

Property Evaluation

Bracketing

In this section I will show you how I determine what a property is worth and what I should offer WITHOUT having to know anything about repairs. I'm using this with realquest but this will work with any comps software.

This is the sample property that I'm going to use (this is a real deal btw)

Example 1

Comparable Summary

For Property Located At



CoreLogic

RealQuest Professional

3501 NW 211TH ST, MIAMI GARDENS, FL 33056-1009

9 Comparable(s) found. (Click on the address to view more property information)

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Search Criteria:

Maximum Number Of Comparables On Report	35
Sort Method	Sale Price (descending)
Distance From Subject(miles)	.50
Months Back	6
Living Area Difference (%)	35
Land Use	SFR

<input checked="" type="checkbox"/>	#	F Address	Sale Price	Bld/Liv	Yr Blt	Bed	Baths/Restrooms(Full)	Last Recording	Lot Area	Dist
Subject Property										
		3501 NW 211TH ST	\$46,100	1,315	1980	3	2		7,950	0.0
Comparables										
<input checked="" type="checkbox"/>	1	3440 NW 211TH ST	\$125,000	1,506	1964	4	2	01/19/2012	7,500	0.08
<input checked="" type="checkbox"/>	2	3211 NW 213TH TER	\$120,000	1,542	2004	4	2	12/23/2011	7,950	0.39
<input checked="" type="checkbox"/>	3	3864 NW 209TH ST	\$105,900	1,285	1972	4	2	04/13/2012	8,767	0.31
<input checked="" type="checkbox"/>	4	3331 NW 214TH ST	\$95,000	1,307	1981	4	2	02/17/2012	7,950	0.29
<input checked="" type="checkbox"/>	5	3461 NW 208TH ST	\$86,200	900	1959	3	1	03/28/2012	7,500	0.21
<input checked="" type="checkbox"/>	6	3251 NW 213TH TER	\$84,000	1,002	1961	3	1	03/19/2012	7,950	0.36
<input checked="" type="checkbox"/>	7	3450 NW 208TH ST	\$40,500	873	1959	2	1	12/08/2011	7,500	0.24
<input checked="" type="checkbox"/>	8	3341 NW 208TH ST	\$34,000	1,273	1960	3	1	03/06/2012	7,600	0.27
<input checked="" type="checkbox"/>	9	3121 NW 210TH TER	\$22,000	1,104	1961	4	2	05/11/2012	9,000	0.4

First note my criteria for searching for comps here.

Comparable Summary

For Property Located At

My criteria

Quest Professional

3501 NW 211TH ST, MIAMI GARDENS, FL 33056-1009

9 Comparable(s) found. (Click on the address to view more property information)

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[Configure Display Fields](#)

[Modify Comparable Search Criteria](#)

Search Criteria:

Maximum Number Of Comparables On Report	35
Sort Method	Sale Price (descending)
Distance From Subject(miles)	.50
Months Back	6
Living Area Difference (%)	35
Land Use	SFR

<input checked="" type="checkbox"/>	#	F Address	Sale Price	Bld/Liv	Yr Blt	Bed	Baths/Restrooms(Full)	Last Recording	Lot Area	Dist
Subject Property										
		3501 NW 211TH ST	\$46,100	1,315	1980	3	2		7,950	0.0
Comparables										
<input checked="" type="checkbox"/>	1	3440 NW 211TH ST	\$105,000	1,500	1984	4	2	01/19/2012	7,500	0.08
<input checked="" type="checkbox"/>	2	3211 NW 213TH TER	\$84,000	1,002	1961	3	1	12/23/2011	7,950	0.39
<input checked="" type="checkbox"/>	3	3864 NW 209TH ST	\$86,200	900	1959	3	1	04/13/2012	8,767	0.31
<input checked="" type="checkbox"/>	4	3331 NW 214TH ST	\$84,000	1,002	1961	3	1	02/17/2012	7,950	0.29
<input checked="" type="checkbox"/>	5	3461 NW 208TH ST	\$86,200	900	1959	3	1	03/28/2012	7,500	0.21
<input checked="" type="checkbox"/>	6	3251 NW 213TH TER	\$84,000	1,002	1961	3	1	03/19/2012	7,950	0.36
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<input checked="" type="checkbox"/>	8	3341 NW 208TH ST	\$34,000	1,273	1960	3	1	03/06/2012	7,600	0.27
<input checked="" type="checkbox"/>	9	3121 NW 210TH TER	\$22,000	1,104	1961	4	2	05/11/2012	9,000	0.4

Careful with going too far out in large metro areas

When looking at the comp reports you may have to discredit some of the sales at the top of the list since they may not be 100% comparable.

Careful with the comps at the top of the report

<input checked="" type="checkbox"/>	#	F Address	Sale Price	Bld/Liv	Yr Blt	Bed	Baths/Restrooms(Full)	Last Recording	Lot Area	Dist
Subject Property										
		3501 NW 211TH ST	\$46,100	1,315	1980	3	2		7,950	0.0
Comparables										
<input checked="" type="checkbox"/>	1	3440 NW 211TH ST	\$125,000	1,506	1964	4	2	01/19/2012	7,500	0.08
<input checked="" type="checkbox"/>	2	3211 NW 213TH TER	\$120,000	1,542	2004	4	2	12/23/2011	7,950	0.39
<input checked="" type="checkbox"/>	3	3864 NW 209TH ST	\$105,900	1,285	1972	4	2	04/13/2012	8,767	0.31
<input checked="" type="checkbox"/>	4	3331 NW 214TH ST	\$95,000	1,307	1981	4	2	02/17/2012	7,950	0.29
<input checked="" type="checkbox"/>	5	3461 NW 208TH ST	\$86,200	900	1959	3	1	03/28/2012	7,500	0.21
<input checked="" type="checkbox"/>	6	3251 NW 213TH TER	\$84,000	1,002	1961	3	1	03/19/2012	7,950	0.36
<input checked="" type="checkbox"/>	7	3450 NW 208TH ST	\$40,500	873	1959	2	1	12/08/2011	7,500	0.24
<input checked="" type="checkbox"/>	8	3341 NW 208TH ST	\$34,000	1,273	1960	3	1	03/06/2012	7,600	0.27
<input checked="" type="checkbox"/>	9	3121 NW 210TH TER	\$22,000	1,104	1961	4	2	05/11/2012	9,000	0.4

The Sales right below the ones at the top usually are the ones that tell you what the real market value is

Typically middle range are the sales to look at

<input checked="" type="checkbox"/>	#	F Address	Sale Price	Bld/Liv	Yr Blt	Bed	Baths/Restrooms(Full)	Last Recording	Lot Area	Dist
Subject Property										
		3501 NW 211TH ST	\$46,100	1,315	1980	3	2		7,950	0.0
Comparables										
<input checked="" type="checkbox"/>	1	3440 NW 211TH ST	\$125,000	1,506	1964	4	2	01/19/2012	7,500	0.08
<input checked="" type="checkbox"/>	2	3211 NW 213TH TER	\$120,000	1,542	2004	4	2	12/23/2011	7,950	0.39
<input checked="" type="checkbox"/>	3	3864 NW 209TH ST	\$105,900	1,285	1972	4	2	04/13/2012	8,767	0.31
<input checked="" type="checkbox"/>	4	3331 NW 214TH ST	\$95,000	1,307	1981	4	2	02/17/2012	7,950	0.29
<input checked="" type="checkbox"/>	5	3461 NW 208TH ST	\$86,200	900	1959	3	1	03/28/2012	7,500	0.21
<input checked="" type="checkbox"/>	6	3251 NW 213TH TER	\$84,000	1,002	1961	3	1	03/19/2012	7,950	0.36
<input checked="" type="checkbox"/>	7	3450 NW 208TH ST	\$40,500	873	1959	2	1	12/08/2011	7,500	0.24
<input checked="" type="checkbox"/>	8	3341 NW 208TH ST	\$34,000	1,273	1960	3	1	03/06/2012	7,600	0.27
<input checked="" type="checkbox"/>	9	3121 NW 210TH TER	\$22,000	1,104	1961	4	2	05/11/2012	9,000	0.4

You can then look at the bottom of the report and then tell where investors are paying for properties.

<input checked="" type="checkbox"/>	# F Address	Sale Price	Bld/Liv	Yr Blt	Bed	Baths/Restrooms(Full)	Last Recording	Lot Area	Dist
Subject Property									
	3501 NW 211TH ST	\$46,100	1,315	1980	3	2		7,950	0.0
Comparables									
<input checked="" type="checkbox"/>	1 3440 NW 211TH ST	\$125,000	1,506	1964	4	2	01/19/2012	7,500	0.08
<input checked="" type="checkbox"/>	2 3211 NW 213TH TER	\$120,000	1,542	2004	4	2	12/23/2011	7,950	0.39
<input checked="" type="checkbox"/>	3 3864 NW 209TH ST	\$105,900	1,285	1972	4	2	04/13/2012	8,767	0.31
<input checked="" type="checkbox"/>	4 3331 NW 214TH ST	\$95,000	1,307	1981	4	2	02/17/2012	7,950	0.29
<input checked="" type="checkbox"/>	5 3461 NW 208TH ST	\$86,200	900	1959	3	1	03/28/2012	7,500	0.21
<input checked="" type="checkbox"/>	6 3251 NW 213TH TER	\$84,000	1,002	1961	3	1	03/19/2012	7,950	0.36
<input checked="" type="checkbox"/>	7 3450 NW 208TH ST	\$40,500	873	1959	2	1	12/08/2011	7,500	0.24
<input checked="" type="checkbox"/>	8 3341 NW 208TH ST	\$34,000	1,273	1960	3	1	03/06/2012	7,600	0.27
<input checked="" type="checkbox"/>	9 3121 NW 210TH TER	\$22,000	1,104	1961	4	2	05/11/2012	9,000	0.4

Where investors
are buying

This deal is one that I bought at \$68k



Bought At \$60k
sold at \$68k

<input checked="" type="checkbox"/>	#	F Address	Sale Price	Bld/Liv	Yr Blt	Bed	Baths/Restrooms(Full)	Last Recording	Lot Area	Dist
Subject Property										
		3501 NW 211TH ST	\$46,100	1,315	1980	3	2		7,950	0.0
Comparables										
<input checked="" type="checkbox"/>	1	3440 NW 211TH ST	\$125,000	1,506	1964	4	2	01/19/2012	7,500	0.08
<input checked="" type="checkbox"/>	2	3211 NW 213TH TER	\$120,000	1,542	2004	4	2	12/23/2011	7,950	0.39
<input checked="" type="checkbox"/>	3	3864 NW 209TH ST	\$105,900	1,285	1972	4	2	04/13/2012	8,767	0.31
<input checked="" type="checkbox"/>	4	3331 NW 214TH ST	\$95,000	1,307	1981	4	2	02/17/2012	7,950	0.29
<input checked="" type="checkbox"/>	5	3461 NW 208TH ST	\$86,200	900	1959	3	1	03/28/2012	7,500	0.21
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<input checked="" type="checkbox"/>	7	3450 NW 208TH ST	\$40,500	873	1959	2	1	12/08/2011	7,500	0.24
<input checked="" type="checkbox"/>	8	3341 NW 208TH ST	\$34,000	1,273	1960	3	1	03/06/2012	7,600	0.27
<input checked="" type="checkbox"/>	9	3121 NW 210TH TER	\$22,000	1,104	1961	4	2	05/11/2012	9,000	0.4

Comp #7 and below are very cheap but they are also smaller than the subject. After comp #6 is where the higher prices are starting to creep up. I bought this house at 60k and wholesaled it for 68k

Example #2

Comparable Summary
For Property Located At

criteria

Logic
RealQuest Professional

2955 NW 70TH TER, MIAMI, FL 33147-6738

11 Comparable(s) found. (Click on the address to view more property information)

[View Report](#)

[Configure Display Fields](#)

[Modify Comparable Search Criteria](#)

Search Criteria:

Maximum Number Of Comparables On Report	35
Sort Method	Sale Price (descending)
Distance From Subject(miles)	.75
Months Back	8
Living Area Difference (%)	35
Land Use	SFR

<input checked="" type="checkbox"/>	#	F Address	Sale Price	Bld/Liv	Yr Blt	Bed	Baths/Restrooms(Full)	Last Recording	Lot Area	Dist
Subject Property										
		2955 NW 70TH TER		1,183	1952	2	1	03/30/1993	6,420	0.0
Comparables										
<input checked="" type="checkbox"/>	1	3056 NW 64TH ST	\$115,000	1,240	1992	3	2	03/01/2012	5,668	0.4
<input checked="" type="checkbox"/>	2	2271 NW 73RD ST	\$106,500	1,153	2011			11/22/2011	5,750	0.69
<input checked="" type="checkbox"/>	3	6728 NW 23RD AVE	\$69,000	1,215	1947	2	1	04/05/2012	4,320	0.58
<input checked="" type="checkbox"/>	4	2951 NW 60TH ST	\$62,400	1,230	1992	3	2	12/29/2011	5,400	0.56
<input checked="" type="checkbox"/>	5	3080 NW 63RD ST	\$60,000	1,562	1937	4	2	04/02/2012	5,408	0.46
<input checked="" type="checkbox"/>	6	6520 NW 25TH AVE	\$45,000	1,024	1960	3	1	02/29/2012	4,000	0.42
<input checked="" type="checkbox"/>	7	3051 NW 67TH ST	\$35,500	1,011	1956	3	1	01/23/2012	8,325	0.24
<input checked="" type="checkbox"/>	8	3096 NW 65TH ST	\$35,000	1,494	1942	3	2	10/27/2011	6,660	0.37
<input checked="" type="checkbox"/>	9	2980 NW 67TH ST	\$27,000	995	1950	2	1	11/17/2011	6,600	0.23
<input checked="" type="checkbox"/>	10	2901 NW 68TH ST	\$25,500	1,178	1955	3	2	05/10/2012	8,096	0.16
<input checked="" type="checkbox"/>	11	2242 NW 74TH ST	\$17,900	1,109	1945	4	1	12/20/2011	7,000	0.71

These are the comps I ignored

Ignored these
comps

<input checked="" type="checkbox"/>	#	F Address	Sale Price	Bld/Liv	Yr Blt	Bed	Baths/Restrooms(Full)	Last Recording	Lot Area	Dist
Subject Property										
		2955 NW 70TH TER		1,183	1952	2	1	03/30/1993	6,420	0.0
Comparables										
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<input checked="" type="checkbox"/>	9	2980 NW 67TH ST	\$27,000	995	1950	2	1	11/17/2011	6,600	0.23
<input checked="" type="checkbox"/>	10	2901 NW 68TH ST	\$25,500	1,178	1955	3	2	05/10/2012	8,096	0.16
<input checked="" type="checkbox"/>	11	2242 NW 74TH ST	\$17,900	1,109	1945	4	1	12/20/2011	7,000	0.71

What I believe is the market value of this property.

Market value for
this property

<input checked="" type="checkbox"/>	#	F Address	Sale Price	Bld/Liv	Yr Blt	Bed	Baths/Restrooms(Full)	Last Recording	Lot Area	Dist
Subject Property										
		2955 NW 70TH TER		1,183	1952	2	1	03/30/1993	6,420	0.0
Comparables										
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<input checked="" type="checkbox"/>	2	2271 NW 73RD ST	\$106,500	1,153	2011			11/22/2011	5,750	0.69
<input checked="" type="checkbox"/>	3	6728 NW 23RD AVE	\$69,000	1,215	1947	2	1	04/05/2012	4,320	0.58
<input checked="" type="checkbox"/>	4	2951 NW 60TH ST	\$62,400	1,230	1992	3	2	12/29/2011	5,400	0.56
<input checked="" type="checkbox"/>	5	3080 NW 63RD ST	\$60,000	1,562	1937	4	2	04/02/2012	5,408	0.46
<input checked="" type="checkbox"/>	6	6520 NW 25TH AVE	\$45,000	1,024	1960	3	1	02/29/2012	4,000	0.42
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<input checked="" type="checkbox"/>	11	2242 NW 74TH ST	\$17,900	1,109	1945	4	1	12/20/2011	7,000	0.71

Where I felt investors were buying.

Where investors
were buying these
deals at

<input checked="" type="checkbox"/>	#	F Address	Sale Price	Bld/Liv	Yr Blt	Bed	Ba	hs/Restrooms(Full)	Last Recording	Lot Area	Dist
Subject Property											
		2955 NW 70TH TER		1,183	1952	2	1		03/30/1993	6,420	0.0
Comparables											
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<input checked="" type="checkbox"/>	2	2271 NW 73RD ST	\$106,500	1,153	2011				11/22/2011	5,750	0.69
<input checked="" type="checkbox"/>	3	6728 NW 23RD AVE	\$69,000	1,215	1947	2	1		04/05/2012	4,320	0.58
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<input checked="" type="checkbox"/>	11	2242 NW 74TH ST	\$17,900	1,109	1945	4	1		12/20/2011	7,000	0.71

IMPORTANT: Always think in terms of how much you think
the other investor will buy the deal at

Where I felt my offer would have to be

You CANNOT make the offer at 35k...it has to be below that

<input checked="" type="checkbox"/>	#	F Address	Sale Price	Bld/Liv	Yr Blt	Bed	Baths/Restrooms(Full)	Last Recording	Lot Area	Dist
Subject Property										
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Comparables										
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<input checked="" type="checkbox"/>	10	2901 NW 68TH ST	\$25,500	1,178	1955	3	2	05/10/2012	8,096	0.16
<input checked="" type="checkbox"/>	11	2242 NW 74TH ST	\$17,900	1,109	1945	4	1	12/20/2011	7,000	0.71

Final numbers on this deal



How this deal was made

1. Bought at 35k
2. Offered at 40k
3. Got offer at 35k
4. Seller haircut to 30k
5. Got deal done at 5k profit

<input checked="" type="checkbox"/>	2	2271 NW 73RD ST	\$106,500	1,153	2011		
<input checked="" type="checkbox"/>	3	6728 NW 23RD AVE	\$69,000	1,215	1947	2	1
<input checked="" type="checkbox"/>	4	2951 NW 60TH ST	\$62,400	1,230	1992	3	2
<input checked="" type="checkbox"/>	5	3080 NW 63RD ST	\$60,000	1,562	1937	4	2
<input checked="" type="checkbox"/>	6	6520 NW 25TH AVE	\$45,000	1,024	1960	3	1
<input checked="" type="checkbox"/>	7	3051 NW 67TH ST	\$35,500	1,011	1956	3	1
<input checked="" type="checkbox"/>	8	3096 NW 65TH ST	\$35,000	1,494	1942	3	2
<input checked="" type="checkbox"/>	9	2980 NW 67TH ST	\$27,000	995	1950	2	1
<input checked="" type="checkbox"/>	10	2901 NW 68TH ST	\$25,500	1,178	1955	3	2
<input checked="" type="checkbox"/>	11	2242 NW 74TH ST	\$17,900	1,109	1945	4	1

Bedrooms(Full)	Last Recording	Lot Area	Dist
	03/30/1993	6,420	0.0
	03/01/2012	5,668	0.4
	11/22/2011	5,750	0.69
	04/05/2012	4,320	0.58
	12/29/2011	5,400	0.56
	04/02/2012	5,408	0.46
	02/29/2012	4,000	0.42
	01/23/2012	8,325	0.24
	10/27/2011	6,660	0.37
	11/17/2011	6,600	0.23
	05/10/2012	8,096	0.16
	12/20/2011	7,000	0.71

Additional Tips

- Look at google street view to look at the comps and confirm if they are the same
- Make sure the construction is the same (frame vs block house)
- Don't try and calculate based on formulas, look at real deals that sold
- Look at solds to determine if investor or private sale

Using Custom report in realquest

This is how we determine investor activity using the realquest custom report

This is how the typical comp report looks like in realquest

Comparable Summary

For Property Located At

3501 NW 211TH ST, MIAMI GARDENS, FL 33056-1009

20 Comparable(s) found. (Click on the address to view more property information)

[View Report](#) [Configure Display Fields](#) [Modify Comparable Search Criteria](#)

Search Criteria:

Maximum Number Of Comparables On Report	35
Sort Method	Sale Price (descending)
Distance From Subject(miles)	.50
Months Back	6
Living Area Difference (%)	40
Land Use	SFR

<input checked="" type="checkbox"/>	#	F Address	Sale Price	Bld/Liv	Yr Blt	Bed	Baths/Restrooms(Full)	Last Recording	Lot Area	Dist
Subject Property										
		3501 NW 211TH ST	\$46,100	1,315	1980	3	2		7,950	0.0
Comparables										
<input checked="" type="checkbox"/>	1	3217 NW 211TH ST	\$144,900	1,548	2005	4	2	07/09/2013	7,950	0.36
<input checked="" type="checkbox"/>	2	3025 NW 212TH ST	\$125,000	1,186	1965	4	2	03/06/2013	9,037	0.47
<input checked="" type="checkbox"/>	3	3521 NW 208TH TER	\$125,000	1,569	1959	3	1	06/04/2013	7,875	0.15
<input checked="" type="checkbox"/>	4	3441 NW 213TH ST	\$110,000	1,650	1994	3	2	07/05/2013	7,950	0.13
<input checked="" type="checkbox"/>	5	20764 NW 31ST AVE	\$103,200	1,583	2005	4	2	07/09/2013	7,794	0.46
<input checked="" type="checkbox"/>	6	3510 NW 204TH TER	\$100,000	1,244	1989	3	2	06/06/2013	5,220	0.48
<input checked="" type="checkbox"/>	7	3440 NW 209TH TER	\$88,000	888	1959	3	1	07/25/2013	8,400	0.13
<input checked="" type="checkbox"/>	8	3530 NW 210TH TER	\$85,000	1,025	1960	3	1	06/18/2013	7,500	0.07
<input checked="" type="checkbox"/>	9	20705 NW 38TH CT	\$85,000	1,313	1972	4	2	05/15/2013	9,388	0.36
<input checked="" type="checkbox"/>	10	3515 NW 205TH ST	\$85,000	1,571	1962	3	1	05/14/2013	8,344	0.35
<input checked="" type="checkbox"/>	11	3530 NW 206TH ST	\$84,000	1,164	1961	3	2	05/15/2013	7,950	0.32

You're going to click on the 'view report" link to get a custom report (In the previous section I showed you how to make this report)

This is how the report looks like

[Configure Display Fields]

Records: 1 - 20

#	Seller	Owners	Address	Mail Address	Sale Price	Yr Bld	Sale Date	Bld/Liv	Bed	Baths/Restrooms (Total)	Land Use	Dist	Lot Area	ZIP	Construct
Subj	THOMPSON FRED	ADAMS FLL LLC	3501 NW 211TH ST	50 MURRAY ST #1503	\$46,100	1980	06/1986	1,315	3	2.00	SFR	0.0	7,950	33056	CONCRETE BLOCK
1	BELTRAN JOSE A	JADOO PRIYASHA K	3217 NW 211TH ST	3217 NW 211TH ST	\$144,900	2005	06/27/2013	1,548	4	2.00	SFR	0.36	7,950	33056	CONCRETE BLOCK
2	RMJ PROPERTIES LLC	RODRIGUEZ ARLHEY C/COLVILLE MARCELA	3025 NW 212TH ST	3025 NW 212TH ST	\$125,000	1965	03/05/2013	1,186	4	2.00	SFR	0.47	9,037	33056	CONCRETE BLOCK
3	FRUCTUS LLC	FELLCROFT LLC	3521 NW 208TH TER	101 NE 3RD AVE #1830	\$125,000	1959	05/30/2013	1,569	3	1.00	SFR	0.15	7,875	33056	CONCRETE BLOCK
4	FEDERAL HM LN BK OF ATLANTA	IREIT LLC	3441 NW 213TH ST	17145 N BAY RD #4408	\$110,000	1994	06/07/2013	1,650	3	2.00	SFR	0.13	7,950	33056	CONCRETE BLOCK
5	ONEWEST BK FSB	FEDERAL HM LN MTG CORP	20764 NW 31ST AVE	5000 PLANO PKWY	\$103,200	2005	06/25/2013	1,583	4	2.00	SFR	0.46	7,794	33056	CONCRETE BLOCK
6	PARCHMENT ANTHONY D	LOUISY SHERFIL N	3510 NW 204TH TER	3510 NW 204TH TER	\$100,000	1989	04/17/2013	1,244	3	2.00	SFR	0.48	5,220	33056	CONCRETE BLOCK
7	WESTELM 1 LLC	GOOLCHARRAN PABITREE	3440 NW 209TH TER	1840 SW 126TH AVE	\$88,000	1959	07/11/2013	888	3	1.00	SFR	0.13	8,400	33056	CONCRETE BLOCK
8	ROLLE KEITH W & CHRISTINA Y	CANARSIE ENOVA IX LLC	3530 NW 210TH TER	PO BOX 640883	\$85,000	1960	06/14/2013	1,025	3	1.00	SFR	0.07	7,500	33056	CONCRETE BLOCK
9	RUSOL & CO INC	R & R GLOBAL SERVICES CORP	20705 NW 38TH CT	15653 SW 52ND CT	\$85,000	1972	05/08/2013	1,313	4	2.00	SFR	0.36	9,388	33055	CONCRETE BLOCK
10	BENWORTH CAP PTRS	FRUCTUS LLC	3515 NW 205TH ST	848 BRICKELL KEY DR #4406	\$85,000	1962	05/07/2013	1,571	3	1.00	SFR	0.35	8,344	33056	CONCRETE BLOCK
11	CARGILL GEORGE & ADLIN	VAN DYKE JAMES	3530 NW 206TH ST	20815 NE 16TH AVE #B17	\$84,000	1961	05/07/2013	1,164	3	2.00	SFR	0.32	7,950	33056	CONCRETE BLOCK
12	CORTINA LENIA	INVERSIONES MUJICA LLC	20746 NW 41ST AVENUE RD	3233 COMMERCE PKWY	\$80,500	1979	04/30/2013	1,417	4	2.00	SFR	0.46	4,000	33055	
13	FEDERAL NATL MTG ASSN FNMA	20541 NW 34 CT TRUST	20541 NW 34TH CT	1030 BRANCH ST	\$76,100	1961	07/10/2013	977	3	1.00	SFR	0.34	7,500	33056	CONCRETE BLOCK
14	JOHNSON COLLIN & MELISSA	QI MANAGEMENT LLC/QI MANAGEMENT LLC	21023 NW 37TH CT	15271 NW 60TH AVE #203	\$75,000	1972	05/22/2013	1,231	3	1.00	SFR	0.14	8,635	33055	CONCRETE BLOCK

Notice the property address vs the mail address

[Configure Display Fields]

Records: 1 - 20

#	Seller	Owners	Address	Mail Address	Sale Price	Y B
Subj	THOMPSON FRED	ADAMS FLL LLC	3501 NW 211TH ST	50 MURRAY ST #1503	\$46,100	1
1	BELTRAN JOSE A	JADOO PRIYASHA K	3217 NW 211TH ST	3217 NW 211TH ST	\$144,900	2
2	RMJ PROPERTIES LLC	RODRIGUEZ ARLHEY C/ COLVILLE MARCELA	3025 NW 212TH ST	3025 NW 212TH ST	\$125,000	1
3	FRUCTUS LLC	FELLCROFT LLC	3521 NW 208TH TER	101 NE 3RD AVE #1830	\$125,000	1
4	FEDERAL HM LN BK OF ATLANTA	IREIT LLC	3441 NW 213TH ST	17145 N BAY RD #4408	\$110,000	1
5	ONEWEST BK FSB	FEDERAL HM LN MTG CORP	20764 NW 31ST AVE	5000 PLANO PKWY	\$103,200	2
6	PARCHMENT ANTHONY D	LOUISY SHERFIL N	3510 NW 204TH TER	3510 NW 204TH TER	\$100,000	1
7	WESTELM 1 LLC	GOOLCHARRAN PABITREE	3440 NW 209TH TER	1840 SW 126TH AVE	\$88,000	1
8	ROLLE KEITH W & CHRISTINA Y	CANARSIE ENOVA IX LLC	3530 NW 210TH TER	PO BOX 640883	\$85,000	1
9	RUSOL & CO INC	R & R GLOBAL SERVICES CORP	20705 NW 38TH CT	15653 SW 52ND CT	\$85,000	1
10	BENWORTH CAP PTRS	FRUCTUS LLC	3515 NW 205TH ST	848 BRICKELL KEY DR #4406	\$85,000	1
11	CARGILL GEORGE & ADLIN	VAN DYKE JAMES	3530 NW 206TH ST	20815 NE 16TH AVE #B17	\$84,000	1
12	CORTINA LENIA	INVERSIONES MUJICA LLC	20746 NW 41ST AVENUE RD	3233 COMMERCE PKWY	\$80,500	1
13	FEDERAL NATL MTG ASSN FNMA	20541 NW 34 CT TRUST	20541 NW 34TH CT	1030 BRANCH ST	\$76,100	1
14	JOHNSON COLLIN & MELISSA	QI MANAGEMENT LLC/QI MANAGEMENT LLC	21023 NW 37TH CT	15271 NW 60TH AVE #203	\$75,000	1

This report shows you at what price point investors are buying deals since the mail address and the property address will be different. Now you know who's buying and at what price so that you can offer the right amount

About estimating repairs

It's tough to estimate repairs accurately.

You would have to be familiar with items such as the kitchen to roof climbing and a bunch of other stuff in order to accurately determine what the repairs are for a particular property.

Frankly, I don't even know what certain things cost to make repairs and I have flipped hundreds of properties in my career as a real estate investor.

So let me make things as easy as possible for you.

The magic number is \$15,000.

Assume that every property that you come across is going to need \$15,000 worth of repairs. And some of them are going to need less.

Because it really doesn't matter what you or the seller think the repairs are going to cost. In the end, it's your buyer who's going to make the final decision. So why bother.

However, always if you use my bracketing method then most of the time you'll be in line with what the property values are

Speed is king with lead follow up

- You need to determine who are dead leads and get rid of them asap
- In your mix of leads you have a few diamonds and the rest are garbage
- You must find the diamonds ASAP

When To Discuss Price With Sellers

- Ask the right away what they are asking for the deal
- This allows you to ask again a second time in the conversation
- If you wait till the end and they don't tell you then you can't ask again

Framing the offer

- Never make them an offer directly
- Make yourself the victim of circumstance
- Other sellers in the area are offering their properties at \$\$\$
- My funding sources are ONLY approving \$\$\$ for a house of your type in the area