

## Wholesaling (Quick Flips)

### **M: How do the smaller investors compete against the hedge funds on wholesaling properties when the hedge funds can bid so much more?**

The hedge funds are lazy and the majority are only buying houses at auctions, from other investors, or on the MLS. If you're a wholesaler that is marketing directly to sellers, you will still find tons of good deals, many of which you can sell to the hedge funds. The lifeblood of wholesaling is marketing, and if you have good deals coming in to your pipeline, you will be able to compete with anyone.

You can also find out what price range, date range, and areas hedge funds are buying near you. You can either pursue those type of deals to sell to hedge funds, or pursue other deals where you're not competing against the hedge funds.

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Author: admin

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