

“There is NO Competition”

Off-Market Deals

7 Proven Methods to Find Deals
at 30% Discounts



BrandonYeager.com

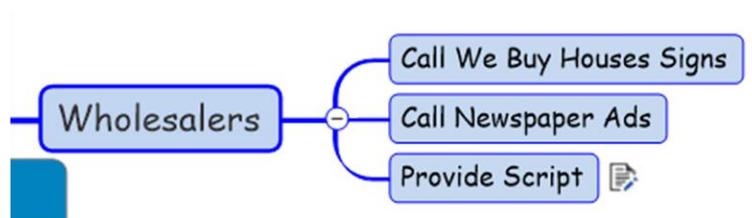
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If you can't locate great deals in real estate investing, then, unfortunately, you don't have a business. Today, You will discover enough ways to find off market deals, that you should never need another source for deals.

Our goal today is to help provide you some tools so that you can have a never-ending supply of deals. For most investors across the US, the #1 source of deals for their businesses is still the old, reliable, MLS. For those of you needing some extra juice in your deal finding blender, let's take a look at some that have worked for me and others in the past.

#1) – Wholesalers



Wholesalers who know your local business will always be great people to network with. They will know what neighborhoods are hot, and which are heading south. And, they will be a great source of deals into the future.

A few quick tips to help you:

Call every “We Buy Houses” bandit sign or advertisement you see. Many are just wholesalers who never buy properties themselves. They are simply looking to “middleman” some deals and get paid for being in the middle of the deal.

Here is a sample script for you to use when calling:

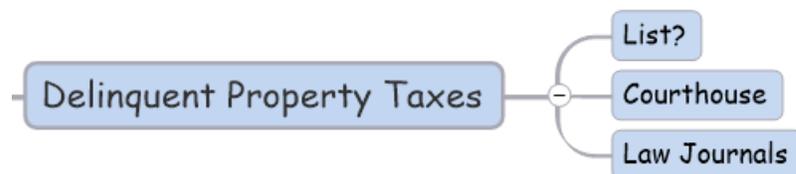
Hi. My name is Joe and I just saw one of your We Buy Houses signs. Do you have anything for sale in _____ right now?

I'm looking to buy _____ houses this year and I'm a cash buyer. Please let me know if you have anything interesting.

Oh by the way, what's your name? If I ever have any deals that I'm not able to do myself, are you open to me sending them over to you?

(This builds good will...Then...locate the person or companies mailing address and send them a \$10 Starbucks gift card.)

#2) Delinquent Property Taxes

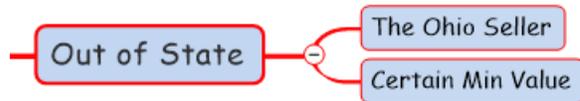


You should try and procure, or create your own, list of properties with delinquent taxes. You may even be able to go to your local county courthouse and get them to create an excel file with all the names, addresses, and descriptions of properties.

You might also be able to locate these in a local law journal. Please contact your local Bar Association, or similar, and see if they have any guidance.

Some mailing list companies probably have access to updated tax lists as well.

3) Out of State Owners



Out of State Owners have always been one of the best lists I've mailed to.

And the really cool thing is, the owners will keep your mail for a long time!

Once, I had a call from a seller. He lived in Ohio and had received a flyer from me 2 or 3 years prior. He had a house that his family was renting for a few years. They eventually stopped paying, and moved out.

When they moved out, they did their relative no favors. The house needed tons of work, but was just the kind of house that you and I LOVE to buy. 😊 Good neighborhood, good bones, and needing some TLC.

The house had an after repair value of about \$75,000. I paid \$8,000 for it and wholesaled it for about \$21,250. It needed about \$25,000 in repairs.

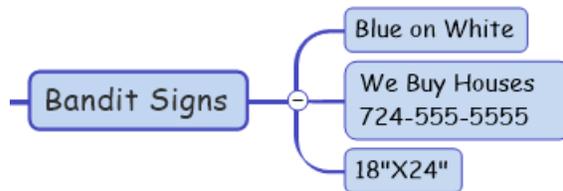
Couple things to note:

- Please make sure you set some "minimum buying parameters" when trying to obtain your lists.
- These parameters should include areas to exclude (do to resell values, crime, etc)

- The parameters should also include minimum assessed or property values.

By adding these parameters, your lists should be smaller, therefore, more profitable and more highly targeted.

4) Bandit Signs



It probably goes without saying, but any list of the best “Off Market Deals” lists would be remiss if it didn’t include bandit signs. Myself, and too many others I know, have bought way too many deals from them to not include them. Matter of fact, there is one gentleman who has been putting out bandit signs in my area for at least the last 13 years that I’m aware of. They are smaller, brown and white signs stuck to telephone polls. They obviously work, or he would not be doing it after all of these years.

HINT: I can’t remember exactly where I heard it, but Blue Lettering on White signs works the best. If I remember right, it was some guy who owned a bandit sign company who said that. I don’t. The more important thing...is to get your sign out there in the ground and on the telephone polls.

5) Estates

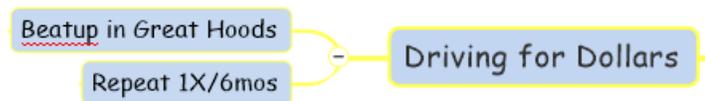


This is another one of the Gold Mines. People talk about it all the time, but until you start to “work them”, you just don’t realize how high the response rates can be and how many deals there are...JUST IN THIS CATEGORY!

A couple students of mine have been using this almost exclusively to find their deals and it has been making them many tens of thousands in profits.

Imagine people calling you, who have no desire to have anything to do with an unwanted house. They just want it gone. That is what you get with probate and estate deals.

6) Driving for Dollars



This one can produce deals, but it’s often one that requires more patience. Some people only write down the addresses of properties that appear to be vacant. I don’t I write down the address of every run-down property that is in a good neighborhood. They may not want to sell today, but one day...they will. And when they do, I want to make sure I have a card arriving in their mailbox every 6 months.

7) Eviction Records and Tired Landlords



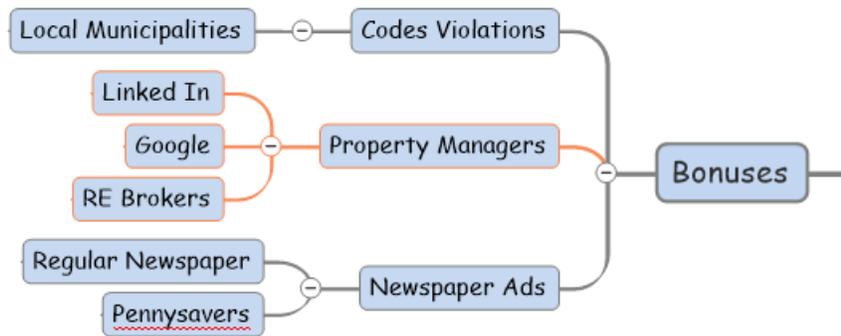
We are very fortunate in the state of Pennsylvania. Judgments against landlords are readily available on our state website. It is kind of sad for me to see how many of those judgments I have against tenants who have done me wrong. Haha.

Many of you may have easy access to your local municipality eviction records. Possibly they are listed in the newspaper. Maybe they are at your local courthouse. Somewhere though, you are more than likely able to score a list of these people, and the documents oftentimes include the mailing address of the plaintiff.

What you should try to do, is mail to these people every 3 months. I normally remove any corporate or property management type entity, and instead focus on the regular sellers, like you and I.

Let's face it, if you have rental properties, you probably have headaches. And at times, those headaches are enough to make us want to sell. For help on how to make the "rental world" much easier, please setup a 45 minute strategy call with me to talk about how I might be able to help you. It's better than advil. www.BrandonYeager.com/call

BONUSES:



I'm including a few additional sources of deals you may want to try.

Code Violations...again, probably fairly easy to discover if there is a list available. Call the local city codes inspector and ask. If not, no problem. Keep moving on to others.

Property Managers could be a great source. A lot of the larger ones have their own real estate brokerage division though, so it may not be an ideal fit. You never know though, call and check in with them, and maybe they could put you on a preferred buyer list (HINT: especially if you offer to keep the property under their management for 12 more months while you give them a test drive...think WIN-WIN and you will get many deals)

So, instead of the larger property managers, find the smaller guys and gals. Scrub the craigslist ads and the facebook groups and see if you can find people offering their services to local investors.

Newspaper Ads always work at pulling in phone calls. Sometimes they flood in, other times it's a trickle, but they always seem to get calls.

What to do from here:

- Stay subscribed to my newsletter. I'll keep you up to date with things and keep good stuff flooding into your inbox.
- If you need help taking your business to the next level, please schedule a strategy session where we can see if I can help you get unstuck:
www.BrandonYeager.com/call
- I'm currently getting ready to start a new webinar training which will show you how to create a plan to get from \$20,000 in savings to \$500,000 in 7 years. Very doable for most. It's part of my Millionaire Molecule™ Model. It should be available at: www.BrandonYeager.com/webinar
- If you don't have \$20K saved up yet, I'd recommend possibly getting some wholesaling houses training. You need to get a chunk of cash saved up so you can start moving your cash faster, so you can get to freedom faster.

Take care and Happy Investing.

Brandon Yeager, Founder of the Freedom Faction

