

STRATEGIC REAL ESTATE COACH PRESENTS

14 WAYS TO FIND QUALITY CONTRACTORS

I've made millions of dollars flipping rehab properties since 2003, even though I can hardly swing a hammer. My secret? Finding good, reliable contractors... who consistently come in at (or below) budget... hit their deadlines... and add thousands of dollars of EXTRA profit to these real estate deals. A good contractor is an essential ally that every real estate investor needs to have. It's your secret weapon that's going to allow you to quickly sell properties for MAXIMUM value.

#1 HOME DEPOT AND LOWE'S CONTRACTOR DESK BETWEEN 6-7AM

Grab a coffee (sometimes they even have it there for free!) and go hang out at your local Home Depot or Lowe's to meet all the best contractors who are showing up early to buy supplies for their jobs.

#2 YOUR LOCAL REIA CLUB

Heading to your local Real Estate Investor Association Meeting is a great place to find contractors or at least get leads on a good one. If you aren't currently a part of your local REIA Club, find one here. If there isn't one near you, go to any and every real estate function you can attend, and while there, find out who the rehabbers are in your area and who they use for contractors.

#3 DRIVE THROUGH NEIGHBORHOODS

If you see a crew working at a house stop in and see if you can check out their work and maybe get their contact information.

#4 FUNDAMENTAL GROUPS

Look in your area for local Amish groups that do really high quality carpentry.

#5 YOUR LOCAL BUILDING DEPARTMENT

Here you can find a list of contractors that are already approved to work in your city. In cities where this is a lot of renovation work happening, contractors have to get approved and submit their paperwork to the city to be able to do work there. The city will have a whole roster of plumbers, electricians, carpenters, roofers, etc. that are all approved and ready to work.

#6 ADVERTISING ON CRAIGSLIST

Make sure to specify in your ad that if they are going to respond, they MUST send you a resume and samples of work they have completed in the past.

#7 MATERIAL SUPPLY HOUSES

Places like Building 9 or Menard's that just sell materials usually have a roster of contractors that buy materials in bulk.

#8 BUILDERS

Builders use subcontractors to do a lot of work under them. In the winter or during slow seasons, the builders can't keep all their subcontractors busy, so they will usually gladly refer you to them.

#9 REALTORS

If you know a realtor who does a lot of REO work or lists a lot of HUD homes, they can probably refer you to contractors they use when they get a bank-owned home that needs work.

#10 NARI.ORG

The National Association of the Remodeling Industry is an organization of high-quality remodeling professionals connects homeowners with its professional members and provides tips and tricks so that the consumer has a positive remodeling experience.

#11 LOCAL HOME BUILDERS ASSOCIATION

Your local HBA's mission is to enhance their members' ability to meet the housing needs of the general public by providing superior services and benefits to those engaged in the home-building industry. If you are a full-time real estate investor who works on big rehabs, you should seriously considering joining your local HBA chapter.

#12 CALL POSTED SIGNS

Anytime you see a sign in a front yard from a company that says they just completed work there, call the number on the sign and find out who did the work.

#13 ANGIE'S LIST

You can register for an account on Angie's List, which you can pay for a basic membership monthly (\$3.75) or yearly (\$9.99) and have access to a variety of service providers in your area.

#14 HOMEADVISOR.COM

It's a service like Angie's List, but HomeAdvisor.com is free! They make it easy to find local pros who specialize in exactly the type of work you need done. Just give them a few details about your project and they will match you to the best pro for the job. They also offer a detailed True Cost Guide that helps take the guesswork out of budgeting and most pro's on the site have reviews you can read to see feedback of their past jobs.

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