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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 \$60B in Residential Real Estate properties on the market across the US. Executors of Estates frequently need money, so bargains are not hard to find.

Finding the Best Probate Real Estate Leads

Probate real estate is a \$60 billion dollar industry that provides an unparalleled opportunity for investors. What stops most real estate professionals from experiencing the options for profit that probate real estate offers? Not knowing where to find leads.

While you certainly could spend hours each week combing through court documents, cold calling sellers and networking in the community, there is a better way.

US Probate Leads offers our lead service to

investors who want the most productive and timely probate leads for their area. We offer packages of leads in blocks of 25, 50, 100 or even as an unlimited option, to give you a broad range of opportunities in your area. All delivered conveniently to you electronically, with no hassle of having to sift through legal documents.

Maximize your time now by visiting
www.usprobateleads.com.



PITFALLS IN CLOSING



Closing a transaction can require some finesse in making sure that your new investment ends up in your hands without problems. Here are a couple quick tips to streamline the process. • Do a walk through to make sure the property is as you expect 24 hours before closing. • Evaluate as to whether the property has been cleaned out. • Is there damage to the property that wasn't there before? • Is the mortgage company ready to close with funds available? • Has the title search been completed and cleared of any clouds? • Are sellers available to sign papers?



Why Realtors Have An Edge in Probate Investing

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

hear about probate real estate opportunities before they may even come on the market. In addition, Realtors have teams of service professional already developed, whether mortgage companies, title companies, attorneys and construction specialists, that can help move a probate property from on the market to sold in a short period of time. In addition, when you are a Realtor who is familiar with the probate process and assist probate real estate investors in finding properties, you open yourself and your business to a whole new market. Not to mention that you have the option to diversify your

own holdings to include not only your clients, but also short and long term real estate investments of your own.

What is the best way for you to find the leads that will give you an edge as a Realtor interested in probate real estate? While you can spend your time combing through information in the local county courthouse, which can be time-consuming and frustrating, you have another option. Simply visit www.usprobateleads.com for up to date listings in every area for you and your clients.

Though many Realtors don't realize it, they have an innate edge in probate real estate investing for themselves and for their clients.

As a real estate professional, Realtors are intimately familiar with their community and generally have contacts that are the result of many years of work and word-of-mouth. This puts Realtors in the unique position to

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.

**SMARTER INVESTING:
Increase Cash Flow**



With today's challenging economy, more and more people want to quickly dispose of probate properties and are willing to do so at a rate advantageous to real estate investors.

There has never been a better time to invest in probate real estate!

4 REASONS TO BUY PROBATE PROPERTIES

1. You benefit from the best prices in the real estate market, purchasing properties for up to 50% below market cost.
2. There is an enormous

Making Low Offers Sound Positive to Buyers

In terms of maximizing the profit on a property, it is sometimes necessary to make an offer on a property that is low, which might insult the owners. While the family has gone through a difficult time due to the loss of a loved one that

Secondly, give them a short list of the things that will have to be done to the property to make it salable. This is critical in that many probate properties are dated and need new carpet and paint at the minimum.

Finally, let them know that your offer is simply an option for them to consider. When they realize that you are not pressuring them to make a quick decision, you will more often receive a positive

inventory! At any time, there can be up to six million estates in probate that offer not only single-family homes, but other types of real estate as well.

3. It's a buyer's market. Probate sellers NEED to sell their properties to settle debt left behind.

4. You get more than just the property. People may leave valuables in the home. They are yours after closing!

has put them in probate in the first place, there are some things that you can say to soften the blow of giving them an offer that still gives you room to be profitable.

First, let them know that the offer you are going to give them is probably lower than they might expect. Remind them that part of the benefit they are receiving by working with you is that you are taking a sizable worry off of their hands and providing them with needed cash.

Giving this as a list will help the owners to see that you will have to invest in the property.



outcome as they consider your position and their need for closure and funds.

While you may be tempted to offer more than a property is worth due to the situation a family is in, with these techniques you'll have the skills to help a family and yourself.

What To Do With Your Probate Real Estate Investment

In today's challenging economy, many real estate investors are looking for new opportunities. Probate real estate offers an unique and largely untapped sector of the real estate market that can be highly profitable for investors.

There are over four million probate properties on the market each day in the United States and, as a real estate investor, you have a myriad of options as to how to use the properties that are available to you. If you are looking for a new home for yourself or for someone else you know, finding a probate property can provide your dream home with a much smaller investment than you might typically expect.

Probate-related properties also represent an excellent opportunity for a short-term investment. Simply purchase the home, complete the needed repairs, and put the home back on the market, with a clear edge over many other homes listed because of the improvements that you have made and the low initial purchase price.

Another option you have with probate-related properties is to hold them for a long term investment. With long term rental property, you simply make any repairs that create a safe, inviting living environment for renters, instead of the larger investment you'd make

into repairs to quickly sell the home. Rental properties can be a great way to augment your income over the long term, giving you added passive income that can help you to not only meet your living expenses, but fund your business and your dreams.

The biggest challenge in dealing with probate real estate is deciding what to do with the properties you find. And, if you are serious about investing in real estate and are looking for a great way to find new and inexpensive leads – check out www.usprobateleads.com for the newest and most efficient way to identify probate properties in your area.

TIP 1.

TERMS TO KNOW

There are times when knowing a few legal terms that go with the probate process will be key to making a good deal. Here are a few to keep in mind:

Testate – Someone who dies with a will.

Effective Ways to Market Your Business

There are few other investment options that can yield as spectacular results as probate real estate investing. With sellers many times desperately needing to sell their loved ones property and usually willing to

By building relationships with the people who attend, you may find leads that you normally would never have heard about. You will also have the opportunity to meet contractors and other service

Another area most probate investors hesitate to take advantage of is local funeral homes. Make an appointment with the funeral director to explain how your service can benefit families who are

Intestate – Someone who dies without a will.

Executor – The person who has been named by the deceased to take care of property after death. Also called a person representative.

Administrator – A person named by the court to distribute and manage all transactions of an estate when a person dies intestate, with no will.

Knowing a few legal terms that are commonly used in probate situations will make your interactions with the courts and families that much easier.

do so at a reduced rate, you have options that are normally not available.

But, how do you get the word out that you are looking for properties? By using some creative techniques and persistence, you can build the business you have always wanted.

The first step to effectively marketing your business is to make a flyer stating what you do and how you can help sellers. You can post them on bulletin boards in your community – everywhere from the library to the local hardware store to the barbershop. Another important step is to join a local real estate investing club and regularly attend their meetings.

people who may be able to help you in fixing up your investments for a reasonable rate.

Another area to investigate is either offering to speak at your local Chamber of Commerce or service organization. Most community groups are looking for “free” speakers who can give an overview of a new industry. Being positioned as the speaker allows you to assume the role of an expert and may lead to people from that group giving you the first opportunity at a property that no one else knows is available. Make sure to have business cards and flyers available at those meetings.

overwhelmed by dealing with a loved ones expenses. Again, leaving business cards and flyers is key.

Remember that as a probate real estate investor you have the privilege of assisting families during difficult times by taking off their hands usually one of the most valuable asset that someone can own. By using these marketing tips, you'll have the opportunity to get the word out about what you do and how it can help families in need. Try just one of these tips today and see how they can help you build an effective real estate investing business.

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.

Thank you for taking the time to peruse this issue of Focus on Probate.

Whether you are a seasoned real estate investor, Realtor or someone new to the real estate investing market, probate real estate offers a unique opportunity to not only make profits, build a portfolio of investments and create cash flow, by helping others.

By buying properties from families who need the cash generated from the sale of their loved one's home, you give them piece of mind

as well as the ability to settle nagging debt that can damage relationships and prevent families from moving forward.

However, no matter how beneficial this is for families, it has to work as a business. That is how US Probate Leads can help. By providing the most up-to-date leads offered in a variety of formats and specifically geared toward your area, you can be the most effective and efficient at following up on properties that fit your investment profile.

Don't miss out on this virtually untapped real estate market! No matter what type of property you are looking for, US Probate Leads can give you current and historical data to streamline your acquisition process.

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



Next Issue – March, 2011 Topics

Hidden Treasure – What You May Find Hidden in Your New Property

Tips for Effective Leasing

Building a Network of Professional to Service Your Investment Business



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