you are like a lien on the property... there is nothing more for you to sign, you have to get paid off before the title can transfer, and your name never goes on title.

Pretty cool, huh?

There you have it... my “flipping houses with no money system”.

I just taught you everything you need to know to make at least 5k in the next 30 days.

Now that you know a very profitable way to make money... why stop now?

In the next section, I am going to show you a couple simple ways to scale up, so that you can make a big income doing this...

Scale Up

Scale Up

Scaling your business is the goal, right?

If you want to do more deals and cash more checks, while automating your business, then you should **absolutely Join Me LIVE When I Speak At Your Real Estate Investing Club and...**

Discover How to Whip Your Competition & Cash Checks Fast By Following the Most Direct Line to Profits Available Today!

(Contact your club for more details)

I will give you all the tools and training you need to make quick cash in Real Estate. This is exactly what I wish I had when I was looking to scale my business.

Scale Up

I have spent decades fine-tuning my Real Estate investing business, and every time I create something that works, I make it available to my clients... AKA ‘my extended family’ ...that’s you!

During this short FREE training I will show you...

- How to Get Unlimited “Proof of Funds” Letters Backed by Me Personally
- How to Get Funding for Your Deals On an Unlimited Number of Deals WITH NO FEES!
- How to Get Access to All of the Best Motivated Seller Leads in Your Market
- How to Find Cash Buyers That Are Hungry to Buy Your Deals Quickly
- And much more!

(Contact your club for more details)

Scale Up

Once you have the right strategy, with the right technology, and a proven system to follow... there is no limit!!!

How do you think my students and I have made so much money?

Following the exact system you just learned!

Now get out there and make it happen!

And don't forget to let me know about your success.

If you have any questions, feel free to reach out to my support team at www.CameronDirect.com.

Best Regards,
Cameron Dunlap