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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 Are Realtors Flooding Into Probate Real Estate?

More and more real estate professionals are looking at opportunities in probate real estate. Why? Here are a couple of reasons:

1. Realtors already have an established network of contacts in the area and may know about opportunities before anyone else does.
2. There is virtually no competition.
3. Properties are great to rehab and sell or even to rent out to generate cash.

1. With their working knowledge of the community, Realtors know where the best bargains are.
2. Negotiating is a key aspect to purchasing probate-related real estate. Realtors have been well trained in this skill.

With their full knowledge base, many Realtors are now considering probate real estate as a niche market, making them different from their competition and giving them access to profits.





PROBATE WATCH

US Probate Leads is the best way for probate real estate investors to find and capture current leads that will propel their business to the next level. With an affordable, easy to use format, US Probate Leads tracks probate filings in every state and in every market. No matter what type of data you are looking for, turn to US Probate Leads to streamline the process of gathering current information. You can make the deals that will build your dream business – contact US Probate Leads today!



Great Advantages in Probate Investing

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

providing a needed service for families who need the proceeds from a real estate sale to pay bills.

Along with the fact that sellers are motivated, there is an unlimited supply of probate real estate. Sadly, people die every day, leaving their property behind.

Another advantage to probate real estate investing is that it is such a specific niche that few people know about it, or are afraid to try because of worries about offending a family. In reality, families need to be able to dispose of properties in an

environment that makes them feel secure. With a respectful attitude, approaching a family is no problem.

A final advantage in probate real estate is the growth factor. With an aging American population, there will be even more properties available to probate real estate investors than are now. Those who are well-versed in the probate real estate investing will have the clear advantage over time, finding the best deals and building the most impressive portfolios.

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:
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.

One of the advantages of probate real estate investing is the fact that there are profits available to every investor. Unlike other areas of real estate, probate real estate investing is a specific market niche with nearly an unlimited variety of opportunities.

In probate real estate investing, sellers want to sell their properties as quickly as possible. As a probate investor, you are

Tips For Effective Leasing

Renting out the home you have purchased through your probate real estate business is one way to turn a simple investment into a cash generating machine. However, renting out a property can range from easy to impossible, depending on the care you take with completing the process.

Have your new tenant go through the property and note any damage to it before they move in.

Observe Fair Housing Laws. Fair Housing Laws are designed to give everyone a chance at finding a place to live. You can find information on this on the

Finally, have your new tenant go through the property and note any damage to it before they move in. That way, if they damage the property while living there, you will have documentation that it was they who damaged it.

By utilizing a formal lease,

THE ABC'S OF GETTING STARTED!

Getting started in probate real estate is as simple as ABC.

A: Acquire leads on current probate properties. Either review courthouse records or sign up for US Probate Leads data service.

B: Be Aware that families need your help to resolve financial stress than can destroy relationships.

C: Consistency is key. Working a probate real estate business is no different than any other business. You must work it to make it work. Stay positive and you will have success!

When you decide to rent out your property the first thing to keep in mind is that renting without a lease is not smart. You need to have a lease. You can either purchase a boilerplate lease for your state or ask your attorney to prepare one. Having a signed lease gives you legal options if tenant choose not to pay the rent or damage your home.

Internet or through your attorney.



following Fair Housing Laws, and having tenants complete a damage report, leasing your probate property can be an effective way to translate an investment into an income.

Hidden Treasure – Dealing With What is Left Behind

In most cases, probate real estate is sold “as is.” Because of this, it is common for personal property of the decedent to be left behind. What do you do if you find personal property in your new investment and are unsure how to handle it?

Obviously, things that are clearly trash can be thrown out. But if you find appliances that weren't listed as part of the purchase agreement, or furniture, or other valuables, it may take a few additional steps to make sure that you handle them with integrity.

If you have any question at all as to whether the former owner's family might like what has been left behind,

simply send them a certified letter stating that you have found some items (list them) and give them a date by which they must be picked up and removed from the property. Usually, a ten day window for pickup is acceptable.

If the family does not respond to your letter, then you can claim their items as your own as they have been notified, which is frequently called “abandonment.” If they don't respond to the letter and the item is of a greater worth – let's say something like a motorcycle – then you may have to do a property eviction. You can check with your attorney to find out your state's particular regulations regarding

property abandonment.

Once you have communicated with the family, you can have fun exploring the property. You may find antiques, old pictures or even valuables that the family no longer wants and simply left for you. These represent an a profit center as you can either sell them or auction them off individually to recoup some of your investment.

With some foresight and excellent communication, you will have the opportunity to acquire not only a property, but likely some of the possession that were in it.

TIP: EXECUTORS ARE READY TO SELL

One of the biggest misconceptions in probate-related real estate investing is that families are too grieved to contemplate selling their loved one's property. That is simply not true.

Executors are usually ready to sell because they need funds to close out the estate of the person that has passed away. The funds may

Building a Network of Real Estate Professionals

One of the biggest benefits of being a probate-related real estate investor is working for yourself. That does not mean that you work all by yourself, however. As you build your business, you will need professionals in related fields that can help you find the best deals, complete the

contractors such as inspectors, handymen, plumbers, electricians, cleaning services, landscapers and trash haulers can be critical to revitalizing your property and getting it either resold or rented. All of these people can help your business to flourish and can provide a valuable team

If you like the contractor you have tried and feel that they represent you and your business well, great! If not, move on, knowing that you will find those who can assist you with your business. Prioritizing professionalism, promptness, cleanliness, and integrity are great ways to judge whether

be needed for unpaid medical bills, funeral costs, taxes, not to mention disbursement among family members who are entitled to an inheritance.

While Executors are ready to sell, that doesn't mean you shouldn't be sensitive to their particular situation. Always be aware that no matter what their relationship with the deceased, they are grieving. Be careful in your speech and know that ultimately, you are assisting each and every family to move on with their lives.

transactions, and rehabilitate your properties.

Who are the professionals you need to make contact with? Realtors, probate attorneys, mortgage brokers, title companies, inspectors, handymen, contractors, landscapers, cleaning services, painters and even trash haulers are all people that you will eventually need to have contact with.

Realtors and probate attorneys can help you to find leads that you may not have been aware of from contacts that they have throughout the community. Mortgage brokers and title companies can streamline your lending and the closing of your transaction. A variety of

approach to probate investing.

When you are starting out, you may be confused as to who to use. You will learn quickly who you want to work with through trial and error as well as through recommendations that you have collected.

Look for those professionals who have been recommended by others and give them a try. Feel confident that over time you will discover which people are true assets to your business and which ones are not. Building a trustworthy relationship with a team of providers will not only result in an easier workload for you, but decreased cost as they you offer frequent buyer discount.

they are a good fit for you.

And, while you are building your team, don't forget about your need for current and timely leads on new properties. US Probate Leads is here to partner with you to give you the best leads on the best probate properties in your area. We look forward to being a key part of your probate investment team.

Contact us today for more information!

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.

More and more real estate investors are getting excited about the possibilities for probate investment in their area.

Aggressive investors are taking advantage of the "perfect storm" of opportunity – properties that can be bought "as is," families that need to sell, prices that are lower than the already-low market and having the satisfaction of doing something that helps relationships heal and families to move on.

There is no doubt that probate real estate investing is the wave of the future. You, too, can take

advantage of this niche in real estate by not only reading this newsletter, but by visiting the US Probate Leads website.

On our website, we offer you the opportunity to acquire cutting-edge information on probate properties in your area, streamlining your selection process and saving you literally thousands of hours scouring through court records when you could be making deals and rehabilitating homes.

Probate real estate investing is literally for everyone. Whether

you are currently employed full time and want to transition to your own business, are a stay at home mom, or are retired, with US Probate Leads, you can build the business of your dreams.

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.

PROBATE NOTES



In Our Next Issue
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How To Be A Better Entrepreneur

Dealing With Hurting

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!

Families

What Buyers Look For



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