

Some ideas for buying homes off the Realtors MLS system by Richard Scarbrough

I hear all the time from investors and agents "There are NO good deals in the MLS" Really??? Here are a few we have done, AND on each one THEY HAD HIGHER OFFERS.

2515 Arthur Rd. Germantown one story 4/3 Listed 380K, we bought 330K holding as a rental
84 Berryfield Collierville Listed 225K, we bought 210K, sold 250K, 14 days closing to closing
2982 S Germantown Rd Listed 365K- 2,375 days, we bought 210K, lived in it, then sold 350K
8110 Goringwood Lane Germantown Listed 263K, we bought 230K, lived in it, then sold 300K
2945 Oakleigh Lane Germantown Listed 260K we bought 225K, lived in it, then sold 360K

So as they say "The Devil is in the _____ so here are a baker's dozen of them?

- 1) What is one of the first things a seller sees on a contract? So what's in a _____
- 2) How much _____ do you ask for?
- 3) How much _____ do you offer?
- 4) Is your offer contingent upon a _____ and any _____ the seller might do?
- 5) Is your offer contingent upon an _____ and any _____ the seller might do?
- 6) Is your offer contingent upon an _____ as to _____ and any possible _____?
- 7) Is your offer contingent upon final _____ from the _____?
- 8) How much of your _____ are you asking the seller _____
- 9) How _____ can you _____
- 10) What is the _____ of _____
- 11) What _____ are you using?
- 12) Offer a _____ they might _____
- 13) Work backwards to solve the _____ as to why they are selling.

Richard Scarbrough is a 40+ Year Investor, Realtor Emeritus and active Real Estate Broker with Best Real Estate Co. He has bought, rehabbed and sold over a thousand homes and apartment units and learned a wealth of information by making and losing money. If he can assist you with buying or selling real estate, he will give you lifetime real estate investing tech support. If you want to visit and not use his services, you can come to a subgroup meeting, free concert or car show. For private consultations, he requests that you write a \$100 per hour check to the charity of his choice. You get his information and a tax deduction. You also can go online to youtube.com and search "Richard Scarbrough Memphis" as there are several videos of him, one of the best is "MIG 2014 Presidential Address", which is 33 minutes of his real estate management advice. Please call him at his home office anytime, 901-753-3491. (This is a land line so do not text). Thank you.