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The Ultimate Wholesale Disposition Checklist

17 Steps to Close Every Deal Fast

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1

Conduct a thorough property analysis including verifying the full address, beds/baths, year built, lot size, square footage, construction type, liens, debts, mortgage, taxes, and HOA details.

This ensures you have accurate property basics to avoid costly mistakes during marketing and closing, as incomplete data can lead to failed deals or legal issues.[1]

Pro Tip: Use public records and seller-provided docs to cross-verify all six key property identifiers before proceeding.

2

Verify the After Repair Value (ARV) using 3-5 recent comparable sales within 0.5 miles, adjusting for beds/baths, condition, and updates.

Accurate ARV is the foundation for calculating your Maximum Allowable Offer (MAO) and wholesale fee, preventing overpaying or underpricing that kills profitability.[1][6]

Pro Tip: Target ARV comps sold within the last 6 months and consult a local agent for market-specific insights.

3

Capture 25-60 high-quality photos of interior/exterior plus a short video walk-through documenting condition and any visible repairs needed.

Professional media builds buyer trust and speeds up decisions, as buyers need visual proof to commit without wasting time on site visits.[1]

Pro Tip: Use natural light, wide-angle lenses, and label photos (e.g., 'kitchen repairs needed') for quick scanning.

4

Package the deal with ARV comps, detailed repair estimates (scope + cost ranges), rent comps if relevant, and your target assignment price.

A polished deal package justifies your pricing and accelerates buyer buy-in, turning a raw contract into a marketable asset within hours.[1]

Pro Tip: Create a one-page PDF summary with key numbers like 'ARV \$350k, Repairs \$45k, Assignment \$285k' for instant sharing.

5

Segment your buyers list into flippers (target 70-78% of ARV), buy-and-hold (rent-focused), and landlords based on past purchases.

Tailored targeting matches property type to buyer strategy, boosting response rates and close probability over generic blasts.[1]

Pro Tip: Review last 12 months of deals to categorize; aim for 50+ active buyers per segment.

6

Blast the deal package via text, email, and SMS to your top 20-50 segmented buyers within 4 hours of securing the seller contract.

Speed to market captures peak buyer interest when inventory is tight, often yielding offers within 24-48 hours.[1]

Pro Tip: Use a group text or email tool like BlastEmail with a clear call-to-action: 'Reply YES for showing details'.

7

Send a quick price-check text to 5-10 top buyers pre-contract with photos, ARV, repairs, and your assignment price.

This pre-matches demand and confirms pricing before locking in, reducing risk of a deal without takers.[1]

Pro Tip: Phrase as: 'ARV \$350k, \$45k repairs - \$285k assignment? Access Thu/Fri - interested?'

8

Track opens, replies, and interest using a simple CRM or spreadsheet to prioritize hot leads.

Data-driven follow-up turns 20% response rates into closed deals by focusing on engaged buyers first.[1]

Pro Tip: Set up columns for buyer name, offer price, POF status, and follow-up date.

9

Schedule follow-up texts or calls at 24, 48, and 72 hours for non-responders with updated interest teasers.

Persistent but spaced outreach re-engages 30-50% of silent buyers, filling your showing pipeline.[1]

Pro Tip: Day 1: 'Still interested? Showing tomorrow!' Day 3: '2 offers in - last call!'

10

Qualify attending buyers by requiring proof of funds (POF) matching the buyer entity and confirming cash close capability.

Pre-qualifying weeds out tire-kickers, ensuring only serious buyers attend and negotiate, saving time on showings.[1]

Pro Tip: Request POF dated within 30 days covering 100% of purchase price.

11

Host in-person or virtual showings within 24-48 hours of contract, limiting to 3-5 qualified buyers per slot.

Quick, controlled access builds urgency and competition without overwhelming seller or exposing weaknesses.[1]

Pro Tip: Use a sign-in sheet for contact info and note buyer feedback for negotiation leverage.

12

Require \$3k-\$10k earnest money deposit (EMD) wired to title within 24-48 hours from selected buyer.

EMD locks in commitment and covers your risk, prioritizing buyers who put skin in the game over highest bids.[1]

Pro Tip: Make EMD non-refundable after your inspection period for added buyer seriousness.

13

Negotiate using a scorecard: price (40%), POF/EMD certainty (40%), speed/terms (20%), aiming for \$7.5k-\$25k+ fee.

Balanced scoring selects the rock-solid offer that closes fastest, maximizing your net over chasing vanity highs.[1]

Pro Tip: Counter low offers with: 'Great price, but need \$5k EMD wired today for priority'.

14

Coordinate with a wholesaler-friendly title company: send executed seller contract, open escrow, deposit your EMD on time.

Early title involvement uncovers liens/HOA issues fast, ensuring smooth path to close without last-minute surprises.[1][2]

Pro Tip: Choose title with 50+ wholesale closes; provide full owner details and authority verification upfront.

15

Decide assignment vs. double close: assign for simple deals under \$20k fee; double close for larger spreads or financed buyers.

Assignment is cheaper/faster for low-risk deals; double close protects your fee but adds \$500-1k funding costs.[1][3]

Pro Tip: Assign if clean title and cash buyer; double if seller financing or high fee >\$20k.

16

Prepare assignment agreement or line up transactional funding, collect buyer EMD/POF, and notify title of end buyer.

Proper docs and funding alignment prevent delays, ensuring Day 10-Close timeline with clear wires and signings.[1]

Pro Tip: Use e-sign for assignment; confirm funding 48 hours pre-close.

17

Manage timeline: Day 1-7 inspection/title review, Day 7-10 select buyer, Day 10-Close clear conditions and wires.

Tight timeline control hits 30-day closes, keeps sellers happy, and gets you paid without extensions or fallout.[1]

Pro Tip: Calendar all deadlines; text weekly updates to seller and buyer for alignment.

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