

Wholesaling (Quick Flips)

M: How do I avoid losing a deal when the buyer sees my fee amount?

First and foremost, you want to build good rapport with the buyer and seller and let them know what it is you are doing so they understand the value of the service you are providing for them. If you are making a few grand, most people will be fine with it. If you are doing a deal with a large assignment fee of \$10,000 or more, you may want to just go ahead and do a double closing. It will cost you a little bit in closing fees, but it will keep the buyer and seller from knowing how much you are making from the deal.

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