

(socially distant)

Nails & Knowledge

Navigating the Flip
with Clayton Bailey





FOR CE CREDIT:

TEXT YOUR NAME & LICENSE # TO 469-438-3877

VENMO \$15 TO @GreenScene



NAVIGATING THE FLIP

TREC Provider: Green Scene Home Inspections

TREC Instructor: Clayton L Bailey #807

TREC Approved Course #: 39996



Home
Inspections



Who Is Green Scene?

- 3rd generation Inspector
- 6,000 home inspections in DFW
- Home of the video inspection
- Highest rated/reviewed company in DFW
- We use technology to make it easy

Why Are We Here?

- Current state of the market for flip houses & how we got here.
- Things Flippers Do and Don't Do
- Story Time
- Navigating the purchase of a flip house with your client from shopping to closing.



Flipping Houses

250,000 flipped homes

14.4% Government Loans



Flipping Houses

2019



Flipping Houses

- Wall street/Blackstone turnover?
- Airbnb instead of flipping?
- Oversaturation of flippers?





Three D's

- Debt
- Death
- Divorce

Flippers Like Broken Houses

- tenant occupied
- foreclosure auction
- estate purchases

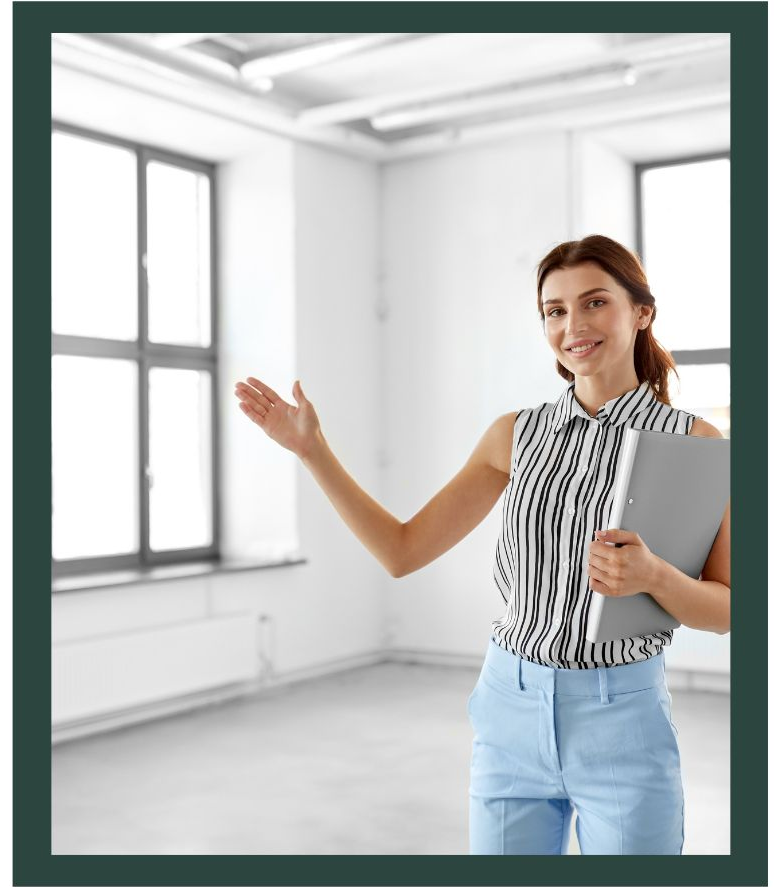


Wholesalers

- what is a wholesaler?
- 3 day option



**Designated
agent who
handles flips?**



Flipping is For Profit



Flippers Formula

PP + improvement is all-in value

+ Fees + Profit (20-30%) =
List Price

The background of the slide is a solid green color. Overlaid on this background are three objects: a light-colored piggy bank on the left, a tube of lipstick in the center, and a red alarm clock on the right. The piggy bank is a classic pig shape with a coin slot on its back. The lipstick is a dark tube with a light-colored tip. The alarm clock is red with a white face and black numbers. The text is centered over these objects.

\$ Millionaire Seminar \$

Flipping Do's & Don'ts

The background of the slide is a close-up, slightly blurred image of several US dollar bills, including \$100 and \$50 bills, scattered across the surface.

do

- find the most distressed property for the cheapest
- 3D's
- find multiple homes in the same area

The background of the slide is a close-up, slightly blurred image of several US dollar bills, including \$100 and \$50 bills, scattered across the surface. The bills are in various orientations, creating a textured, financial backdrop.

don't

- Replace roofs
- HVAC
- Plumbing
- Foundation repairs

The background of the slide is a collage of various US dollar bills, including \$100, \$50, and \$20 bills, scattered and overlapping. A white rectangular box is centered on the slide, containing the word 'do' and a list of items.

do

- Add square footage
- Move washer & dryer
- Replace appliances
- New countertops
- New doors, outlets, paint trim

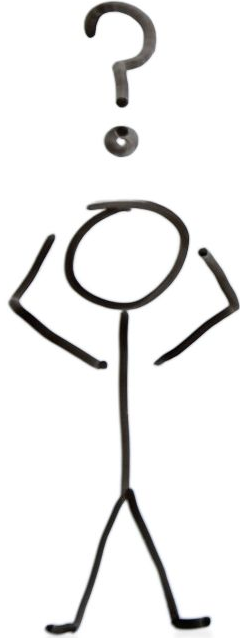
The background of the slide is a collage of various US dollar bills, including \$100, \$50, and \$20 bills, scattered and overlapping. A white rectangular box is centered on the slide, containing the text 'don't' and a bulleted list.

don't

- Have sewer lines tested
- Structural engineer evaluation
- Disclosure, disclosure, disclosure



\$\$\$ = Homeowner nightmare



- **Flipper**
- **Sub-Contracter**
- **Inspector**

Who's liable?

S t o r y

t i m e

LLC Shelter





Are All Flips Bad?

Putting In An Offer

- Top 5: Foundation, Roof, Plumbing, Electrical, HVAC
- Purchase vs List: Flipper's Formula



Winning The Bid

- \$100 for 7-day option
- Ditch the home warranty if everything is new
- Be willing to switch title companies
- Longest option possible



Inspection Time!

- Check list
- Re-inspection
- Receipts from licensed professionals
- Special provisions



Extra Attention to Detail with Flip House
=
Clients For Life

QUESTIONS?



A heart-shaped rock, dark and textured, sits in a field of vibrant green grass. The rock is positioned on the left side of the frame, with its heart shape clearly defined. The grass is lush and fills the background, creating a soft, natural setting. The overall tone is bright and positive, reflecting the 'green scene' theme.

THANK YOU!

from green scene home inspections

We'd love to have you in our fan club!



Knowledge is Power: Realtor Education

CE Courses:

- Smart Homes: Are You Smarter Than the Home You're Selling
- Selling to Different Personality Types
- Setting Up Your Listing For Success
- Shadowing the Inspector: Secrets Behind the Scenes
- What Every Realtor Should Know

Other Courses:

- Leadership Skills & Team Building
- From the Bottom Up: Foundations
- Raise the Roof!
- Electrical Systems: the Shocking Truth
- Plunging Into Plumbing Systems
- How Do Hot Agents Stay Cool? HVAC Systems

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