

Flow Chart- Researching Real Estate

1. Generate Lead (20 + Methods)
2. Gather Data
3. Analyze Data
4. Assess Maximum Price to Pay (Comparable Analysis & Discount Worksheet/Term Worksheet OR Cash Flow Analysis)
5. View Property
6. Review Current Lease if applicable (Rental Property)
7. Re analyze figures for accuracy- Make adjustments
8. Consider Creative Strategies (Subject to/Assumption/Option)
9. Make Offer (ABC Offer or Other)
10. Contract Property- Assignable with “Out” Clauses
11. Due Diligence Period (Inspections, Assignment etc)
12. Re Negotiate or Move forward to Closing at Closing Office