



# The Art Of Wholesaling Properties: How to Buy and Sell Real Estate without Cash or Credit

By Aram Shah, Alex Virelles

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## The Art Of Wholesaling Properties: How to Buy and Sell Real Estate without Cash or Credit By Aram Shah, Alex Virelles

*The Art of Wholesaling Properties: How to Buy and Sell Real Estate without Cash or Credit* distills the experiences of two of the nation's largest real estate wholesalers who, all told, have flipped over one thousand homes. Aram Shah and Alex Virelles present a step-by-step guide that explains how others may replicate their proven methods in their own wholesaling ventures.

Reading this book will give investors the A-to-Z insights they need for cashing in on the fastest and most profitable ways to flip paper in the real estate market. Moving along a strategic step at a time, *The Art of Wholesaling Properties* explains how to

- \* make offers that actually get accepted; \* find hidden, motivated sellers; \* use a real estate agent to find gold mines through the MLS; \* build a strong list of cash buyers; \* negotiate with sellers using proven and tested scripts; \* assign or double close on properties; \* master the A-B, B-C transaction; \* deploy a team and put the business on autopilot; and \* achieve financial freedom without using cash or credit!

If you find the prospects of making money exciting, if you get the feeling there is wealth hidden in the real estate market in your community, and if you desire to learn demonstrably successful techniques to apply in your own ventures, then *The Art of Wholesaling Properties: How to Buy and Sell Real Estate without Cash or Credit* will give you the guidance and education you need to begin wholesaling homes and generating profits without using your own cash or credit.

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- Sales Rank: #96672 in Books
- Published on: 2015-11-24
- Released on: 2015-11-24
- Original language: English
- Number of items: 1
- Dimensions: 9.00" h x .47" w x 6.00" l, .62 pounds
- Binding: Paperback
- 188 pages



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### Editorial Review

#### Review

"There are secrets here that until now have only been available to a select few in a meritocracy society of investors. For the first time, Aram and Alex are going to reveal these secrets and share them with you." - Robert Shemin, New York Times Best Selling Author

#### From the Author

The fundamental problem with real estate investing is the lack of hands on "how-to" approach. How exactly do you write a contract? What language do you use specifically? How exactly do you build a cash buyers list from day one? How exactly do you flip a contract within 10 days? What exactly do you say to a seller to have them sign your purchase agreement on the spot? In this book ***we reveal all the insider secrets*** to really make money with little or nothing down. We reveal how to **MASTER** the "**A-B, B-C**" transaction **step-by-step** and teach you the intricacies of assigning a contract and double closing on a transaction.

#### About the Author

**Aram Shah** is a serial entrepreneur, mentor, and consistent million-dollar producer with over 10 years experience in the real estate industry. Aram holds a master of science degree in real estate development (MSRED) from New York University's Schack Institute of Real Estate. Aram has written two other books within the real estate industry: REO BOOM: How to Manage, List, and Cash in On Bank-Owned Properties and 100% Commission Brokerage and Death of the Big Box Realty.

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**Alex Virelles** is a licensed real estate broker, coach, investor, and multi-million-dollar producer. Alex is the founder of Diplomat Property Solutions LLC, the leading south Florida wholesaling and investment company. He also owns his own real estate brokerage company, Exclusive Premier Realty, based out of Coral Gables, Florida. Alex has trained and mentored hundreds of real estate students on the art of wholesaling nationally. Alex holds a bachelor's degree in business administration from the University of Miami.

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