



How to Find and Source Deals

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with Tonny Romero,
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ProperWorth Home
Investors

REAL ESTATE WORKSHOP | APRIL 7, 2021

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How to Source Your Next Deal

Source 1: MLS + Other Sites

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Source 2: Court Records

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Source 3: Wholesalers

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Myth: There are so many people looking for deals in my market that there are no good deals left for a new investor.

Realty: There are always good deals in every market. There is no such thing as too much competition.

Source 1:

MLS and Other Listing Sites

DOMs

Days on Market

Expires

Looking for expired listings on MLS. Not selling?
Something is likely wrong... find those sellers.

Search Word

REO
Estate Sales
Fixer Upper
Probate

MLS

Check Hot Sheet Daily
(Work with Realtor)

Other Listing Sites

FORECLOSURE SITES

HUDHomeStore.com

Homesteps.com

Homepath.com

AUCTION SITES

Auction.com

Hubzu.com

Xome.com

Hudsonandmarshall.com

FSBO

Zillow.com

Craigslist.com

ForSalebyOwner.com

Source 2:

Court Records

Court Records

1 Daily Reporter

Provides summary of all pending litigation and notices - Pay for subscription

2 Pre-Foreclosure

Look-up on MLS, short-sale, or can CV (civil action) on the WI Circuit Court System (CCAP)

3 Sheriff Sale

In Daily Reporter and held at all of the court houses (check your municipality)
- Call attorney for opening bid
- Make sure it's the 1st lien

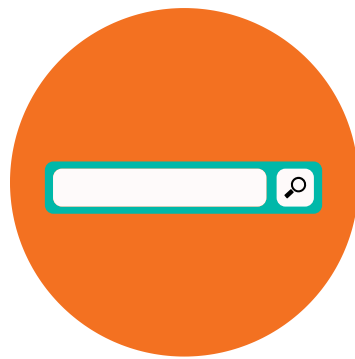
Source 3:

Wholesalers

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Wholesale Deal



Find Property

Puts the property under contract. Obligation to buy.



Market

Wholesaler markets to real estate investors.



Close

Wholesaler gets fee at closing and investor gets real estate investment.

Good Buyer List

How do I get on the list?

Buyer No-No's

The **Cullen** Deal

\$215,000 Purchase Price

\$20,000 Wholesale Fee

\$163,020 Rehab Costs and Holding Expenses

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\$480,000 Sale Price

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\$81,980 PROFIT!

**THIS WHOLESALER CAME TO US AGAIN WITH ANOTHER
DEAL THAT WE PURCHASED AFTER THIS SALE.**

MHM PRO TIP

Your goal is to get property coming to you!

Build a great reputation and see how word of mouth business knocks on your door.

Think **Outside** of the Box

**THERE ARE A NUMBER OF OTHER WAYS TO SEARCH FOR
YOUR NEXT DEAL. NO EXCUSES, BE CREATIVE.**

Birddogs / Driving for Dollars
Direct Mail
Flyers
Bandit Signs
Car Signs
Networking
Local REIA
Estate Attorneys
Landlords
Neighbors
Lead Generation Services
Social Media
Title Agents and Lenders

Thank you!

Contact us if there are any questions.

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Resources

1 CCAP

Wisconsin Circuit Court
Access site

3 Tonny Romero

Connect on Instagram

5 Rebecca Knox

Happy to report her dog was
returned safe and sound

2 Previous Workshops

Access Sheriff Sale guide and
more

4 Tiffany

Reach at Fair Deal Home
Buyers or by email