

Real Estate Investors Can't Afford To Have A Scarcity Mindset

Posted On Jan 04, Posted by [blogger1](#) Category [BestTransactionFunding](#)

Real estate investors simply cannot afford to allow themselves to fall into a scarcity or fearful mindset.

If you've found yourself holding back from doing more deals, or bunkering down instead of pushing to grow your investment business, this is for you...

Self-Fulfilling Mindsets

We almost always get what we think about and focus on. So, when we are focused on growth, positivity, and getting out there to do more deals, it happens.

Similarly, when businesses and investors contract, begin holding back out of fear, and fear they don't have enough money, guess what happens? Deals don't get done, and they run out of money.

Remember that there have been other individual investors and CEOs that have made incredible fortunes in real estate in more challenging times than these.

If you want others to keep being active in the market, then you need to lead by example.

If you are not marketing every day, making offers every week, and are not closing on deals every month, then it is only a matter of time before you do run out of money and end up bankrupt.

The only alternative is to get busy making things happen.

The Demand Is Always There

In addition to the fact that real estate wholesalers can do business just as easily in up and down markets, one of the beautiful things about being in real estate is that the demand is always there.

There will always be a need for housing. To the tune of millions of households per year. For one reason or another people will always need to move each year. Investors and companies will need to sell and buy properties each year.

Even in a depression there will be movers, those who need to downsize, divorcees splitting households, those needing to find tax breaks and new income sources.

Connecting the dots between the supply and demand may require some adjustments in your business model, and a little creativity. Yet, there are plenty of deals to do, if you'll just step up and take advantage of them.

Do Deals Daily

As a real estate wholesaler you really don't have to worry about what direction the market will be headed in next quarter or next year. It is irrelevant to you making money right now.

Push ahead by making a minimum of five purchase offers each day. Set goals to add at least five new end buyers to your list each day. Based upon your income goals, set figures for how many deals you will close on and exit each month and week. Then just get to it.

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