

Chapter 4 Three Ways to Buy Cheap Property

4.1 Direct mail in your target market. We focus primarily here throughout the program as most consistent results.

Sending an unsolicited offer in the US mail to a targeted group of land owners offering to buy their property for a small amount of money (my favorite way because the outcome is predictable).

4.2 Tax deed sales (anywhere in the US)

Follow along with the DVD as I walk you through locating multiple lists all over the country.

- Buying from counties directly at tax deed auctions or over the counter (OTC)
- I've personally made millions of dollars doing this.
- Some students skip direct mail and simply buy tax defaulted properties (not the right way)
- In the free eBook, there is a list of "over the counter" tax deed counties where you can simply send them a check for as low as couple of hundred bucks and purchase property.
- TaxSaleLists.com is the best resource for this type of data

4.3 Large Corporations (Nevada Land Company)

- There are large companies that own a ton of rural acres especially out West.
- They are usually tied to mining and the rail roads.
Mining companies have no interest in owning real property.

4.4 Other Ways to Buy Property

- Craigslist (from Chapter One)
- Faxing Real Estate agents
- Emailing Real Estate agents
- MLS.ca
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- **4.5** How NOT to buy Property

Driving for dollars, a video

Make the sellers come to you; don't go out looking for deals...