



▶ WHY PROBATE IS HOT NOW.....1



▶ BUYING YOUR FIRST HOME.....2



WHY EXECUTORS ARE MOTIVATED TO SELL.....3

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Focus on Probate

HELPING YOU UNDERSTAND
YOUR ROLE IN THE PROBATE MARKET!

At any one point in time there is more than \$600B in Residential Real Estate properties on the market across the US. Executors of Estates frequently need money, so bargains are not hard to find.

Why Probate is HOT Now...

Probate-related real estate investing is one of the hottest areas of real estate today. Why?

Probate is largely untouched. So many people believe that families are too busy grieving to worry about property. That's not true.

Whether they need the cash or don't have time to manage the property, many families need to get out from under a home or business today.

In addition, there is very little competition in the probate real estate field. With homes that generally need updating, new roofs and landscaping, many buyer think they are too much work and don't see the potential. The fact that they need updating can result in significant discounts for you.

If you are reading this newsletter, then you see the potential of homes in your area that can be bought at a discount. Read on!



PROBATE WATCH

Realtors are getting into probate real estate in droves because of the staggering level of profit possible while helping families who have a significant need. With their intimate knowledge of their community, Realtors are turning that information into profits through both buying and selling properties. If you are a Realtor, visit www.usprobateleads.com for more information on how we can help you to find even more leads in your area that you can either buy for your own portfolio or suggest to your buyers.



Buying Your First Home

The place to begin is at www.usprobateleads.com.

Buying your first home as a probate real estate investor can be an exciting and scary time. When you buy your first home, there are several things to remember that will help you through the process.

Remember that there will be bumps along the way, whether the paperwork you forgot about, the hot water tank you thought was okay, or the seller who just can't seem to make up their mind. Every deal is different and this is what makes the business so exciting.

Remember that you will make mistakes. Becoming a probate real estate investor is a process, one that isn't complete when you

purchase your first home. Over time you will develop a rhythm and policies that work for you. Be patient as those evolve.

Remember that this is ultimately a people business. While you may be buying your first home, you are purchasing it from people, with the help of other people. Always be personable and professional. Not only are you starting your business, but you are building your reputation.

Buying your first home is more than just paperwork and money. Keeping these things in mind will help you to remain patient and calm no matter what happens.

Probate Leads represent the last major market untapped real estate market segment in the US today! Now is your opportunity to step into this market.

If you want Probate Leads, the company you should contact is US Probate Leads. With the ability to retrieve data in any court in America they are the one source for monthly probate data. US Probate Leads can provide you access to the information you need. You can get his information by checking out their website at www.usprobateleads.com.

HOW DO I FIND PROPERTIES IN PROBATE?

Did you know that wills are a matter of public record? So, when someone dies, their information becomes available to you through the courthouse.

Now, you could visit the local court several times a week to try to find leads for your real estate business, but why? US Probate Leads offers a timely lead service that is delivered right to your email.

Convenient, accurate and fast, US Probate Leads can give you the information you need to make deals within days, helping you to build your dream business and portfolio.

Effective Renovations That Increase Value

When you purchase a home that has been in probate, you will most likely need to do some renovations in order to get it ready to sell. Here are a few suggestions as to which renovations will give you more money at closing.

- Landscaping. Remember, first impressions count. Mow and fertilize the lawn, and trim bushes back from the windows. Put a few pots of colorful flowers by the front door.
- Carpet. Carpet is not terribly expensive to replace and it makes the home seem clean and fresh to visitors.

- Neutral paint. Paint each room a neutral color. Potential buyers will be able to better visualize their décor on a neutral palette.

- Kitchen and Bath. Kitchens and baths are what sells homes. If your property has a pink toilet,

it's time to replace that. Even new counter tops and drawer pulls can be economical ways to help your home stand out.

- Roof. Most new homeowners don't want the expense of a new roof, so if your home needs it, put one on.

These renovations are some of the areas that will increase the value of your home enough that you will be astounded at the increase in value.



**SMARTER INVESTING:
A Market of Bargains**



With the housing prices still dropping in many areas of the country, probate real estate investors have the opportunity to capitalize on excellent bargains. Executors want to quickly dispose of properties that they know will be undervalued, giving probate real estate investors the edge on building their own portfolio and helping families.

Why Are Executors So Motivated To Sell?

Logic would tell you that when a loved one passes away, the family would be too busy grieving to be worried about selling a home, commercial properties or personal property.

That's just not true.

In many cases, Executors and families are highly motivated to sell right after the death of their family member. There are many reasons for this. First, the family may have financial needs. If the loved one was ill for a protracted period of time, there may be outstanding medical bills to pay, not to mention the enormous cost of a funeral. Secondly, if family members live out of town, it can be

nearly impossible for families to take care of a property that may need lawn mowing, snow plowing, or maintenance while trying to sell the home the old fashioned way. Third, the family may just want to move on. Every family has a story and selling a home that has belonged to a family member may allow the survivors to close that chapter of their lives, restore their family relationships and build new memories without the past haunting them.

Executors also have the added pressure of not only disbursing any funds that are available to heirs (which they can't if the money is tied up in a home) as well as cleaning out the home and

tying up loose legal ends.

This is where your work as a probate real estate investor can be truly helpful. By giving family members an easy way to sell a home, you not only provide the funds they need to pay bills, but help them to move on with the next part of their lives.

All of these reasons – memories of the past, the need for cash, and a desire to move forward – provide Executors with an enormous amount of motivation to sell. Call your leads today! They are waiting to hear from you.

TIP:

PRIVATE LENDERS ARE AN OPTION

If you are looking for non-traditional financing options to purchase your next probate real estate property, then consider private lenders. These lenders, who are not banks, will lend you money without securing it and without worrying about your credit score. The upside is that you can get the money you need – usually for as many deals as you need – but you will pay a higher rate of interest.

Who should look into private lending? Those people who would be rejected by a traditional bank because of a foreclosure or credit issue, or those who already have several loans on homes and don't want to go the bank route again. Private lenders are also an excellent option for those who are looking to rehabilitate a property and sell it quickly. The additional interest you will pay will be mitigated by the fact that you will be repaying the loan in a short amount of time.

Home Sellers Can Be Your Bank

The real estate market is still a bit bumpy in areas, making it hard to secure financing for the probate-related real estate deal that you want to complete. Creative real estate investors are turning to a tool from decades past – seller financing – to effectively bypass rigid bank regulations.

If you are an active investor who has multiple properties, your debt-to-income ratio may make it nearly impossible to secure additional financing to purchase more properties. And, what if you have had a problem with your credit? A low credit score, bankruptcy, or past foreclosure can make getting any type of financing nearly impossible unless you are willing to take on exorbitant rates of interest.

For just these reasons, many probate real estate investors are now negotiating financing packages with the sellers of the home.

In many cases, these deals look and operate just the same as traditional financing would. As a buyer, you would still provide a down payment and make monthly installment payments to the seller, not to the bank.

Since the seller holds the financing, you have more options as a buyer and can negotiate favorable interest rates, or possibly even a no-down-payment option, avoiding points and closing costs that would typically be charged by the bank, saving you literally thousands of dollars.

The benefit of these types of deals is their flexibility. As a real estate investor, you have the opportunity to get the financing you need without the hassle you might experience with a traditional bank. And, if you have any spots on your financial history

then getting financing through the seller avoids the ominous discussion about FICO scores and debt-to-income ratios.

How does this benefit sellers of probate properties? In many cases, these properties are fully paid for, with no bank loan outstanding. They can also be difficult to sell if the property was not maintained the way that potential home buyers might expect. By using a seller financing option, Executors have a way to generate cash for the estate and sell a home that might not appeal to traditional real estate buyers.

As an innovative strategy, using seller financing can assist you in purchasing multiple properties without using the bank.

A Note from the Editor

Together, we can find those probate-related properties, that will allow you to be a success in the probate area.

Being a probate-related real estate investor can be a challenging and exhilarating endeavor. With the opportunity to start your own business, work with people in your own community who have a palpable need, and build your own future – what's not to like?

Indeed, as more and more real estate investors check out the opportunities available in the probate arena, new techniques are constantly becoming available to make closing those deals a reality.

That's what we are here for. Not only does US Probate Leads provide the critical lead information you need to find the properties that suit your real estate profile, but we offer numerous tools to help you refine your approach, whether on a business, financial or presentation level.

At US Probate Leads, we want you to have the best information at your fingertips. Check out our website, not just for the information on probate leads that we offer, but also for our other

tools that can help you to do your job more effectively and efficiently.

We encourage you to learn more by visiting our Website at

www.usprobateleads.com

or

feel free to give us a call at

(877) 470-9751.

The sale of Probate Properties can bring you a major new source of income. Let US Probate leads show you how to participate in this exciting market!

PROBATE NOTES



What's Next –
June, 2011

How Leads are the
Key to Your Business

The Best Ways to
Keep in Touch with
Sellers

Buy Your Dream
Home in a Probate
Sale!



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