

BILL PAESANO

50 BEST WAYS TO FIND WHOLESALE DEALS

**FREE
EBOOK**

Creative Ways to Find Wholesale Deals

1. **Networking Events:** Attend local real estate meetups, conferences, and seminars to connect with potential sellers and investors.
2. **Real Estate Agents:** Build relationships with agents who specialize in distressed properties and off-market deals.
3. **Direct Mail Campaigns:** Send targeted postcards or letters to homeowners facing foreclosure or those who have owned a property for a long time.
4. **Driving for Dollars:** Drive through neighborhoods and look for vacant or distressed properties that might be potential deals.
5. **Online Classifieds:** Search platforms like Craigslist for motivated sellers or properties with potential.
6. **Bandit Signs:** Place signs in strategic locations to attract sellers who are looking to sell quickly.
7. **Social Media:** Use platforms like Facebook, Instagram, and LinkedIn to reach out to potential sellers and investors.
8. **Wholesaling Websites:** List your services on platforms like Wholesaling Inc., BiggerPockets, or MyHouseDeals.
9. **Local Newspapers:** Look for properties advertised in classified sections that might indicate a motivated seller.
10. **Probate Lists:** Identify properties from probate records where heirs might be looking to sell quickly.
11. **Auctions:** Attend property auctions, both in-person and online, to find distressed properties.
12. **Networking with Attorneys:** Establish relationships with probate, divorce, or bankruptcy attorneys who may come across motivated sellers.
13. **Expired Listings:** Reach out to homeowners whose listings have expired on the Multiple Listing Service (MLS).
14. **Foreclosure Lists:** Monitor foreclosure lists to identify properties before they go to auction.
15. **Bank-Owned Properties:** Contact local banks and credit unions to inquire about properties they have acquired through foreclosure.

16. **HUD Homes:** Investigate properties listed by the U.S. Department of Housing and Urban Development (HUD).
17. **Estate Sales:** Attend estate sales to connect with families looking to liquidate properties.
18. **Tax Liens:** Research properties with outstanding tax liens that might lead to motivated sellers.
19. **Divorce Listings:** Properties involved in divorce cases might be potential wholesale deals.
20. **Driving Apps:** Use apps like DealMachine to take pictures of properties you're interested in and send postcards directly from the app.
21. **Referrals:** Ask friends, family, and fellow investors if they know of any potential wholesale deals.
22. **Community Boards:** Check community bulletin boards or online forums where sellers might list their properties.
23. **Property Management Companies:** Establish relationships with property managers who may come across distressed landlords.
24. **Absentee Owners:** Target properties owned by individuals who don't live in the area.
25. **Title Companies:** Work with title companies to get access to lists of properties going through title-related issues.
26. **Local REIA Groups:** Join local Real Estate Investor Association (REIA) groups to network with potential sellers and buyers.
27. **Google Ads:** Create targeted online ads that appear when potential sellers search for related keywords.
28. **Door Knocking:** Approach homeowners directly and inquire if they're interested in selling.
29. **Online Wholesaling Platforms:** Utilize platforms like PropStream or ListSource to access lists of potential leads.
30. **Networking with Contractors:** Build relationships with contractors who might come across distressed properties.

31. **Networking with Property Managers:** Property managers often know when landlords are looking to sell their properties.
32. **Vacant Property Lists:** Obtain lists of vacant properties from local government or real estate data providers.
33. **For Sale by Owner (FSBO) Listings:** Reach out to homeowners who are trying to sell their properties without a real estate agent.
34. **Community Outreach:** Engage with your community through workshops, seminars, or local charity events to make connections.
35. **Homeowner Associations (HOAs):** HOAs might have information about homeowners facing financial difficulties.
36. **Old Expired Listings:** Look for listings that expired in the past and reach out to see if the homeowners are still interested in selling.
37. **LinkedIn:** Connect with property owners and investors on LinkedIn to explore potential deals.
38. **Flyers:** Distribute flyers in neighborhoods with information about your wholesale services.
39. **Word of Mouth:** Let your network know that you're actively seeking wholesale deals.
40. **Mailing Lists:** Purchase targeted mailing lists of potential sellers from data providers.
41. **Property Tax Delinquency Lists:** Research properties with overdue property taxes as these owners might be motivated to sell.
42. **Local Chamber of Commerce:** Attend chamber events to meet local business owners who might be looking to sell their properties.
43. **Real Estate Wholesaling Forums:** Participate in online forums to connect with wholesalers, investors, and potential sellers.
44. **Local Code Enforcement Offices:** Check with code enforcement for properties with violations that might lead to motivated sellers.
45. **Community Centers:** Engage with the community at local centers where you can establish connections.

46. ****Networking with Landlords:**** Connect with landlords who might be interested in selling their rental properties.

47. ****Home Auction Websites:**** Monitor websites that list properties scheduled for auction and reach out to owners beforehand.

48. ****Driving Apps for Investors:**** Apps like REIRail can help you identify properties of interest while driving.

49. ****Property Wholesalers:**** Network with other wholesalers who might have deals that don't align with their criteria.

50. ****Networking with Mortgage Brokers:**** Mortgage brokers often work with homeowners facing financial challenges.

Remember, successful real estate wholesaling requires persistence, a strong network, and a combination of these strategies to find the best deals that match your investment goals. Always approach potential sellers and partners with professionalism and transparency to build lasting relationships.