

Wholesaling (Quick Flips)

M: After I put a wholesale property under contract, what is a good mark up on the price to offer a buyer?

On a wholesale deal your buyer is usually an investor. It depends on how big the spread is for them as well as how great their risk/exposure it. Normal assignment fees range from \$3k-\$15k. You also need to know what types of returns your investors need to make a deal attractive to them...and then make it a no brainer! Common sense is key here. Most buyers don't care if you're going to make \$3K or \$10K if you're able to provide them with a good deal at a price that makes sense for them. However, more than a \$10K fee and we'd recommend doing a double closing to keep the buyer from seeing how much you're going to make.

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