

5 Places To Find Home Buyers Now

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Where are the end home buyers for your real estate deals now?

For several reasons we could see a new surge in home buying over the months ahead. So how will you take advantage of the potential for more business and smash through your 2017 goals fast?

More Home Buying Activity Ahead?

Between a new bullish outlook on real estate following the U.S. presidential election, anticipation of higher interest rates, looming tax deadlines, and a generation of ex-homeowners now seeing their credit bounce back after the 2008 crisis, there could be more retail home buyers, investors, and funds looking for properties over the next few months.

You've probably already set bigger and better income and transaction goals for the new year. With the best transaction funding investors can really do an unlimited amount of deals. The key is having the end buyers lined up to flip them to. So where do you find the buyers now?

China

Despite what Trump has said, we know he has worked heavily with Chinese investors before. New data shows China continues to grow its investment in the US by billions of dollars. With ongoing questions over the future of Asian real estate, and a brighter outlook for America, don't be surprised if Chinese buyers and investors continue to be one of the most impactful factors in the market in 2017. A smart way to get ahead of the competition here could be utilizing Google ads to reach buyers abroad.

Crowdfunding Portals

Crowdfunding has been swelling in popularity. It may not be as easy to raise money on these portals for the masses, as hoped. However, those that have been successful continue to have a lot of capital to deploy. Look for these buying sources and get right to the money without worrying about launching your own crowdfunding campaigns. They need the inventory. If you can provide it you might have a match.

Note Buyers

There is still a significant amount of distressed property and paper out there. However, those numbers are likely to keep shrinking. Some note investors may need to begin augmenting their deal flow and incomes by investing directly in bricks and mortar. Many already have the capital to make acquisitions.

Lead Lists

Acquire new targeted lead lists of qualified buyers. Data vendors may have lists of those who recently applied for mortgage loans, data by credit score, and more detailed information on investment appetite and strategy. Use them to send emails, direct mail, or call.

Realtors

Don't dismiss real estate agents. They cultivate big buyer lists and would love to serve them up fresh deals. Just price in whatever commission rates you negotiate and create more win-win scenarios.

Authored by Best Transaction Funding BestTransactionFunding.com is the leading source of transactional funding and 100% financing for property wholesalers in the United States.

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