HOW TO FIND OFF-MARKET REAL ESTATE DEALS

The enTREpreneur™ COMMUNITY

You hear it all the time, real estate investors are always talking about the ever elusive and highly coveted off-market deal.

What is an off-market property?

An off-market property is simply a property that isn't listed for sale publicly on the multiple listing service aka the MLS. There's so many ways to find off-market deals. Many real estate investors love off-market deals, there's often less competition.

If a property is listed on the MLS, then sites like Zillow and Realtor.com have it listed as well. Once it's on these highly traffic sites, it gets a high degree of visibility from agents as well investors. With real estate inventory still real tight in many markets around the country, you want to stay ahead of your competition.

How to find off-market deals

County Appraisal District Website

One of the first ways to find properties is to go to the county appraisal district website of where you're looking to buy. Here you can find owner's mailing address and as well as their name. You can also access other information about the property and then send a mailer or knock on the owner's door.

County Website

Your county should have a way to find different types of public files/lists like appt of substitute trustee aka pre-foreclosure. You want to try and contact the owner before it goes into foreclosure.

Propelio

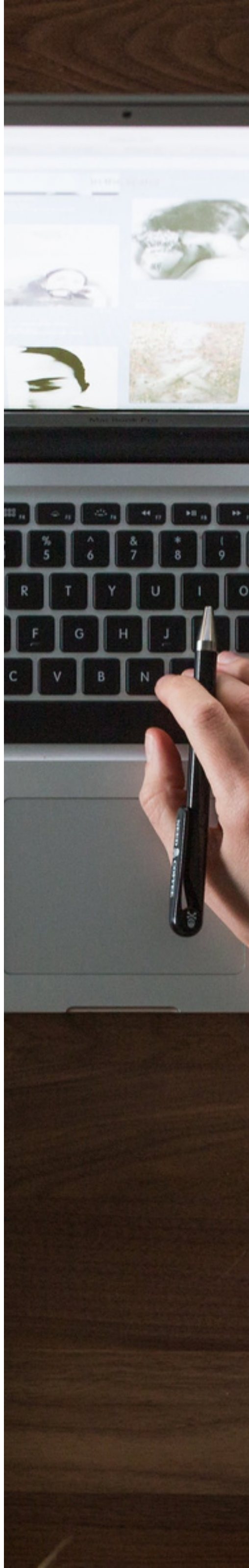
Propelio costs about $50 per month and provides about 5,000 records per day. You can download the app to help when you're driving for dollars. You can search by city, county, or zip code.

Now that you have all the information from either the county website or from a software such as Propelio, you can plug it into a skip tracing software to skip trace the date to retrieve phone numbers to contact the owners.

Once you have the phone numbers, try to save the landlines as well as cell numbers.

Now that you have all your data, it's skip traced, it's organized, and it's ready to be plugged into a cold calling software.

Regardless of how you choose to find off-market real estate deals, the key is to build relationships with the owners and try to solve their problems. Your #1 goal is to identify potential motivation and see if you can help when looking for off-market real estate deals.



READY TO TAKE THE NEXT STEP?

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