

Keep Your Eye on the Target

Motivated Sellers -

A motivated seller is someone that is eager and ready to sell their property. The advantage of finding motivated sellers is that they are often willing to sell the property below market value and allow for quicker transactions.

There are different types of motivated sellers so we listed a few below for your reference.

Absentee Owners

An individual that legally owns a particular property without actually occupying it or actively managing it.

Motivations to sell...

- *Lack of time to manage and upkeep the property (it's a headache)*
- *Financial Hardship due to unpaid rent from tenants*

Where to Find Them...

- *Purchase lists from a database source*
- *Drive around looking for rundown properties (high grass, full mailboxes, boarded up windows, etc.)*

Elderly (Probate / Nursing Home)

The elderly often present great opportunities for investments because they must give up their properties one way or another.

Motivations to sell...

- *Moving into a nursing home and don't want Medicare to take over their assets.*
- *They died without a will and home has been placed into probate.*
- *Home was inherited and the new owner has no intention to keep the property.*

Where to Find Them...

- *Connect with intake specialists at nursing home facilities*
- *Look in your local newspaper for homes in Probate*
- *Connect with local probate attorneys*

<p>Divorce</p>	<p>When couples decide to file for a divorce, oftentimes it requires selling the home. This can become a headache for both parties presenting opportunities for a great snag for investors to make it a quick and easy process that's favorable for all involved.</p> <p>Motivation to sell...</p> <ul style="list-style-type: none">• Must sell because ownership is based on joint incomes (no longer can afford it) <p>Where to Find Them...</p> <ul style="list-style-type: none">• <i>Connect with local Divorce Attorneys</i>
<p>Foreclosure (Financial Hardship)</p>	<p>Homes that are seeking to seize due to owners not making their mortgage payments. This issue can occur for owners for many reasons but it is often a result of a significant change in financial circumstances such as a loss of a job or large unexpected expenses. Regardless, these individuals need help and FAST! This is your BEST BET!</p> <p>Motivations to sell...</p> <ul style="list-style-type: none">• Owner can no longer afford the home• Bank is on the verge of taking the home• This could negatively impact credit score significantly <p>Where to Find Them...</p> <ul style="list-style-type: none">• <i>Search for list of auction dates</i>• <i>Connect with an asset manager at a bank or credit union</i>

Your Instructions: In order to be successful at this, you CANNOT attack everything at once. Not having a niche/specialty will decrease your odds of winning when you're first starting out. Before you get too eager, you must Define your Target Location and Define Type Of Deal Type. We recommend starting with foreclosures for the Deal Type. The next section will help you define and analyze your Target Location.