

Wholesaling (Quick Flips)

How much should I offer in my market on a wholesale?

Every market is different. In most markets you want to offer 70% of ARV minus repairs. In really hot markets you can go as high as 90% of ARV minus repairs and still find buyers for deals, and in really cold markets you can still usually find buyers at 60% of ARV minus repairs. There are some areas that you can't find a buyer even if you're almost giving a property away. The good part about wholesaling is if you make a mistake in your calculations and offer too much, as long as you followed the instructions and gave yourself an inspection period, you can still cancel the contract during that time and get your earnest deposit back.

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