



**Nitty Gritty How To Buy Investment Houses Seven
Different Ways: When flippers buy a house they
are really buying equity, but when SCREAMers
buy a house ... (S.C.R.E.A.M. Real Estate Investing
Book 4)**

David Hochhaus

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When you are just starting out, there are so many different strategies for real estate investing that it can make your head spin. Why not learn about all the business models in one place so that you can make an informed choice about which one to use?

In this book I cover the seven most common ways that unconventional real estate investors buy houses--

1. Subject-to
2. Probate
3. MLS (foreclosures and more)
4. Cash (non-MLS)
5. Owner financing and seller financing
6. Seller keeps, you fix (SKYF)
7. Conventional (MLS and non-MLS)

BUYING THROUGH REALTORS... OR NOT

Many times, new investors will hire a realtor and go straight to driving around with her to find investment properties. I will explain why this is one way to get your real estate business off on the wrong foot. There is nothing wrong with using a realtor, but you have to do it the right way to find deals that will get you a high return on cash.

FINDING PROPERTIES ON YOUR OWN... HOW TO AVOID GETTING DISCOURAGED

One of the biggest reasons people give up on real estate investing is because they can't seem to find the right deals, or they bought a bad deal and it left a bitter taste in their mouth. To avoid this, you have to know what type of deals you are likely to find when you use different strategies! For example, if you search on the MLS (multiple listing service) in a seller's market, you should know that you're not going to find properties that you can pickup for 50 cents on the dollar without being outbid by other investors.

Some key points in this book are--

- When you can offer to take over existing financing on a property, and when you absolutely cannot
- How to use timing to increase your negotiating power with sellers
- Realizing that the key to buying investment properties is knowing what problem you are solving for the seller (it's not about the money)

- Know exactly what type of offer you can and can't make in every situation
- What kind of marketing works to attract the kind of deals you need
- A step-by-step process for how to setup a marketing and offer-making system for your business
- How to get different types deals done: from offer to closing, with or without a realtor
- What info you need for a contract for deed and how to buy a property using one

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