

Wholesaling (Quick Flips)

M: Do you tell your buyer upfront that you are doing assignment or double closing?

We disclose up front that we are wholesalers and have a contract on a property. Most investors understand that wholesalers are a valuable resource, and the people who don't know what a wholesaler does are usually ok with having a contract assigned to them anyway. The only time you would really want to do a double close is if you have an assignment fee over \$10k and you don't want the buyer or seller to know exactly how much you are making from the deal.

You almost never want to disclose to a seller that you are anything other than the buyer on the property. As far as the seller is concerned, you're the only person the seller will really be dealing with, so you are the buyer to them, even if you end up assigning the contract to a different end buyer.

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