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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.*

## Are You Looking For Motivated Sellers? Think They Are Nowhere To Be Found?

If so, then you haven't spent any time in the probate-related real estate market. As a probate real estate investor, not only do you get the benefit of incredible deals and a way to step in and help families that are hurting both emotionally and financially, but you will find motivated sellers.

When you buy a home that is in probate, the sellers know that they

need to get rid of the property to pay bills and settle the estate. Those financial issues, combined with the fact that they realize that their loved one's home may need significant updating, makes them more than motivated.

Sure, you can find motivated real estate sellers everywhere, but nowhere will you find more motivated sellers in need of your help than you will in probate-related real estate. Making a deal not only helps you, but helps them too.



## PROBATE WATCH

Did you know that virtually each and every day there are probate cases filed in every community in the United States? A large percentage of those cases include pieces of real estate – and not just single families homes. Many probate cases include apartment buildings, commercial property, industrial property or even undeveloped land. Remember that while you may be focused on single-family, residential properties, there are many other avenues that you can pursue when you are a probate-related real estate investor. Creativity can go a long way!



# Realtor Techniques That Will Help You Sell

The place to begin is at [www.usprobateleads.com](http://www.usprobateleads.com).

It always seems that when you want to sell a property that there is nothing you can do to help move the process along. But is that really true? Not so! There are some tried and true tricks that will help you to increase your opportunity to sell or rent your probate-related piece of property.

The first thing that will help you to sell or rent your property is curb-appeal.

Walk out to the front of your home and take a good, hard look. Have the bushes been trimmed? Has the lawn been edged? Has all the trash and construction debris been removed? It is also important to make sure that the windows have been washed and that the front entrance is welcoming. A simple pot of flowers, a wreath or a "welcome" mat can help people feel like they are entering a warm home, not just another house on the market.

Once you have completed the exterior inspection, take a look at the inside. Is the lighting bright

enough? If not, you can add higher watt bulbs. Has the carpeting been recently cleaned or replaced? You can also add touches such as a set of towels in the bathroom, a pot of flowers on the kitchen countertop, or even music playing in the background when people visit. Using a mild room deoderizer will also help present a positive image of your property.

These simple techniques will help you to establish a first impression that buyers or renters won't forget. Take a little time and watch your property fly off the market.

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:  
Rent Without A Lease?**



If you are considering renting your home or probate purchased apartment building, do you need a lease? You may or may not, depending on your state's laws. Regardless of the law, having a lease will make it easier for you to evict tenants if they stop paying their rent. Check with a local real estate attorney to determine your best course of action.

## EXPENSES YOU MAY NOT WANT TO TAKE ON. . .

There are several types of expenses that can not only eliminate your profit, but put you in a financial hole with your real estate deal. Think carefully before taking on any of these issues:

- ✓ Basement Water Issues
- ✓ Warped Roofs
- ✓ Old Electrical Wiring
- ✓ Out-Of-Date Plumbing
- ✓ Structural Issues

Each of these types of repairs may require a whole-house renovation that may not be profitable for you and your family. Consider carefully how much these types of repairs will cost you in both money and time.

## 5 Things That Will Stop Your Deal Cold!

You've found the perfect property, so you think. Yet, as you work your way through the deal, you have more and more questions. Here are five things that will stop your deal cold.

The first problem can be major repair issues with the house. Expensive repairs such as water issues in the basement foundation, roofs that require a complete tear off, or structural issues are all best left for someone else to deal with.

Second, code violations can cancel a deal and make you walk away. If you find out that all of the electrical wiring or plumbing in the house you are interested in is old and out of date and would have to be brought

up to code in order for you to purchase the house, then that might be a deal breaker.

Thirdly, an extended closing time can stop a deal. One of the benefits of purchasing probate-related real estate is being able to turn it quickly. If you have to wait six months to close your deal, you might be better off finding another property.

Fourth, finding clouds on the title. When your title company does the title search, if they find any clouds on the title, depending on what they are, you may choose to not complete the deal.

Finally, if your home is in an area where redevelopment is occurring and you are worried that the zoning may change from residential to office or apartment, you may decide that the risk isn't worth it.

Be cautious about pursuing a property with any of these issues. Better to be safe than sorry!



# Know When to Walk Away From A Property Negotiation

Regardless of the promise and potential for a property, there are certain times when it makes smart business sense to walk away from a property negotiation. Many of these situations have little or nothing to do with the property itself.

If there seems to be uncertainty that the family is ready to sell, you'll have to decide if this is a short-term or long-term problem. It is virtually impossible to create a working deal with a property owner who isn't sure they want to sell. You may want to spend your time elsewhere, with a family who is in need and wants to sell immediately.

You may also run into families who have an uncooperative family member.

Every family has a story and if their story is getting in the way of you negotiating a deal because they either refuse to cooperate or won't commit one way or the other, then another property may be a better fit for you and your business.

Another situation that can arise during a property negotiation is when the end is a moving target. If you are dealing with a family who doesn't know what they really want in terms of money, time until close or terms, and you have done your best to help them clarify what would suit them, then telling them politely, but firmly, to contact you when they are ready may be

your best option. Finally, you may run into people whose story seems to change all the time. First they want to sell the house, then they don't. They are the Executor, and then you realize that their cousin from out of state is the Executor. They say that they are willing to take a certain price for the house and two days later it has gone up by ten thousand dollars. Those negotiations are generally fruitless and may even end up in court.

Knowing when to walk away from a property negotiation is an art. Once you learn when to proceed and when to stop, you will increase your odds of success.

## TIP: WHAT TO DO WHEN THERE IS A DIFFICULT FAMILY MEMBER

Every family has a person who doesn't share the same values and decision making process as the rest. While it is inevitable that you will run into difficult family members along the way, it is important to know that they can be dealt with (for the most part).

Take time to get to know them. If you can, pull them aside and ask what their thoughts are. It could be that it's not you they are opposed to, it is simply a hard transition for them to give up a family property. You can also work to figure out who has the final say in the family. If it is not the "difficult" person then you can simply choose to work around them.

Remember that people process things differently. It could be that the person that you most view as "difficult" is the one that is most hurt by the loss of their family member. Giving the family a bit of time may be the solution that you need in order to make the deal work out.

## Cosmetic Improvements That Create Profit

Nothing can help you sell your property faster than a great first impression. How do you create a good first impression among buyers? By taking the time to invest in cosmetic improvements that create profit for you.

One of the first areas that you can create profit with cosmetic improvements is with new carpet or flooring. Buyers do not want to have to look at stained, torn or malodorous carpeting – especially if you have purchased a home where the homeowners had pets. A good quality, short pile, neutral colored carpeting will go with virtually any decor and gives the potential buyer the idea immediately that you have taken care of things that would help them to be comfortable in their new home.

A new coat of paint is another area where you will more than earn back your investment. New paint can rid a home of odors from smoke and pets

and is especially beneficial if the current wall colors are either too bright or out of date. Again, using a neutral, whether a beige or off-white, will give potential buyers a tremendous amount of options when they move in.

Lighting fixtures can be another area where a few dollars can generate profit. Your local hardware or home supply store can be a great source for these pieces. Choose transitional style fixtures – ones that are neither too traditional nor too contemporary. Ceiling fans are another type of lighting fixture that can add value and upgrade a room for very little money.

Don't forget to carefully look in your bathroom and kitchen for places where cosmetic improvements can generate a favorable first impression. By painting cabinets and adding new hardware, you

can give a kitchen or a bath new life without having to break the bank. New faucets can be easily added to existing sinks and can offer features such as spray nozzles. In the bathroom, invest in inexpensive shower doors instead of a shower curtain, and don't forget to put new caulk around the base of the tub and the toilet. Clean, fresh caulk makes the bathroom seem brand new. Finally, in the kitchen, a new counter can be quickly purchased and installed from a home supply store.

These cosmetic changes to your home - whether new flooring, a fresh coat of paint, bright lighting or some quick changes in the bathroom and kitchen – can net real profits. Remember that each and every cosmetic change you make helps potential home buyers to see themselves living happily and comfortably in your property.

# 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.*

In these days when our economy is still a bit touchy, it can't hurt to be extra careful when you are considering probate-related real estate deals.

In this issue, we've worked to give you tips on when it truly is the best time to walk away from a property negotiation and what cosmetic changes can give you the best chance at selling your home quickly.

Probate-related real estate investing can offer opportunities that no other area of real estate

investment can match. With extremely motivated sellers and the option to help families that are suffering not only emotionally, but financially, you can have success in probate real estate investing..

If you haven't yet begun your probate-related real estate business, there is no better time than now. Don't forget to use your time wisely by investigating our innovative lead service. No longer will you spend enormous amounts of time digging through court records in order to find owners of property. With a few keystrokes,

you can have that information delivered right to your Inbox. Not only do we offer lead services, but we have a myriad of tools to get you started and keep you organized.

We encourage you to learn more by visiting our Website at

[www.usprobateleads.com](http://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



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The Art Of Communication.



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