it looks like now. She knew who lived there. And what was her reaction? Oh, by the way, the people who lived here, they wrecked this place. They jacked it up. And they had parties. And they didn't respect the block. And we're happy that they're gone—happy that you came in and fixed it up and made it pretty and made it beautiful. That's when the story turns on its head. But that's not a good storyline. That's not a good angle. Because then you don't have a bad guy in the story. There's no one to hang out to dry.

He laughs.

On a couple of different listings, I'll work with guys that have negotiated some sort of distressed purchase of a property. Maybe the sellers were underwater, they couldn't make their mortgage payments, they lost their job, shit was bad, they weren't able to pull out of whatever tailspin they were in, and they needed to sell. They needed to sell now. And they didn't want to market it, and it needed to be cash. My clients who buy those places, they'll say, "Listen, Adam, put it back on at market." So I put the property on at market after it closed a month ago at half-price, and they haven't done anything to it—but it's fair market. They found the property that had more than 150 percent of equity that was left. And that's that. But then people walk into an open house with a bone to pick. 'Cause people are so diligent—there's a lot of different ways you can find out, well, when did this sell last? There's new technology that's in place for full disclosure. And they come in looking—*he widens his eyes*—saying, "What the fuck? Dude, this guy bought this for three hundred grand a month ago, and you're selling it for seven hundred and fifty thousand? Fuck you!" That's usually the lead. At first it's anger. They weren't even really interested in the place. They just came in to the open house to kick up some shit and vent and be like, "Fuck you, asshole. Because I wanted the three hundred thousand dollar deal."

And I just have to say, "Hey listen, guys, if you want the deal, you're going to have to pay for it. I'll go find you the deal. But

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