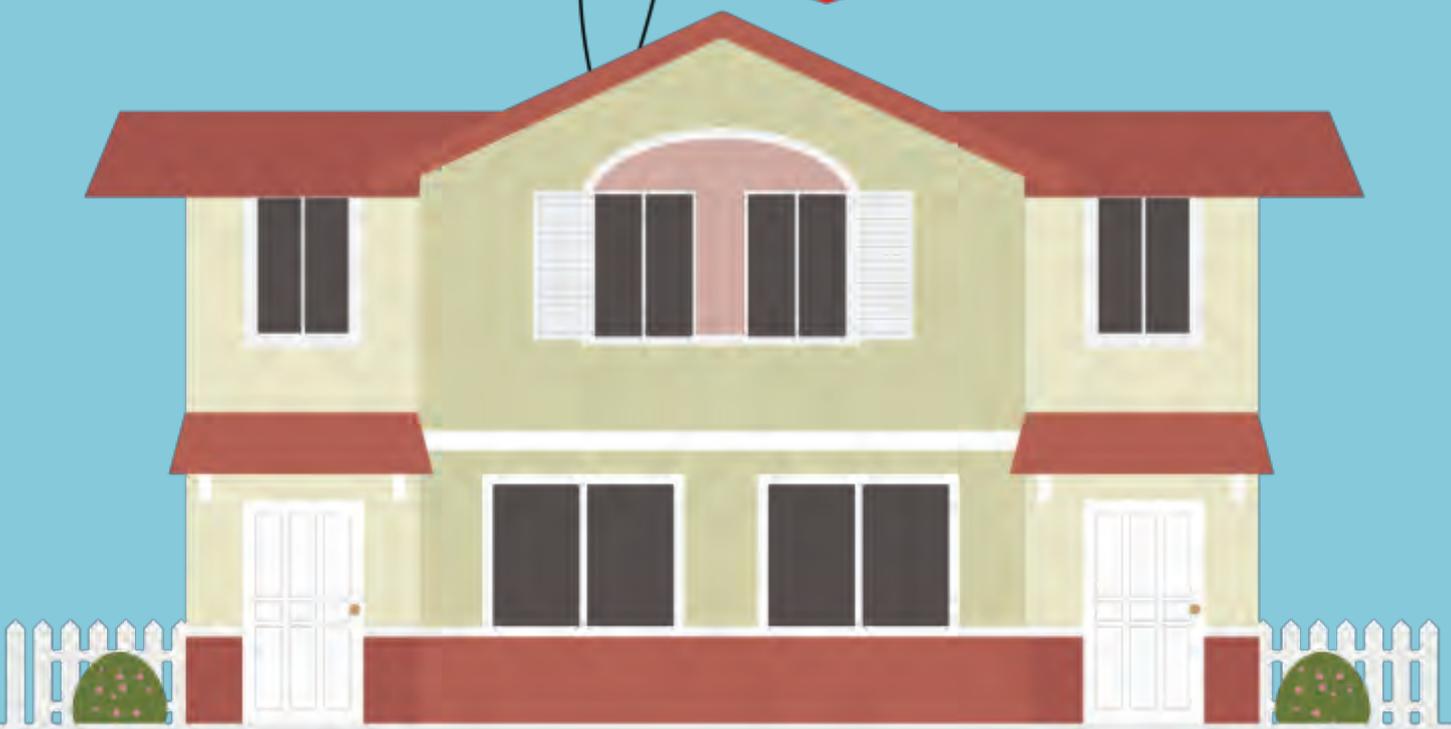


# Probate Leads:

*Massively Discounted Properties in Your Market that You're Not Getting...But Your Competition Is.*

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**"M** *y market is crowded with investors and*

*everyone is chasing the same deals."* That is usually what we hear when we first speak to a potential customer. They are often looking for a source of leads where there isn't "so much competition," and they are thrilled when they begin to realize we have a solution for them – marketing to probate properties.

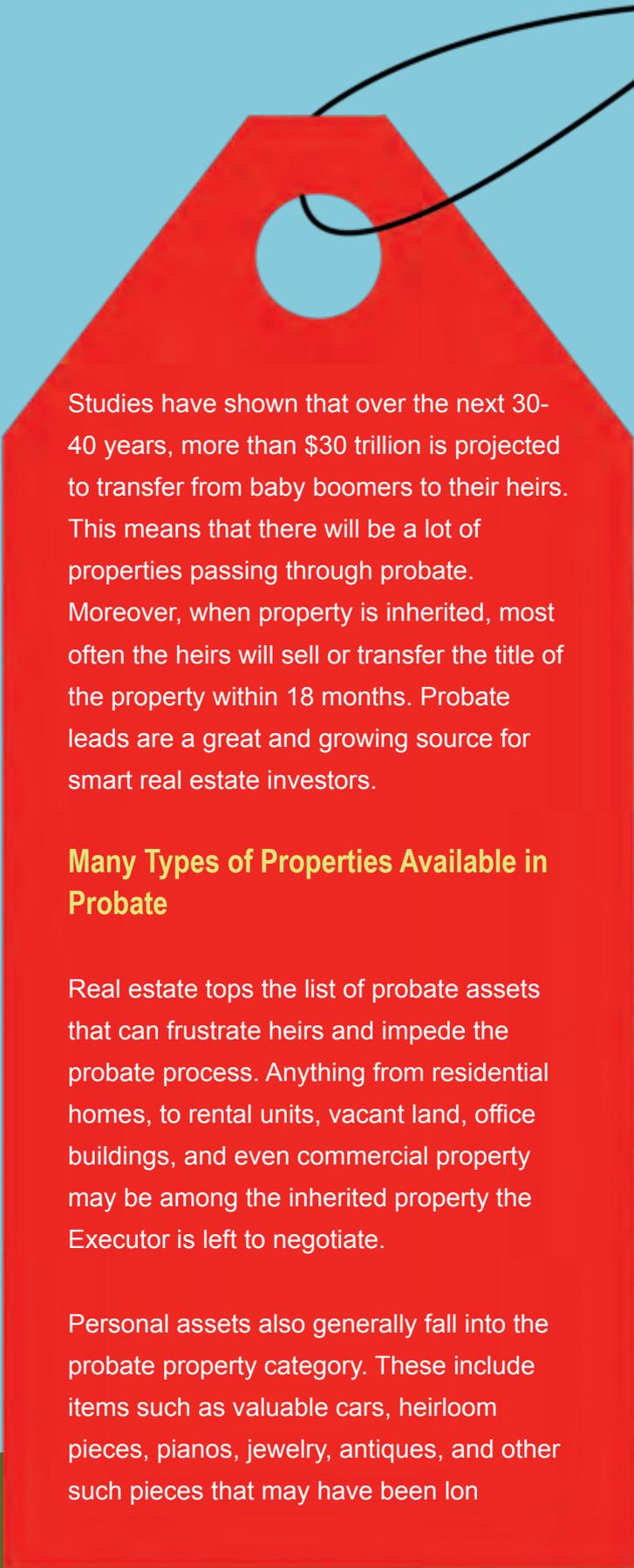
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### **Increasing Numbers of Properties Available at a Huge Discount**

Baby boomers believed in collecting assets like real estate. Many are cash poor but asset rich. They often own property outright with no mortgage or at least have a lot of equity in their property. Often their homes are in great condition with only basic updates needed. We are entering a phase where baby boomers are passing their assets on to their heirs.

Generation Xers and Millennials, who are inheriting the assets of their parents, lived through the

rise and fall of the 2007 bubble. They are often strapped with debt. When they inherit property from their parents, they suddenly find themselves responsible for paying all of the estate expenses with little cash to do so. Also, inherited property is often split between multiple family members, so offering \$20,000 less on a property may only be a \$5-10,000 loss per person. Since the heirs didn't put money into the property, unlike a foreclosure or divorce, they are more interested in selling the property quickly than they are in trying to get as much money out of the property as possible. They want cash – quick.



Studies have shown that over the next 30-40 years, more than \$30 trillion is projected to transfer from baby boomers to their heirs. This means that there will be a lot of properties passing through probate. Moreover, when property is inherited, most often the heirs will sell or transfer the title of the property within 18 months. Probate leads are a great and growing source for smart real estate investors.

### **Many Types of Properties Available in Probate**

Real estate tops the list of probate assets that can frustrate heirs and impede the probate process. Anything from residential homes, to rental units, vacant land, office buildings, and even commercial property may be among the inherited property the Executor is left to negotiate.

Personal assets also generally fall into the probate property category. These include items such as valuable cars, heirloom pieces, pianos, jewelry, antiques, and other such pieces that may have been lon

g forgotten or remain in state of familial limbo but still possess value.

Probates may also include business interests. More and more, heirs don't want to be bothered with assuming control of the family business. And yet there is opportunity there as well.

A knowledgeable probate investor can work with the Executor, ease the burden of their job, and creatively get the family the cash needed to clean things up while creating their own income opportunity.

### **How to Get Probate Leads**

The good news about probate is that it is public record and available at all county courthouses across the country. The bad news is that each county handles probate leads in a different manner. In some cases, it is a painstaking process of daily visits to the courthouse to manually collect probate data. In other cases, an individual can sort through public, county records that are available online. Either way, researching and collecting probate leads on your own is very time consuming and ineffective, which is why this source of leads is often overlooked. However, one company, US Probate Leads, developed around the need to make probate leads simple and easy to use. US Probate Leads has been walking people through this process now for over a decade.

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## A Probate Investing Program

US Probate Leads has literally taken the lead on providing timely and local probate filings to investors looking for a growing source of access to motivated sellers. We have a large team of researchers dedicated to doing the legwork of gathering and organizing probate leads so that you only have to buy and work those leads.

Investors can purchase leads at whatever level (25/50/100/250) they deem appropriate. Or, you can invest in a plan which provides you all of the leads available within a given county. A very affordable pricing structure and a guaranteed “in” as far as knowing what is available in probate filings, make this a wonderful opportunity for savvy investors. US Probate Leads’ flexibility is perhaps what makes their program most attractive. Getting in at whatever price point you’re comfortable with, and however many leads you can manage is certainly feasible.

## Probate Leads Available Now – In Your Area

US Probate Leads has access to virtually any county in the United States, meaning regardless of where you live, you can start receiving leads monthly. Go to the US Probate leads site: [www.usprobateleads.com](http://www.usprobateleads.com) click on your state and get started. To get a **10% discount**, place an order **before September 30th**. Go to [realty411.usprobateleads.com](http://realty411.usprobateleads.com). Use discount code “**Realty411**.” Or you can contact them directly at: (877) 470-9751. Now is the time to make your mark in this little-known niche – never before have more properties become available than will in the coming years. Becoming a US Probate Leads subscriber could really be the start of a whole new future, a more lucrative career, and an exciting investment opportunity.

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