50 Ways for Real Estate Investors to Find Motivated Sellers

By Camille Baptiste

Expired MLS Listings: Get an automated email list from a real estate agent.

Section 8 Landlords: Each county maintains a list

Title Companies: First ones to know when a closing does not pan out.

Tax Deed Sale Properties: Easy to get a list from county and state.

Social Media: Facebook, Twitter, YouTube, Pinterest, Instagram

Small Home Builders: Often buyers are trading up and may have trouble selling current home

Retirees: Excellent prospects for seller financing and homes with equity.

Rental Agents & Property Managers: Has a list of non-owner occupied owners and can identify landlords eager to get rid of cash-flow property.

Nursing & Retirement Homes: Frequently residents and family members need to sell a house or don’t want to deal with tenants.

TV and Radio: Local stations & cable companies have free/low-cost spots

Networking: Connect with Investors online, Call We Buy Houses ads & signs, REIA

Mobile Homes: Get to know park managers. Sellers have hard time dealing with banks.

Market Bulletin Boards:

Next NHREIA Meeting

6:30 PM, Wednesday, March 14, 2018
Best Western Executive Court
13500 South Willow St., Manchester
Free for members; $20 for not-yet-members
financing as well as terms

**HUD Foreclosures:**
Internet: Rent Clicks, EBay, Craigslist, Wholesale Sites, Lead Services, USLeaseOption.com

**Funeral Homes:** Good source for inherited property or upcoming sales

**FSBO Signs:** for sale by owner

**Flyers:** Think Shopping Centers, Wal-Mart, Home Depot, Malls. Put on car windshields or pay someone to do it. Use 1/4 or 1/2 pages & print on both sides.

**Insurance Brokers:** Policy changes from owner occupant to landlord or vacant house coverage.

**Farm & Drive for Dollars:** Study a local neighborhood and establish yourself as the go-to problem solver for distressed owners and distressed property

**Military Bases:** Great market for those needing to sell quickly

**Eviction Court:** great place to find landlords

**Estate Sales** – sometimes tied to probate and chances are the real estate will also be available soon or be transferred to an unwanting relative

**Door Knocking:** Distribute flyers and go door-to-door asking residents if they know of anyone planning to move because you’d like to buy a house in their neighborhood!

**Door Hangers:** You can also use pre-printed post-it notes to leave messages at target properties. Be sure to advertise on both sides, you can even sell the back side and recover your advertising cost!

**Direct Mail:** Pre-Foreclosure Letters, Probate Letters, Out of Town Owners, Bankruptcies, Divorce, Delinquent Taxes, Military Owners

**Delivery Carriers:** Think Postmen, Newspaper, Fed-EX, UPS, water delivery, Swanson guy. They can let you know who is moving, vacant houses, financial trouble, about to sell

**Credit Repair Agencies & Counselors:** Many times the only way someone can get their spending under control is to sell a house they can no longer afford.

**Courts:** Eviction Filings, Probate, Divorce Cases, Tax Liens, Code Violations

**City & County Inspectors:** Code violations and red tags. If you develop a reputation of buying distressed properties and improving them, you become an asset to the community.

**Car Repos:** Signs of financial trouble. Get a list from repo specialist or wreckers.

**Price Reduced MLS Listings:** Get automated email list from a real estate agent.

**Personal Finance & Car Lot Finance Companies:** Good lead source for people who are in financial difficulty and used to dealing with “terms”

**Condemned Houses:** Many counties will provide you a free list.

**Classified Ads:** Look for specific keywords that could possibly mean the seller is motivated, i.e.: transferred, motivated, divorce, owner financing, must sell, etc.

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– you have to remember to pass them out.

**Bird Dogs:** These people can be very valuable to your business. It is important to know your local laws about compensating unlicensed people, however, so do your homework first!

**Auctions:** Often times, you can catch a good deal in a tax sale by beating the Auction deadline. List provides property address so you can contact owner.

**Attorneys:** Think probate, real estate attorneys, family law, and divorce.

**Advertising:** Daily, Monthly, Simple: Quick Closing, All Cash etc., We Buy Houses Ads, Newspapers, Flyers, Online

**Accountants and CPA Firms:** They have clients that might need to get rid of assets (houses) for tax purposes and can identify clients that have unwanted property or rentals. Also great place for getting a list of retirees with free and clear homes open to seller financing.

**“We Buy Houses” Bandit Signs:** Check your local sign ordinances.

**Damaged/Distressed Houses:** Looks for blue tarps on roofs, boarded up windows, overgrown yards, etc. Contact the owner to see if they want to sell the property.

**Withdrawn MLS Listings** – Get automated email list from a real estate agent.

**Make Ready & Carpet Cleaners:** Many of their customers are preparing a house for sale.

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**NHREIA REHAB TOUR**

Mark your calendars for Saturday, March 31st! NHREIA will be hosting a rehab tour! We’ll visit a couple rehabs and analyze the numbers. Get great rehab tips and advice from local expert investor, Peg Graveline!

More details to come!
REAL ESTATE INVESTING HACKS

Tax Strategies

There are many ways to save on taxes, whether it’s depreciation, all the write-offs the real estate business can offer us (mortgage interest deductions, taxes, maintenance, etc.), or even becoming an agent to take advantage of unlimited passive losses. My personal favorite is probably investing through qualified plans like self-directed IRA accounts, HSAs, ESAs, etc.

This year in particular, it would be wise to meet for a planning session with your accountant about all the new tax law changes to avoid any surprises. That said, the biggest advantages didn’t really go away, as they stem from things like providing housing, creating jobs, or helping charities.

- Dave Van Horn

Time Management Tools

- Trello – If you’re a visual learner, this online project management software is a must. See which employees are doing what and view a project’s timeline and status with the click of a button. The color coding feature is also a nice touch.
- RescueTime – RescueTime is an app that monitors your phone and computer usage to track which sites eat up the majority of your time.
- FocusBooster – This app uses is based on principles from the Pomodoro Technique, which turns your day into multiple time chunks. If you jump from task to task, FocusBooster will help you complete tasks without moving to new activities.
- Evernote – Do different thoughts and ideas pop into your mind constantly while working on other tasks? Evernote is a productivity tool that allows you to store information in multiple forms (i.e. notes, videos, voice memos, pictures, etc.)

Mind42 – Mind42 is an online mind mapping application that allows users to visualize their thinking using the proven mind mapping method.

- Paul Esajian

Facebook Marketplace for Housing and Rentals

Sign up with one of Facebook’s listing partners and contact them to arrange for the listings to be on Marketplace.

To sign up with Apartment List, email sales@apartmentlist.com.

To sign up with Zumper, landlords representing fewer than 5 homes or duplex/apartment units should post directly at www.zumper.com/pro or email pro@zumper.com. Landlords with multiple buildings should visit www.signup.zumper.com/multifamily or email sales@zumper.com.