

# Wholesaler Contract Pack

## Introduction

This **Wholesaler Contract Pack** is designed to provide real estate wholesalers with comprehensive, legally sound, and easy-to-understand documentation for their transactions. It incorporates current legal standards, best practices in real estate wholesaling as of 2026, and aims to simplify complex contractual language for clearer communication and reduced risk. This pack also includes guidance on leveraging artificial intelligence tools to streamline contract management and overall workflow.

## Disclaimer

This publication and the included sample contracts are intended for informational and educational purposes only. While efforts have been made to ensure accuracy and alignment with current real estate wholesaling practices and legal trends as of 2026, this information does not constitute legal, financial, or professional advice. Real estate laws and regulations vary significantly by jurisdiction and are subject to change.

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## Quickstart Guide to Wholesale Deal Structuring

Real estate wholesaling involves securing a property under contract and then assigning that contract to another buyer for a fee, or executing a double closing.

Understanding the various methods and their implications is crucial for successful and compliant operations. This guide outlines the primary strategies for structuring wholesale deals, highlighting their pros and cons.

## **Method 1: Buy it and Re-Sell It (Double Closing)**

**Description:** In a double closing, the wholesaler acts as both a buyer and a seller in two separate, back-to-back transactions. First, the wholesaler purchases the property from the original seller. Immediately after, or within a very short timeframe, the wholesaler sells the property to an end buyer. This method requires the wholesaler to temporarily fund the first transaction, even if for a brief period.

### **Pros:**

- **Undisclosed Wholesale Fee:** The wholesale fee is typically not disclosed to the end buyer, as they are only privy to the second transaction.
- **Legal Clarity:** This method is generally considered more legally robust in states with stricter wholesaling regulations, as the wholesaler takes equitable and often legal title to the property, mitigating concerns about unlicensed real estate activity.

### **Cons:**

- **Funding Requirement:** Requires access to transactional funding or cash to close the first transaction, even if for a short duration. This can be a barrier for some wholesalers.
- **Increased Closing Costs:** Involves two sets of closing costs (one for each transaction), which can reduce the overall profit margin.

- **Logistical Complexity:** Managing two separate closings simultaneously can be more complex and requires precise coordination between all parties and title companies.

## **Method 2: Assignment of Contract (Single Closing)**

**Description:** The assignment of contract method involves the wholesaler entering into a purchase agreement with a seller and then assigning their rights and obligations under that contract to an end buyer before closing. The end buyer then closes directly with the original seller, and the wholesaler receives an assignment fee for facilitating the deal.

### **Pros:**

- **No Funding Required:** The wholesaler does not need to use their own funds or secure financing to purchase the property, as the end buyer steps in to close the original contract.
- **Lower Closing Costs:** Typically involves only one set of closing costs, as there is a single transaction between the original seller and the end buyer.
- **Simplicity:** Generally a simpler process with fewer logistical hurdles compared to a double closing.

### **Cons:**

- **Disclosed Wholesale Fee:** The assignment fee is usually disclosed to the end buyer, as it is part of the closing statement. Some sellers or buyers may object to the size of the fee.
- **Legal Scrutiny:** This method has faced increased legal scrutiny in various states, with some jurisdictions requiring specific disclosures or even real

estate licenses for wholesalers engaging in assignments. It is crucial to understand and comply with state-specific regulations.

- **Contract Assignability:** The original purchase agreement must explicitly allow for assignment, or the seller must consent to the assignment.

## **Method 3: Option Agreement**

**Description:** An option agreement grants the wholesaler (optionee) the exclusive right, but not the obligation, to purchase a property from the seller (optionor) at a predetermined price within a specified timeframe. The wholesaler pays an option fee for this right. During the option period, the wholesaler can find an end buyer and then either exercise the option themselves and immediately sell to the end buyer (similar to a double closing) or assign the option agreement to the end buyer.

### **Pros:**

- **Control with Minimal Risk:** Provides control over the property without the obligation to purchase, reducing financial risk for the wholesaler.
- **Flexibility:** Offers flexibility in finding an end buyer and structuring the subsequent transaction.
- **Potential for Higher Profits:** Can potentially lead to higher profits if the property value increases or a motivated buyer is found.

### **Cons:**

- **Option Fee:** Requires an upfront, non-refundable option fee paid to the seller, which can be a sunk cost if an end buyer is not found.

- **Market Dependency:** Success is highly dependent on market conditions and the ability to find a suitable end buyer within the option period.
- **Legal Complexity:** Option agreements can be more complex to draft and understand than standard purchase agreements, requiring careful legal review.

## **Emerging Method: Novation Agreement**

**Description:** A novation agreement is a legal instrument that replaces an existing contract with a new one, effectively substituting one party for another while maintaining the original contract's terms or introducing new ones.

In real estate wholesaling, a novation can involve the wholesaler entering into an agreement with a seller, and then, with the seller's consent, substituting the end buyer into a new contract with the original seller. This differs from an assignment where the original contract remains, and only the rights are transferred.

### **Pros:**

- **Transparency and Legality:** Novations are often viewed as more transparent and legally sound than assignments, as all parties explicitly agree to the new contractual relationship. This can help navigate stricter wholesaling regulations.
- **Access to Broader Buyer Pool:** By creating a new contract directly between the seller and the end buyer, novations can facilitate deals with buyers who require traditional financing (e.g., FHA/VA loans), which are often not possible with assignments due to seasoning requirements.
- **Seller Trust:** The transparency of a novation can build greater trust with sellers, as they are fully aware of the new buyer and the terms.

### **Cons:**

- **Seller Consent Required:** Requires the explicit consent of the original seller to enter into a new contract with the end buyer.
- **More Complex Documentation:** Involves drafting a new contract, which can be more complex than a simple assignment agreement.
- **Potential for Disclosure of Profit:** While more transparent, the wholesaler's profit may still be evident or require disclosure depending on how the new contract is structured and state laws.

## **Key Legal Considerations and Disclosures for 2026**

The real estate wholesaling landscape is continuously evolving, with increasing scrutiny and new regulations being introduced across various states. To operate legally and ethically in 2026, wholesalers must be acutely aware of and adhere to specific legal considerations and disclosure requirements. Failure to do so can result in significant legal repercussions, including fines, loss of licensing (where applicable), and civil lawsuits.

### **1. State-Specific Licensing Requirements**

Historically, many states did not require a real estate license for wholesaling activities, particularly when structured as an assignment of contract. However, a growing number of states are enacting legislation that mandates specific disclosures or even requires wholesalers to hold a real estate license, especially if their activities are deemed to be acting as a broker or agent.

#### **It is crucial to:**

- **Verify current state laws:** Before engaging in any wholesaling activity, thoroughly research and understand the specific laws and regulations

governing real estate wholesaling in your operating state and any states where you intend to conduct business.

- Understand the definition of 'brokerage activity': Be aware of how your state defines activities that constitute real estate brokerage, as performing such activities without a license can lead to severe penalties.
- Consider obtaining a license: In states with ambiguous or stricter regulations, obtaining a real estate license can provide legal clarity and broaden your operational scope.

## **2. Disclosure of Wholesaler Status and Intent**

Transparency is paramount in modern real estate transactions. Many new laws emphasize the need for wholesalers to clearly disclose their role and intentions to all parties involved.

### **Key disclosures often include:**

- **Disclosure of Wholesaler Status:** Clearly inform sellers that you are a wholesaler, not a licensed real estate agent acting on their behalf, and that you intend to profit from the transaction.
- **Disclosure of Assignment/Novation Intent:** Explicitly state your intention to assign the contract or enter into a novation agreement with another buyer. This ensures the seller is aware that you may not be the ultimate purchaser of the property.
- **Disclosure of Potential Profit:** While not always legally mandated, transparently disclosing that you will earn a fee or profit from the transaction can build trust and prevent future disputes.

## **3. Equitable Interest vs. Legal Title**

Understanding the distinction between equitable interest and legal title is fundamental to wholesaling. When a wholesaler enters into a purchase agreement, they typically acquire an equitable interest in the property, which is the right to obtain legal title upon fulfilling the contract terms. Legal title, or actual ownership, is transferred at closing. Wholesalers generally sell their equitable interest (via

assignment) or facilitate the transfer of legal title directly from the seller to the end buyer (via double closing or novation).

## **Assignment of Purchase and Sale Agreement**

This document outlines the terms under which an Assignor (the original buyer) transfers their rights and obligations in a Purchase and Sale Agreement to an Assignee (the new buyer). This agreement is a crucial component of the assignment wholesaling strategy.

### **Key Terms Explained:**

- **Assignor:** The party who initially entered into the Purchase and Sale Agreement with the original property owner (Seller) and is now transferring their rights to another buyer.
- **Assignee:** The new party who is taking over the Assignor's rights and obligations in the original Purchase and Sale Agreement.
- **Purchase and Sale Agreement (PSA):** The initial contract between the original property owner (Seller) and the Assignor for the purchase of the property.
- **Assignment Fee:** The compensation paid by the Assignee to the Assignor for the transfer of the rights to the Purchase and Sale Agreement.
- **Close of Escrow (COE):** The date by which the transaction is expected to be finalized, and ownership is transferred.
- **Earnest Money Deposit (EMD):** A deposit made by the Assignee to show serious intent to purchase, typically held by an escrow agent.

**ASSIGNMENT OF PURCHASE AND SALE AGREEMENT**

This **ASSIGNMENT AGREEMENT** (the "Assignment") is made and entered into on this \_\_\_\_\_ day of \_\_\_\_\_, 20, by and between:  
\_\_\_\_\_  
(hereinafter "Assignor"),  
residing at

\_\_\_\_\_

AND

\_\_\_\_\_ (hereinafter "Assignee"),  
residing at

\_\_\_\_\_

WHEREAS, Assignor and \_\_\_\_\_  
(hereinafter "Original Seller") entered into a Purchase and Sale Agreement (the  
"Original PSA") dated \_\_\_\_\_, for the property located at

\_\_\_\_\_ (the "Property"), legally described as

\_\_\_\_\_

WHEREAS, Assignor desires to assign all of its rights, title, and interest in and to the Original PSA to Assignee, and Assignee desires to accept such assignment. NOW, THEREFORE, in consideration of the mutual covenants and promises contained herein, and for other good and valuable consideration, the receipt and sufficiency of which are hereby acknowledged, the parties agree as follows:

**1. Assignment of Rights:** Assignor hereby assigns, transfers, and sets over to Assignee all of Assignor's rights, title, and interest in and to the Original PSA, including all terms, conditions, and obligations contained therein.

**2. Assignment Fee:** In consideration for this Assignment, Assignee agrees to pay Assignor a non-refundable assignment fee of

\_\_\_\_\_ Dollars

(\$ \_\_\_\_\_ .00) (the "Assignment Fee"). The Assignment Fee shall be paid as follows:

A non-refundable deposit of \_\_\_\_\_ Dollars (\$ \_\_\_\_\_ .00) (the "Deposit") shall be paid by Assignee to \_\_\_\_\_ (the "Escrow Agent") within twenty-four (24) hours of the execution of this Assignment. This Deposit shall be credited towards the Assignment Fee at COE.

The remaining balance of the Assignment Fee, in the amount of \_\_\_\_\_ Dollars (\$ \_\_\_\_\_ .00), shall be paid by Assignee to Assignor at the Close of Escrow (COE) of the Property.

**3. Assumption of Obligations:** Assignee hereby assumes and agrees to perform all of Assignor's duties, obligations, and liabilities under the Original PSA, effective from the date of this Assignment. Assignee agrees to indemnify and hold Assignor harmless from any and all claims, demands, losses, liabilities, costs, and expenses (including reasonable attorneys' fees) arising from or related to the Original PSA or this Assignment, occurring on or after the date of this Assignment.

**4. Property Condition:** Assignee acknowledges and agrees that they are purchasing the Property "AS-IS," "WHERE-IS," and "WITH ALL FAULTS" as of the date of this Assignment. Assignee has conducted, or has had the opportunity to conduct, all inspections and due diligence deemed necessary regarding the Property and the Original PSA.

**5. Close of Escrow:** The COE for the purchase of the Property under the Original PSA shall occur on or before the original settlement date of \_\_\_\_\_. If Assignee fails to close the transaction by 5:00 PM on the COE date, Assignee shall forfeit the Deposit to Assignor as liquidated damages, and Assignor shall have the right, at its sole discretion, to terminate this Assignment and pursue other remedies.

**6. Representations and Warranties of Assignor:** Assignor represents and warrants to Assignee that:  
Assignor has the full right and authority to enter into this Assignment.

The Original PSA is in full force and effect and has not been modified, amended, or terminated.

Assignor has not previously assigned its rights under the Original PSA to any other party.

**7. Governing Law:** This Assignment shall be governed by and construed in accordance with the laws of the State of \_\_\_\_\_.

**8. Entire Agreement:** This Assignment, together with the Original PSA, constitutes the entire agreement between Assignor and Assignee concerning the subject matter hereof and supersedes all prior discussions, negotiations, and agreements.

**IN WITNESS WHEREOF**, the parties have executed this Assignment Agreement as of the date first written above.

**ASSIGNOR:**

Print Name: \_\_\_\_\_

Date: \_\_\_\_\_

**ASSIGNEE:**

Print Name: \_\_\_\_\_

Date: \_\_\_\_\_

# Purchase and Sale Agreement

This **PURCHASE AND SALE AGREEMENT** (the "Agreement") is a legally binding contract between a Buyer and a Seller for the purchase and sale of real property. It outlines the terms, conditions, and obligations of both parties to ensure a clear and fair transaction.

## Key Terms Explained:

- Buyer: The individual or entity agreeing to purchase the property.
- Seller: The individual or entity agreeing to sell the property.
- Property: The real estate being bought and sold, including land and any improvements.
- Purchase Price: The total amount the Buyer agrees to pay for the Property.
- Earnest Money Deposit (EMD): A good-faith deposit made by the Buyer to demonstrate commitment to the purchase, typically held in an escrow account.
- Close of Escrow (COE): The date by which the transaction is expected to be finalized, and ownership is transferred.
- Inspection Period: A specified timeframe during which the Buyer can conduct inspections and due diligence on the property.
- "As-Is" Condition: Indicates that the Buyer is purchasing the property in its current state, without warranties from the Seller regarding its condition.

**PURCHASE AND SALE AGREEMENT**  
*(EXAMPLE/SAMPLE)*

This **PURCHASE AND SALE AGREEMENT** (the "Agreement") is made and entered into by and between:

\_\_\_\_\_ (hereinafter "Buyer"), with an address of

\_\_\_\_\_

AND

\_\_\_\_\_ (hereinafter "Seller"), with an address of

\_\_\_\_\_.

**1. Property Description:** Seller agrees to sell, and Buyer agrees to buy, the real property located at

\_\_\_\_\_ (the "Property"), legally described as

\_\_\_\_\_. The Property includes all existing improvements, fixtures, and appurtenances, and is sold in its current "AS-IS" condition.

**2. Purchase Price:** The total purchase price for the Property is

\_\_\_\_\_ Dollars (\$00) (the "Purchase Price"). The Purchase Price shall be paid as follows:

Earnest Money Deposit (EMD): A deposit of

\_\_\_\_\_ Dollars (\$00) shall be paid by Buyer to \_\_\_\_\_ (the "Escrow Agent") within \_\_\_\_\_ () business days of the mutual execution of this Agreement. The EMD will be credited towards the Purchase Price at the Close of Escrow (COE).

Balance at COE: The remaining balance of the Purchase Price, in the amount of \_\_\_\_\_ Dollars (\$\_\_\_\_\_00), shall be paid by Buyer at COE.

**3. Financing (Select One):**

**CASH:** This Agreement is not contingent upon Buyer obtaining financing. Buyer represents that sufficient funds are available to close this transaction.

**SUBJECT TO EXISTING LOAN:** Buyer will take over Seller's existing loan of \$\_\_\_\_\_.

**SELLER FINANCING:** Seller agrees to provide financing to Buyer under the following terms:

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**TRADITIONAL FINANCING:** This Agreement is contingent upon Buyer obtaining a loan with the following terms:

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\_\_\_\_\_. Buyer agrees to apply for financing within \_\_\_\_\_ () days of the Effective Date and to diligently pursue loan approval.

**4. Inspection Period:** Buyer shall have \_\_\_\_\_ (\_\_\_\_\_) calendar days from the Effective Date of this Agreement (the "Inspection Period") to conduct any and all inspections and due diligence on the Property. During this period, Buyer shall have the absolute right to terminate this Agreement for any reason, at Buyer's sole discretion, by providing written notice to Seller. If Buyer terminates, the EMD shall be returned to Buyer. If Buyer does not provide written notice of termination before the expiration of the Inspection Period, Buyer shall be deemed to have accepted the Property in its "AS-IS" condition.

**5. Access to Property:** Seller grants Buyer and Buyer's authorized representatives (e.g., inspectors, contractors) reasonable access to the Property during the Inspection Period and until COE, with at least twenty-four (24) hours' prior notice. If the Property is vacant, the Seller authorizes the Buyer to install a lockbox for access.

**6. Occupancy:**

**VACANT:** Property shall be delivered vacant at COE.

**TENANT OCCUPIED:** If the Property is currently tenant-occupied, Seller shall provide Buyer with copies of all lease agreements and a certified rent roll within \_\_\_\_\_ (\_\_\_\_\_) days of the Effective Date. Tenants shall:

**Vacate the Property** on or before COE.

Continue occupying the Property according to existing lease agreements.

**7. Close of Escrow (COE):** The COE shall occur on or about \_\_\_\_\_ (date). At COE, Seller shall convey marketable title to the Property to Buyer by a General Warranty Deed (or equivalent) and Buyer shall pay the Purchase Price. Physical possession of the Property shall be delivered to Buyer at COE.

**8. Prorations:** Real property taxes, homeowner's association dues, and other customary proratable items shall be prorated between Buyer and Seller as of the COE date.

**9. Debris and Personal Belongings:**

**WITH DEBRIS:** Buyer agrees to accept the Property with any existing debris and personal belongings, assuming all responsibility for their removal and disposal.

**WITHOUT DEBRIS:** Seller shall remove all debris and personal belongings from the Property prior to COE. If not, Buyer may have clean-up completed at Seller's expense.

**10. Appliances and Personal Property:**

**NOT INCLUDED:** All appliances and personal property currently on the Property are excluded from the sale.

**INCLUDED:** The following appliances and personal property are included in the sale:

\_\_\_\_\_  
\_\_\_\_\_.

**11. Marketing:** If permissible by law, Seller authorizes Buyer to market the Property for sale or rent (as a principal, not as Seller's agent) and to place signs on the Property or advertise it online.

**12. Seller's Disclosures:** Seller shall provide Buyer with all legally required disclosures, including but not limited to, a lead-based paint disclosure (if applicable for properties built before 1978) and any known material latent defects, within \_\_\_\_\_ (\_\_\_\_\_) days of the Effective Date.

**11. Assignment (Select One):**

**NOT ASSIGNABLE:** This Agreement is not assignable by Buyer without the express written consent of Seller.

**ASSIGNABLE:** Buyer may assign this Agreement to a third-party assignee without Seller's consent. Buyer shall notify Seller of any assignment.

**12. Remedies for Default:** If either party defaults on their obligations under this Agreement, the non-defaulting party shall have all remedies available at law or in equity, including but not limited to, specific performance or monetary damages.

**13. Governing Law and Jurisdiction:** This Agreement shall be governed by and construed in accordance with the laws of the State of \_\_\_\_\_ . Any legal action arising from this Agreement shall be brought in the courts of \_\_\_\_\_ County, State of \_\_\_\_\_ .

**14. Entire Agreement:** This Agreement constitutes the entire understanding between the parties and supersedes all prior discussions, negotiations, and agreements, whether oral or written. Any modifications must be in writing and signed by both parties.

**IN WITNESS WHEREOF,** the parties have executed this Agreement as of the Effective Date.

**BUYER:**

Print Name: \_\_\_\_\_

Date: \_\_\_\_\_

**SELLER:**

Print Name: \_\_\_\_\_

Date: \_\_\_\_\_

**Get our Enhanced PURCHASE AND SALE AGREEMENT**

# Option Agreement for Purchase of Real Property

This **OPTION AGREEMENT** grants a potential buyer (Purchaser) the exclusive right, but not the obligation, to purchase a specific property from the seller (Seller) within a defined period and at a predetermined price. This agreement is particularly useful in wholesaling as it allows the wholesaler to control a property while seeking an end buyer.

## Key Terms Explained:

- **Seller (Optionor):** The owner of the property who grants the option to purchase.
- **Purchaser (Optionee):** The party who receives the right to purchase the property.
- **Premises:** The real property subject to the option agreement.
- **Option Fee:** The non-refundable payment made by the Purchaser to the Seller for the exclusive right to purchase the property. This fee is typically credited towards the purchase price if the option is exercised.
- **Option Term:** The period during which the Purchaser can exercise their right to buy the property.
- **Option Exercise Date:** The date by which the Purchaser must notify the Seller of their intent to purchase the property.
- **Purchase Price:** The agreed-upon price at which the Purchaser can buy the property if the option is exercised.

**OPTION AGREEMENT FOR PURCHASE OF REAL PROPERTY**

This **OPTION AGREEMENT** (the "Agreement") is made and entered into this \_\_\_\_\_ day of \_\_\_\_\_, 20, by and between:

\_\_\_\_\_ (hereinafter "Seller"), whose principal address is

\_\_\_\_\_.

AND

\_\_\_\_\_ (hereinafter "Purchaser"), whose principal address is

\_\_\_\_\_.

WHEREAS, Seller is the fee simple owner of certain real property located in the County of \_\_\_\_\_, State of \_\_\_\_\_, with a street address of

\_\_\_\_\_ (the "Premises"), and more particularly described as:

\_\_\_\_\_.

WHEREAS, Purchaser desires to obtain an exclusive option to purchase the Premises upon the terms and conditions set forth herein.

NOW, THEREFORE, for good and valuable consideration, the receipt and sufficiency of which are hereby acknowledged, the parties agree as follows:

**1. Grant of Option:** Seller hereby grants to Purchaser the exclusive right and option (the "Option") to purchase the Premises upon the terms and conditions contained in this Agreement.

**2. Option Fee:** In consideration for this Option, Purchaser shall pay to Seller a non-refundable Option Fee of \_\_\_\_\_ Dollars (\$ \_\_\_\_\_ .00) upon the full execution of this Agreement. This Option Fee shall be credited towards the Purchase Price if the Option is exercised.

**3. Option Term:** The Option shall commence on the date of full execution of this Agreement (the "Execution Date") and shall terminate on or before \_\_\_\_\_ (the "Option Term").

**4. Exercise of Option:** Purchaser may exercise this Option at any time during the Option Term by providing written notice to Seller (the "Option Exercise Date"). If Purchaser fails to exercise the Option within the Option Term, this Agreement shall automatically terminate, and the Option Fee shall be retained by Seller as liquidated damages, with neither party having any further liability or obligation hereunder.

**5. Purchase Price:** If Purchaser exercises the Option, the total purchase price for the Premises shall be \_\_\_\_\_ Dollars (\$ .00) (the "Purchase Price"). The Option Fee paid by Purchaser shall be credited against the Purchase Price, meaning Purchaser shall pay the remaining balance of \_\_\_\_\_ Dollars (\$ .00) at closing.

**6. Closing Date:** If the Option is exercised, the closing of the purchase of the Premises shall occur on or before \_\_\_\_\_ (the "Closing Date"), or on such other date as mutually agreed upon by both parties.

**7. Closing Costs:** Purchaser and Seller shall bear their respective closing costs as is customary in the State of \_\_\_\_\_.

**8. Default:** By Purchaser: If Purchaser exercises the Option but fails to close the purchase of the Premises, Seller shall be entitled to retain the Option Fee as liquidated damages and shall have no further recourse against Purchaser.

By Seller: If Seller fails to close the sale of the Premises after Purchaser has properly exercised the Option, Purchaser shall be entitled to pursue all remedies available at law or in equity, including specific performance.

**9. Assignment:** Purchaser shall have the right to assign this Option Agreement to a third party without the prior written consent of the Seller.

**10. Governing Law:** This Agreement shall be governed by and construed in accordance with the laws of the State of \_\_\_\_\_.

**11. Entire Agreement:** This Agreement constitutes the entire understanding between the parties and supersedes all prior discussions, negotiations, and agreements, whether oral or written. Any modifications must be in writing and signed by both parties.

**IN WITNESS WHEREOF,** the parties have executed this Option Agreement as of the Execution Date.

**SELLER:**

Print Name: \_\_\_\_\_

Date: \_\_\_\_\_

**PURCHASER:**

Print Name: \_\_\_\_\_

Date: \_\_\_\_\_

## Leveraging Free Tools

### CRM (Customer Relationship Management)

Podio (free)

Ninja Mode (paid via XLeads)

Free / Very cheap alternatives:


- ✓ Google Sheets / Excel — simple DIY CRM (totally free). Many wholesalers start here before scaling.
- ✓ HotSheet CRM – free tier — up to ~1,000 contacts and follow-ups for free.
- ✓ Carrot CRM (free tier/trial reported) — users in wholesaling communities mention a free CRM via carrot.com.
- ✓ Folk App / Friday CRM (free tiers) — general small business CRM options with free plans.

### **Dialer**

Google Voice (free simple dialer)

Ninja Mode / BatchDialer

Free/Cheap alternatives:

- ✓ Google Voice — free US number & calling.
- ✓ YouTube/Phone apps + local VoIP — manual calling setup for free.  
(No mainstream 100% free multi-line auto dialers exist, but you can combine Google Voice + click-to-dial VoIP.)
-  TruePeopleSearch + manual calling — use free lookup tools to find numbers, then call manually.

### **Comps (Property Comparisons / Valuations)**

Zillow

Redfin

Realtor.com (free)

Free/Cheap alternatives:

- ✓ Zillow/Redfin/Realtor.com — free comps.
- ✓ County tax assessor & public MLS sites — manual comp reports (free).
- ➔ Most paid “instant ARV” tools speed this up, but you can do comps yourself with free public info.

(This is a manual method but 100% free.)




### Skiptracing

TruePeopleSearch.com (free)

CyberBackgroundChecks.com (free)

Ninja / XLeads (paid)

Free / cheap alternatives:

-  TruePeopleSearch.com — free contact info (phone/email).
-  PrimeTracers — free sign-up + ~25 free skip trace credits.
-  CyberBackgroundChecks.com — free basic contact lookup.
- ⚠ Tools like Propstream sometimes offer free skip tracing during trials.
- 💡 Skipify.ai — freemium skip tracing (free plan with limited records).

### E-Signing

PandaDoc (Free tier)

DocuSign (paid)

Free / Cheap alternatives:




- ✓ PandaDoc Free Plan — free e-signatures.
- ✓ HelloSign Free Plan (by Dropbox) — free limited e-signatures per month.
- ✓ Adobe Fill & Sign — free basic e-signing.

### Dispo Blasting / Outreach

Google Voice + Facebook DMs (free)

InvestorLift / XLeads Pro (paid)

Free / Cheap alternatives:

-  Facebook Groups & LinkedIn Groups — free dispo posting outreach (manual).
-  Google Voice + SMS — manually send texts to leads.
-  Email via Gmail — free bulk reach (limited).

### **Free Lead & Deal Tools (Bonus)**

Here are additional 100% free/very low-cost tools often used by wholesalers:

- TruePeopleSearch.com — free skip tracing & contact search.
- PrimeTracers — free lead data + free skip trace credits.
- County Public Records (free) — lists of absentee owners, tax delinquencies (manual but free).
- Facebook Marketplace / Groups — free lead posting/outreach.
- Craigslist — free motivated seller posts.

Google Sheets / Trello — free project/CRM tracking.

### **References**

[\[5\] How to analyze a real estate contract](#)

[\[5\] 21 Genius Ways To Use ChatGPT in Real Estate \[2024\]](#)

[\[5\] AI Purchase and Sale Agreement Review \(Free to Try\)](#)

[\[5\] 15 Indispensable AI Tools for Real Estate Agents](#)

[\[5\] The 6 Best Free Real Estate CRMs for 2026 \(+ Under \\$30 ...\)](#)

[\[1\] New State Laws for Real Estate Wholesaling in 2025 - FOCUS](#)

[\[2\] CONNECTICUT JUST BLEW UP WHOLESALING \(What the 2026 licensing law really means for investors, attorneys, homeowners\)](#)

[\[3\] Novation Agreements in Real Estate](#)

[\[4\] How Wholesalers Should Decide Between Novations and Assignments](#)