AutoClose REI

On-Market Deal Closing Instruction/Steps

This specific arrangement requires you to connect with a real estate agent who can offer you “pocket listings” or deals that are considered off-market, and you can get first-look privileges before they list it on the open market or MLS. You will need to be connected to your buyer or buyers to collect their buy box information, which you will share with the real estate agent.

- Receive Pocket Listing from Email Alert
- Request Asking Price, Rehab Cost, CMA and ARV Information
- Alert Buyer by SMS “New Lead Alert: Darby PA” Want More Details?
- Send Buyer Pocket Listing Details (Use Skool Buyers Email Template)
- Buyers Feedback (If Interested, Schedule Inspection with Agent)
- Buyers Feedback (If Not Interested, Send Agent Feedback)
- Send Skool Finder Fee Agreement (If Buyer Agrees After Inspection)
- Wait Buyers Signature (Finder's Fee Acknowledgment)
- Title Company “Seller/Buyers Choice” (Collect Wire Instructions)
- Submit Personal Wire Instructions with Title Company (Your Finder's Fee)
- Closing Date and Funding Confirmed
- Payment Received/Deal Closed

When dealing with this deal closing strategy, you will build trust with both the agent and buyer by not coming off as the middleman but connecting a deal to an investor and getting paid under “Bird Dog” requirements. This will allow you to create a smooth, non-binding agreement with the agent while maintaining your current and future relations with the buyer. You have the option to have your buyer sign off on your “Finder Fee Agreement” once or for every deal, it will be your preference how you edit and word your agreement.