WHOLESALING, IS IT RIGHT FOR ME?

Considering becoming a real estate wholesaler? Take our brief quiz to see if you are a match for the business. There are no “right or wrong” answers. The final score may help you in determining if you should move forward or not.

How to use: Circle one answer per question. Add the points shown in parentheses. Total your score at the end.

1. **Time you can commit each week to finding and working deals**

- 10+ hours (3)
- 5–9 hours (2)
- 2–4 hours (1)
- Less than 2 hours (0)

2. **Comfort with outreach to sellers and buyers**

- Comfortable making daily calls, texts, and in-person visits when needed (3)
- Comfortable with calls and texts several days a week (2)
- Prefer messages or email only, limited calls (1)
- Avoid sales conversations (0)

3. **Negotiation and problem solving**

- Enjoy negotiating and can stay calm to find win-win solutions (3)
- Will negotiate with some coaching or a script (2)
- Uncomfortable but willing to try (1)
- Prefer not to negotiate (0)

4. **Running the numbers quickly**

- Confident estimating repairs, ARV, and MAO with a calculator or worksheet (3)
- Can do the basics with a checklist or app (2)
- Need practice and guidance (1)
- Not comfortable with the math (0)

5. **Legal and ethical readiness**

- Will learn contracts, disclosures, and work closely with a title company or attorney / agent (3)
- Will learn the essentials and ask for help as needed (2)
- Prefer to figure it out on the fly (1)
- Uncomfortable with legal details (0)

6. **Startup budget and resources**

- $1,000+ available for marketing and earnest money, willing to reinvest profits (3)
- $500–$1,000 available (2)
- Up to $500 available (1)
- No budget at this time (0)

7. **Organization and follow-through**

- Use or will use a CRM, checklists, and a calendar to track leads and deadlines (3)
- Keep organized with spreadsheets and reminders (2)
- Basic notes only, sometimes miss follow-ups (1)
- Disorganized or frequently miss tasks (0)

8. **Resilience to rejection and deal fallout**

- Rejection does not bother me, I can keep dialing and following up (3)
- It stings, but I bounce back quickly (2)
- It slows me down (1)
- It stops me from taking action (0)

9. **Local market engagement**

- Actively building a buyers list and studying neighborhoods, comps, and trends (3)
- Starting to network and learning the market (2)
- Minimal market knowledge so far (1)
- No interest in local market research (0)

10. **Comfort with variable income and uncertainty**

- Comfortable with commission-like income while building the pipeline (3)
- Manageable with a short runway or side income (2)
- Prefer stable income but open to trying part time (1)
- Need predictable income right now (0)

11. **I have adequate transportation to get around my market**

- I have good transportation at my disposal for checking out properties (3)
- I have transportation I can borrow when needed (2)
- My transportation is unstable at the moment (1)
- I do not have transportation available right now (0)

12. **Comfort level with technology**

- I am a rockstar with a computer and have strong internet available (3)
- Not a tech guru but a quick study (2)
- Would have to borrow a computer or go to a public library for internet (1)
- Afraid of new technology and sure where to start (0)

Scoring

- Maximum possible score: **36 points**

Interpretation

- **30–36 points: Strong fit.** You have the time, mindset, and resources. Start active lead generation, practice your scripts, and move a deal to contract in the next 30 days.
- **22–29 points: Good potential.** You can succeed with targeted preparation. Build a buyers list, set a realistic monthly budget, and drill repair estimates and MAO until they are second nature.
- **13–21 points: Needs preparation.** Focus on skills and systems first. Complete foundational training, set up a CRM, save a small budget, and consider partnering or co-wholesaling on your first deal.
- **0–12 points: Not a fit right now.** Stabilize time and budget, improve sales comfort, and learn your market. Consider bird-dogging or a support role while you prepare.

Quick tally sheet

- Q1 ____ Q2 ____ Q3 ____ Q4 ____ Q5 ____ Q6 ____
- Q7 ____ Q8 ____ Q9 ____ Q10 ____ Q11 ____ Q12 ____
  Total: ____ / 36

If you answered honestly and you got a high score, congratulations! You are going to be awesome!

If you got a low score, do not be discouraged! Some people take a little longer to get moving and there is always more than one path. Here are some options:

1. You now know the areas in which you may need some improvement. (Nobody is a pro at everything from day 1) (No worries)
2. You can study more, sign up for training or coaching with someone. (Always a good option)
3. Partner with someone until you feel more comfortable.
4. Start out being a bird dog.

   And finally,
5. Wholesaling may not be for you and that is okay. There are many other paths in the real estate industry for you to be successful. (Again, no worries just get started on a path!)

If you need help feel free to reach out to Owners Express Services and we will be glad to answer any questions possible. info@ownersexpressservices.com or www.ownersexpress.com