

*The Wolff Couple's*

**Finding the Best**

**COMPS!**

# Take Great Notes!

## The Quickest & Easiest Way to Make Money in Real Estate

With  
**Brian and Lynette Wolff**  
"Mr. & Mrs. Enthusiasm"



"Expect Success!" "Take Action!"

AND  
**Ron LeGrand**



Our Personal Mentor  
& Great Friend!

### 5 Sellers:

1. Pretty House Seller
  - Getting the Deed/Taking Ownership "Subject to"
  - Seller Financing (often *Free & Clear*, Seller carries mortgage)
  - Sandwich Lease Purchase (Control & Possession, no Ownership)
  - Contract for Deed (Take Ownership when current mtg paid off)
2. Ugly House Seller --Repairs usually over 5% of purchase price
3. Short Sale Seller --Pre-Foreclosure, direct or through Realtor
4. Option Seller --often Luxury Homes, Cash-Out or Auction Exit
5. A.C.T.S. Seller --Overleveraged, owe as much or more than value

### 5 Buyers:

1. Lease Purchase Buyer --can't qualify, non-refundable option deposit
2. Wholesale Buyer --Rehabbers, should have 3 or more on Buyers List
  - find through Investor Groups, Handyman Special ads
3. Work-for-Equity Buyer --Sweat Equity, does repairs at own expense
4. Cash-Out Buyer --can pay all cash or is qualified for new mortgage
5. A.C.T.S. Buyer --long-term lease purchase

### Steps to Success



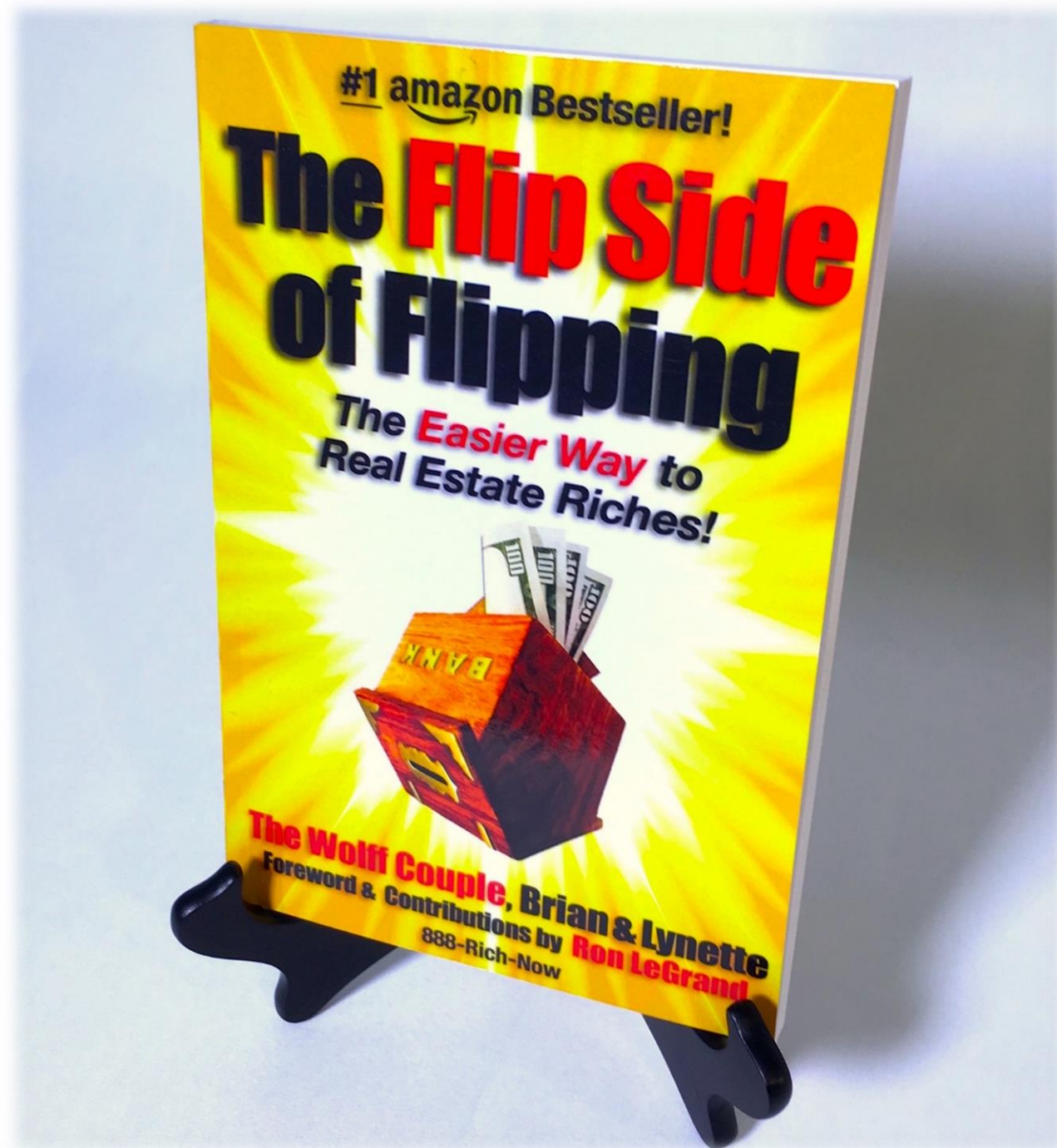




# *The Wolff Couple*

- Veteran 30-year R.E. Investors
- Top National Trainers Since 2004
- Taught Ron's Pretty House B.C.
- Own Video Production Company
- Successful Students Across USA
- #1 Bestselling Book on Amazon

# *The Wolff Couple's*



**#1 Amazon Bestseller!**

**Ron Wrote  
the Foreword  
and More!**

**(+ Audiobook!)**

# 30+ Years in Real Estate

***Lynette*** - Realtor, #1 New Homes Agent,  
Manager of Realtor Office, Investor

***Brian*** - Realtor, #1 Mortgage Broker,  
Manager of Mortgage Office, Investor

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# What is a Real COMP?

- 1. Sold within past 12 Months - *recent better***
- 2. Located within 1 Mile - *no landmarks between***
- 3. Within Range on Square Feet - *<300 diff***
- 4. Similar Features - *Pool, 3-Car Garage, etc.***
- 5. Similar Condition - *not distressed, REO***



# Top 5 Best COMPS Websites

1. DREAMS – Global Publishing, Create Own A.V.M.
2. Ownerly – 2 Valuations Up Front with Confidence Score
3. Zillow – the MUST, best Research Site, Lot Lines
4. Trulia – Useful “Neighborhood Overlays”, For Rents Nearby
5. Total View Real Estate – Has A.V.M., Shows Zestimate