

The anatomy of a great offer cheat sheet

1. Do you know your buy box?
2. How much time do you spend looking for deals?
3. Look up past deals in your target market and get an idea of what investors are paying for properties.
4. Make sure you have someone who can get you access to deals in your preferred market.
 - a. Make sure the deal matches your buy box - wholesalers and turnkey providers will bring you deals regardless if they fit or not. You need to be disciplined...trust but verify.

What are the things you need to consider before you make your offer?

- Estimating ARV - How is this typically done? Pulling comps and understanding the area to know what is and what is not a comp.
 - Bed/bath
 - Year built
 - Area (schools, crime, etc..)
- Estimating potential rent - be realistic...look at comps that are the same for year built, bed/bath, etc...
 - You can find these from a local PM who has a portfolio in the same area
 - Zillow - can be done but be cautious
 - Rent-o-meter
 - At Evernest we use a different kind of Rent Range report
- Estimating rehab - Is this being done before or after an offer?
 - Lean on contractors or local PMs to better understand this number
 - If you're out of state, you'll need a team you can trust
 - You can place an offer contingent on a thorough inspection

The Offer

- What kind of offer is most attractive? In today's market, what kinds of offers are you seeing that get accepted?
 - All cash, no contingencies
 - Cash, inspection contingency
 - Financed - obviously the least attractive
- What types of costs does the buyer need to be prepared to pay?
 - Initial deposit
 - Attorney fees
 - Prorated taxes
 - Title Insurance
 - Inspections
 - Appraisal (if financed)
 - Agent commissions (if an agent is used)