



# REAL ESTATE INVESTING MASTERY

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Real Estate Investing Podcast

## Doing Massive Amounts of Deals in the Carolinas, Part 1

*Hosted by: Joe McCall*

*Featuring Special Guest: Larry Goins*

- Joe McCall: Welcome, this is the Real Estate Investing Mastery podcast. Hey everybody. Welcome to the Real Estate Investing Mastery podcast. I'm excited about this. I'm glad you're here. I have a special guest today and I just want to jump right in. His name is Larry Goins. He's a friend of mine. I remember when I was getting started in real estate watching Larry's Webinars, reading his books, going through his Filthy Riches course, and I really, really looked up to Larry and I still do, even though
- Larry Goins: I was about to say what's changed.
- Joe McCall: Larry is now a good friend. We're in same Mastermind together and Larry is just a down to earth genuine guy. I don't know very many other people that care is passionately about his students, about his business as he does. Larry still does a ton of deals. He's very active in real estate and he does a lot of deals. Virtually. Larry, I remember you doing those webinars way, way back. I'm not, and maybe it's not that long. He goes like 10 years ago. And um, you would do these webinars and you would show all these different bookmarks on your browser that you would go to get properties, to do property research to make offers and all that stuff. Do you still do that?
- Larry Goins: You know what, man is kind of funny. Even when I was even doing that before it was webinars versus I would have to give out the links verbally. Yeah.
- Joe McCall: Feverish. Writing down notes like, oh, that's amazing. That's awesome. That's awesome. You're giving away so much good stuff. But how are you Larry?
- Larry Goins: Man? I am good. How about yourself?



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- Joe McCall: Doing really good. I'm awesome. And I hope we, if we have technical difficulties here, we will just pick it up from where we left off. So I want to dive right in. Larry, you're in Charlotte, South Carolina area, right?
- Larry Goins: Well, I'm sure I'm right across the state line. I'm in South Carolina right across the state line from Charlotte, North Carolina. I'm in a little town called Lake Wylie, South Carolina, which you will be coming to next week.
- Joe McCall: I know. I'm looking forward to seeing you there. That'll be a lot of fun. I actually, we're going with the, I'm going with Sean, Sean, a friend of ours mutual friend, and I can't wait to give him a hard time on the flight. I already got some practical jokes. I'm going to. I got scheming in my head. I'm going to do to him.
- Larry Goins: We're looking forward to having you guys. It'll be a lot of fun.
- Joe McCall: Good. Thanks Larry. The, you've been around for a long time. You've been doing deals for a long time and you've been teaching for a long time. When did you get started in real estate?
- Larry Goins: You know what, Joe, that's a funny story. I've been doing real estate over 30 years. My very first deal was 1986. It was an FHA, non-qualifying assumable loan and yes, they used to have those. You could simply contact FHA, you could get the paperwork right. They had to mail it to you, you filled it out, signed your name, and you could assume a loan and they never even pulled your credit. That is amazing.
- Larry Goins: Yeah, they stopped those in 1978 I believe, and uh, there were still a few of them left. Drove over in the nineties until eventually all of them paid off.
- Joe McCall: Why did, why did they change that? Do you remember?
- Larry Goins: There was a lot of abuse. People just taken over the loan. They weren't, they weren't personally liable, you know, for the loan. And a lot of people started taking over the loans. They would collect rent and never make a payment. So they stopped that.
- Joe McCall: Wow. Yeah. That I heard people also used to like assume it multiple times and good times. It was, it was hard to find, you know, how hard it was. Hard to find who actually



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had the mortgage anymore. Well, you know, that is the government for you. Right? So a 30 plus years ago and did, how did, how did you get started? Was it a late night infomercial or something

Larry Goins: It was, it was back in the mid-eighties. And I, uh, I went to a, a, a solid infomercial on TV from a guy named Tom Vu. Vu.

Joe McCall: Oh yeah. Well, you can see his Youtube is a bunch of videos on youtube.

He used to have this infomercial of him standing on the front of a bunch of girls around him in Bikini's and his infant, our show was, you know, I come to America with no money. If I can do real estate, you can do real estate. Come to my seminar. I'm looking at it right now. It's hilarious.

Larry Goins: I was there, man. I went to the, I went to the preview that I signed up for the three day. And uh, you know, the rest is history, so I don't only teach this stuff like you. I'm a, I'm a firm believer in education.

Joe McCall: He's got a video here called you deserve to be broke or is he still around? What's he doing these days?

Larry Goins: Last I heard he owned some pizza, maybe in Florida or something.

Joe McCall: Did he get in trouble with the government, the FCC or something?

Maybe. I don't know. I think a lot of those guys did way back in the day.

Joe McCall: There's even a family guy parody of Tom Vu.

Larry Goins: Really?

Joe McCall: Yeah, totally funny. So. Wow. And if any of you are curious to know what we're talking about, just go to YouTube and do a search for Tom, the you and he's got these videos on there with a lot of bikini women. Okay.



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- Joe McCall: But here you go. You're out there. You're watching a late-night infomercial from some guy and uh, you, you, you drank the Kool-Aid I guess. Right? But look where you are now. I mean, maybe it was a good thing you saw that infomercial back then, do you think?
- Larry Goins: Absolutely, absolutely. I mean, listen, I've never been an academic person. I, uh, I made c's and d's and school and in fact, as soon as I could get on the, I called it the work release program where you could leave school early to go to a job. That's what I did. And I worked two jobs. I drove a school bus, you know, and then I also, I also worked at a job, a second shift job and in fact that I bought and paid cash for my own car. And I remember years ago when my mom and dad wanted to buy a house on the lake, I actually loaned them the down payment for it because I was working all the time and saving my money.
- Joe McCall: Okay. Yeah. Well then what, what kind of real estate were you doing? Were you, were they teaching wholesaling or lease options or owner financing back then in the eighties?
- Larry Goins: You know, it's, it's Kinda crazy, you know, there was no regroup, there was not a lot there. There wasn't any real estate investors association. There were only a few people back then doing real estate seminars like Robert Allen, Tom Vu, and uh, you know, a couple of other ones. There were some late night infomercials. Uh, but, but that was about it. There wasn't a whole lot out there, you know, I went and got my real estate license.
- Then I eventually got my contractor's license. I started building houses and um, you know, I did a couple of fix and flips. I didn't really like that. And uh, and I got into wholesaling and a years ago, probably back in the nineties, I wholesale to house that I'd never seen before and I was able to buy it and sell it. And now I never met the seller. I never met the buyer. I didn't attend the closing. And I'm thinking, wow, wait a minute, I just did this deal about phone, fax, FedEx, email and internet. I got to figure out how to do that again. And that's when I wrote the book getting started in real estate day trading, how to buy and sell houses the same day using the Internet.
- Joe McCall: And when was that? What year was that?
- Larry Goins: Uh, I wrote that book back in 2000, maybe six, seven, something like that.



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Joe McCall: And that was your first book?

Larry Goins: That was my first book. Yeah.

Joe McCall: Wow. Okay.

Larry Goins: Available wherever books are sold. Remember that book?

Joe McCall: I don't know if I ever bought it, but, um, you've written several books since then. So Larry, talk about, let's talk about what you're today you're doing. You've been doing deals virtually for a long time. I mean, you're probably one of the original people that I can think of that we've been doing deals virtually outside of your market long before it became popular. Talk about that a little bit. What'd you like? How did you get the idea that you could actually start wholesaling deals and you know, in cities that were a couple of hours away from you?

Larry Goins: Yeah, well that very first deal, you know, I was putting out bandit signs and I was putting out bandit signs and do a little direct mail and stuff, but I got a call from a lady named Rochelle and Rochelle says she saw one of my sons, she was passing through town and she said, I have a house over in whatever the name of the town is. I can't even remember the name of the town, but she said a house have a house over there. And she said, my grandmother gave it to me and she was wanting \$15,000 for it. So, you know, it was three or four hours away. I mean, at that time I was an only parent. My wife had just passed away. My daughter was four years old and so I was working a full time job and, and, and I was trying to do real estate on the side and, and you know, I mean because I've done construction and done some other stuff in and out of real estate, but I did this deal.

Larry Goins: I made her an offer of \$2,500. I mean, can you believe she didn't hang up on me? Right. She would have been 15,000 and the house had a couple of tenants in it. They were hardly ever there. So she called me back a couple of days later and she said, Larry, if you'll give me \$3,000, I'll take it. So I had her send me some pictures and uh, I mean she got one of those little disposable cameras, went over there, took some pictures. I had to go to CVS and have the film developed. Right. This is, this was years ago before people used to email pictures and stuff like that. But, um, but, but yeah, so, so she sent me the



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pictures. I'm like, okay, here's the name of my attorney. You call her up and uh, and, and find out when to go over there and sign the papers and collect your money.

Larry Goins: So that's what she did. And then I got to thinking, well, you know, what am I going to do with this house? I've never seen the house. I mean she was asking them 15, I paid her three, I probably can't get hurt. So I sent out some emails to some local realtors in the area and I said, I'll take \$15,000 for this house and I'll pay you \$3,000 real estate commission. Wow. Now \$3,000 is the same as a three percent on \$100,000 house. So I figured, you know, hey, you know, it'll go pretty quick and, and a bunch of realtor's email me back, you know, hey, yeah, I can sell it for you. Here's the listing agreement for six months. I don't want to wait six months. I want to move this thing right now. So one agent emailed me back and they said, for \$12,000, I'll just buy it myself, right? So, I get the paperwork in the mail from an attorney and FedEx with the return FedEx envelope. I sign it, I send it back. The next day I get another FedEx with a check for \$12,000. That was the deal I mentioned at the beginning. I'm thinking, wait a minute, I just bought this house. I never met Rochelle, never met the tenants, never, never met the buyer, never went to the closing. I did all my business by phone, fax, FedEx, email and internet, and I got to figure out how to do this again.

Joe McCall: What did you do then after that to kind of grow and do more deals like that?

Larry Goins: Yeah. Started figuring out how to, how to automate, how to systematize. I read books, Joe. This was way back. I read books like hypergrowth. I read books like business at the speed of thought by Bill Gates. I remember that. And just a lot of books like, like uh, the E Myth by Michael Gerber who ended up writing the forward for my book. Getting started in real estate day trading. Really? Yeah. He wrote the forward to it because I sent him a manuscript and I said, and I told him, I said, Michael, I have real estate where you can create a business out of it instead of a job, and he read the manuscript. I said, would you write me a quote? And he actually called my office and said, wow, you have any missed real estate. How about I write the forward for you? And that's what he did. Yeah, it was pretty cool.

Joe McCall: I did not know that.

Larry Goins: Yeah.



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- Joe McCall: All right. So then, um, what are some of the automation tools that you started using? What I'm curious to know, like how has that kind of changed over time as well? Like let's, let's before we talk about what you're using today, what were some of the things you started using back then before there was. I don't think Zillow was around back then, was it?
- Larry Goins: No, no, in fact it's like I used to say phone, fax. Who uses fax anymore? Right. Nobody. Phone, fax, FedEx, email and internet. We, we, you know, now you can DocuSign everything we used to use FedEx. I use FedEx, this, the docs, we would have a notary in the office or, or, uh, go to the bank and sign stuff in front of a notary and FedEx it back. We don't even do that anymore. Now what we do is they either dot sign it, send it to us to signed via DocuSign or write signature, one of those, or we just give the attorney a limited POA to sign for us.
- Joe McCall: Okay. Do you ever use a mobile notaries?
- Larry Goins: You know, it's very, very rare we have to do that. The only time you really have to use a mobile notary is if you have a seller that maybe doesn't have an email or they don't know how to figure out Docu sign and you have to have a mobile notary hand deliver the documents and get them to sign it and they notarize it and then they send it back to the attorney.
- Joe McCall: Okay. So you might do a. If you're buying a house 200 miles away, are you saying you will close on it? Add a title company at that, in that city?
- Larry Goins: Yeah.
- Joe McCall: No. What we try to do now, now we have done deals in 12 different states, but I focus on the Carolinas. Okay, so we have an attorney in North Carolina and we have an attorney in South Carolina that will cover the whole state. They have abstractors that they can reach out to and about any county to pull title and then we use the same attorney or title company in, you know, like one in North Carolina and one in South Carolina and they cover the whole state. Yeah, yeah. That's cool. And those details, you just leave it to them to figure out. Right. It's not even. You don't even worry about that.



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- Larry Goins: Yeah. Yeah. I've got A. I've got a girl that does closings. She makes \$250 to do a closing and then I've got the acquisition guy. He's dealing with the seller, keeping the seller pushed along, and then I've got a sales guy, Dan, and he's selling the property, so he's pushing the buyer along. So between the three of them, they all have a vested interest, so they're pushing the deal to get it closed. Two deals right now. One of them that has title issues that has a, um, for some reason they can't find an old mortgage that was paid off years ago that was still showing as outstanding, so they're working through that process right now and believe me, everybody in the office is pushing and making phone calls to previous attorneys and banks and lenders trying to get everything they need to try to get that deal closed so they can all get paid.
- Joe McCall: Wow. Okay. Well, let's talk about 10 years ago, this was 2008. How are you finding your deals then?
- Larry Goins: Great question, man. Great question. I was doing a lot of mls and a lot of Hud right back then, you know, in like seven, eight and nine. The market started tanking and there was a lot of foreclosures out there. The real estate market was down, but man, I'm telling you like nine, 10, 11, 12. Those were some of my best years and we had a ton of deals. I mean I remember one December, I think this was in 2012 in December, 2011. Twelve, 13, somewhere around there. December we bought 23 hud houses in December. Just Hug, right? Yeah. There was no.
- Joe McCall: Was there just no competition back then or what? What, what made you, how? Why was it so easy?
- Larry Goins: And before I wrote the book about buying Hud houses for pennies on the dollar as you did teach the entire.
- Joe McCall: Wow. Alright. So. But it was easy. There wasn't much competition and then people started. More. People started doing it.
- Larry Goins: Yeah. Yeah man. Listen, I'll be the first one to tell you. If it was easy, everybody would be doing it. It's not even in the book. I give people spreadsheet they can use to, to help analyze the deals. It has links to Zillow, links to Trulia, links to Hud, home value.com, Hud, home store.com. All they have to do is export the list from, from Hud home store.com, import it into the spreadsheet and start analyzing deals and then have a va



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sit in front of the computer for an hour or two a day and put in bids. That's all you have to do with Hud, but there's a lot of people out there that won't take the time or energy to follow through and do anything. Right.

- Joe McCall: All right. So, um, back then when the market was crashing and everybody's running to the hills and freaking out, were you holding these properties or were you wholesaling them? Flipping them?
- Larry Goins: You know, we were doing primarily wholesaling and that's what we still do today. We went through a time when we were primarily seller financing properties. Um, but you know, the thing with seller financing properties is if you do enough of them, you are a dealer, then you end up paying taxes and, and I don't want to pay any more taxes than I have to pay my fair share, but not anymore. So now what I do is I sell or finance and retirement accounts and our wholesale everything outside of retirement accounts, unless I'm just going to keep it, if I'm going to keep it as like a lease option property, which we do. Some of those, you know, I, I'll keep it outside of a retirement account, but if I'm going to sell or finance it, it's going to be in, in a retirement account so I don't have to worry, I say retirement account, like an IRA or a four, zero one k or even an Hsa or Esa. So that's a tax advantage account. So that way I don't have to worry about the dealer status.
- Joe McCall: So why? What'd you do seller financing in a self-directed account but not a lease option in a self-directed account.
- Larry Goins: I could do a lease option. Is Self-directed account? I absolutely could. There's a lot of people that will tell you don't own real estate in your retirement account. They'll say, oh, notes into retirement account. So I will do lease options and seller finance in both in retirement accounts. But if I'm gonna sell or finance it, it's not going to be outside of a retirement account.
- Joe McCall: Okay. So the big key is you don't want to have dealer status inside of an IRA. Self-directed account.
- Larry Goins: Yes, yes, yes. Yeah. That is. Now you can have dealer status inside of a retirement account. You can have a, you know, you can buy and sell, buy, sell, buy, sell, but just understand you're going to pay what's called Ubit, unrelated business income tax. Right.



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Which ubit is not bad, you know, because even after you pay the tax, your profit is still in the retirement account, right? Sure. Yeah. But there's other ways to do it. Just, you know, guys seek, seek wise counsel and something like that. Find somebody that knows what they're doing that can, that can help you if you're going to start flipping a bunch of houses in your retirement account. I mean, I was talking to somebody just the other day that was doing some things and I'm, I'm thinking to myself, man, I listen to anything will work until you get caught. Right. Just, you know, I mean that's one way to put it, right? You know, people say, can I do this, can I do that? What about this? Well, you know, anything, we'll get you anything will work and I say until you get caught, you know, but really what I should say is anything will work until you're challenged, right? Until somebody challenges you. When somebody challenges you, then you have to be able to prove your case and all that, you know, whether it's, you know, it's an irs audit or a lawsuit or whatever, you know, there's a lot of self-directed IRA companies out there.

Joe McCall:

You don't have to tell us who you are using now if you don't want to. But my, my other question is like how many different IRA companies have you used in the past or maybe thought were good but then turned out to be horrible because I hear so many horror stories of certain IRA companies that every, you know, it was awesome. Everybody's raving about them and then, you know, six months later everybody's complaining about them. Does that make sense? What I'm saying?

Larry Goins:

It, it really does. And most of what you're probably talking about are the people that are promoting the checkbook are raised and stuff like that. They're not even really IRA custodians. They're promoters that that cell you own a checkbook ira or something like that and charge a lot of money. And don't get me wrong. I mean, I have those as well. You know, I've used trust IRA trust, I've used Ira Llcs, but you gotta make sure you do it the right way and set it up the right way. For example, uh, there's a lot of promoters out there, Joe, you know this, that will tell you, oh, you can have check book control over Your Ira. Well, let me tell you something, if you set up a checkbook Ira and you are the member or your Ira as a member and you are the manager and your sign and everything, you know, like I said before, anything will work until you're challenged you. If you're gonna, do it, do it the right way, and your Ira should be the member, but you should have an unrelated, non-disqualified person to be the manager and sign everything.



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- Joe McCall: Okay? That's very important, very important, but we are not experts, so we're not giving you tax advice given any kind of legal or tax advice. Seek your own professional. Is there a good IRA company recommend right now to people?
- Larry Goins: Uh, there's three I like. Okay. There's three. I like, uh, the biggest one is equity trust. Now Equity Trust has had a lot of grief over the years about they're slow to respond and you know, they take a long time and stuff like that. They have gotten better. In fact now they have a portal where they can, you can log in and have them issue a check to like a, uh, a repair person or to pay a utility or pay bill or something. So they do have that as well. So Equity Trust, which is trust, etc. Dot com. The second one, I really like his quest ira, quest ira, they're based in Texas. They're nationwide. I know Quincy, the owner very well. Quincy long. He's a good guy, good friend. And uh, the, they're really good to work with. Anne Marie is my account manager. She's really sharp and I'm also a, I like camera plans, cam a p, l a n doT com and I know Carl Fisher, the CEO of camera plan in fact camera. The name comes from carl and maria, his sister, so carl and Maria, they started camera plan and carl's a good friend of mine and he and his wife and my wife had. I've been on many vacations together, been deep sea fishing together down in the Caribbean many times and uh, he's a great guy and he knows a tremendous amount about self-directed investing.
- Joe McCall: Okay, cool. Let's go back to finding deals. Larry, you know, things were really hot and easy to find. Excuse me. It was relatively easy back then to find deals on the mls or on hud. Then it got more challenging, but you're still finding deals on the mls and hud, right?
- Larry Goins: Yes. Not as many on the mls as hud steel. We, uh, we've got uh, uh, somewhere between 12 and 14 deals on the board right now. And I think six of them are hud houses. So we're getting anywhere from like three to six a month. Something like that from hud. Not a lot, but you know, still like one of the deals we have on the board right now, it was listed for two 95 and then they dropped it to two 62 and they accepted our bid of 1:30 3:33. It's half right. So or just, you know, whatever. Little over half, but still 1:33. We wholesale that house for 1:50 to a fix and flip investor. He's going to put about 25 in it and then he's got to retail the house.
- Joe McCall: Wow.



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- Larry Goins: Yeah. So we're still getting those kinds of deals. But just here, here's the deal. And in my book, a hud homes, half off, I talk about, I mean like for example, joe, I bid on every hud house every day in north and South Carolina. Every one of them. But guess what? I never buy one in charlotte or in Columbia or Raleigh or Greensboro, you know, all the big, major mss. All my houses that they accept, my bids are in small towns outside of those areas. And why is that? It's because there's not a lot of people bidding on those houses, so they settled the market 30, 60, 90 days. They start dropping the price and they don't get any bids and then all of a sudden they take my bid. Right?
- Joe McCall: Yeah. So then, um, by the way, I met hud home store.com website right now, and it says that site's gonna be down from July one to July 4th.
- Larry Goins: I'm not surprised. Every once in a while they do some of that. They actually just changed all their asset managers about a year ago. And, and like in North Carolina, all the properties with the zero for about a week or two. And then they started slowly adding the new asset managers started slowly adding them.
- Joe McCall: Wow. All right. So you know, you're doing two or three heads a month, I think. You said. How many offers are you making a day on average in those two states? To get two or three hubs a month.
- Larry Goins: All of them know how many offers a day a. Well, in South Carolina there's usually somewhere between 35 and 45 properties available at any given time and in North Carolina probably around 50 or 60 available. So, we're making an offer on all of those unless we've disqualified that property and said we don't want this property at any products. Right?
- Joe McCall: Yeah. And so you're buying these properties way out in the sticks and a,
- Larry Goins: Well, not too far. One of our criteria is we want to look and see how far the local Walmart and home depot or Lowe's is. We don't want to be more than, than a 15 or 20 minute from a Walmart or home depot.
- Joe McCall: Interesting. Okay. And then, uh, your, these are, you're not going to look at the house or inspect them, you're just making offers. And if the numbers work, you're buying it.



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- Larry Goins: Well, here's what we do. Here's our model in a nutshell. Okay. We, once we get a bid accepted, we go out and we send somebody out to look at it. It's either our sales guy or somebody local that we have go out. They go out and they take about 100 pictures of the house, you know, every room, any repair areas, all mechanical items, all four sides of the house, and the outbuildings or garages or carports street view both ways. I mean if there's a hole in the wall behind a door where a door knob put a hole in the wall, we're going to have a picture of it. If there's a crack in the foundation, we're going to have a picture of it. If there's a stain on the ceiling, we have a picture of it, right? And then what he does is he takes the video starting at the front door, walking in the house, walks you through the entire house, you know, this is the kitchen, blah, blah, blah.
- Larry Goins: Here's the bathroom, here's the first bedroom, second bedroom. And so we have that, those pictures and that video. And then while he's there, if, especially if it's our sales guy, dan, we call them an asset manager, right? Because he disposes of the assets. So if, if it's dan, he's already taken about 20 5:30 signs with him that say handyman special. And he writes in the number of bedrooms and baths, it'll say like bed and ba for bed and bath. He'll writing like three bedroom, two baths and then there's two blanks and two words. It's blank and it says worth and then blank and it says cash price. In other words, like it might say \$250,000 worth. And then it'll say, you know, \$150,000 cash price.
- Joe McCall: And that's, that's. So he, you don't start. How quickly will you close on the home?
- Larry Goins: We try to close them on the same day. It doesn't always work out that way. Some of them we keep a couple of days, some of them we keep a couple of weeks. Occasionally we might have to hold one for a month or so like we have two right now that we're selling. The people actually got a conventional loan to a to buy it. So it's taken them about 30 days to get all that through and close, you know. But I mean we're not making a lot of money on the deal. Maybe \$15,000, but still, you know, it's a buyer and we're going to be closing on it, so that's okay. And we didn't have to do any rehab, which is key.
- Joe McCall: Yeah. Larry out. Can we split this into two parts? Sure. Good, good. Because I know we're just scratching the surface. I want to ask you more about different types of ways you're finding deals. Uh, but we are out of time and you got a meeting. I got a meeting.



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So real quick though, how can people get ahold of you? How can they get some of your books that you were, that you've been talking about?

- Larry Goins: Yeah, they could go to LarryGoins.com. There's some links on there where they can get a free copy of my hud homes, half off book. If they want it, they want me to ship it to them. It'll be a little extra. But if you want the digital download, it's free. IT comes with about \$40,000 spreadsheet that, uh, that I paid a guy to, to create, to be able to keep track of all of our hud deals. But LarryGoins.com.
- Joe McCall: Yep. I'm looking at the site. Looks really good. You can get a bunch of different information on your books, your training and your material. So. And you also have a podcast, right?
- Larry Goins: I do actually have two of them. I have one called Brag Radio and brag stands for be rich and generous where we teach people how to invest in real estate and encouraged them to go out and be generous and help others with their time and their resources. And then our other podcast, which you're getting ready to be on very soon is called Brain Pickup Pro. It's all about us interviewing other people and sharing what they're doing in their own real estate business and in their own market. And I'm looking forward to get to you on brain pickup, bro.
- Joe McCall: Yes, right. We'll probably do it next week. All right, so I'm Larry. I got to jet. I appreciate you taking the time guys. LarryGoins.com. We're going to schedule a part two talk. I want to dive deeper into this strategy and how he is buying them, how he's selling them, and how he's getting vas because VA's, his VA's are doing all of this pretty much making these offers for him. So how does he do that?
- We're, we're going to talk about some of the other strategies is using to find these deals, how he's selling them, how he does this, virtually. How he kind of keeps it all together because he's got so much going on. But uh, thanks again Larry. I sure appreciate it.
- Larry Goins: No problem. Thanks a lot for having me. I look forward to it and I'll be seeing you next week.
- Joe McCall: Yep. Alright guys. Thank you, Larry. See you guys later. Bye bye.



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