



# THE REAL ESTATE RESET

## GUIDE TO FINDING OFF-MARKET DEALS

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The real estate market is on fire and showing no signs of slowing down. That's great news for sellers but for real estate investors, the paralyzing fear of missing out on a great deal has never been stronger.

Right now, inventory is low! During a seller's market, it's common to feel the pressure and frustration that comes with having to compete with so many people on so few properties. But fortunately, it's possible to overcome these feelings of anxiety and stress with a step-by-step, methodical process.

The truth is, successful real estate investors like myself get paid to solve problems. Low inventory in the real estate market is definitely a problem and creates challenges in and of itself.

Thankfully, the answer to this problem is to look at off-market deals. Doing so substantially increases your chances of locking down your first (or your next) real estate investment.

### What Is An Off-Market Property?

An off-market property, simply put, is a property that isn't listed on the local Multiple Listing Service or MLS. Properties that are listed on the MLS are commonly found on well-known sites like Zillow, Redfin and Realtor.com among others. Off-market properties won't be found on these sites, but there are still ways to find them if you know where to look.

### Why Should I Buy an Off-Market Deal?

Personally, off-market deals are my favorites and most real estate investors will agree. For one, there's less competition. If a property is listed on the MLS, everyone and their mother will be looking at it especially in ultra-competitive real estate markets. These MLS websites get a lot of traffic and visibility, both from real estate agents and potential buyers. Off-market deals don't have that kind of visibility, but they are nevertheless great potential buys.

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With that being said, below are my top ten ways to find off-market deals

## **Driving for Dollars**

This is quite simply the process of getting in your car and driving around, looking at properties in need of repair. They could have boarded up windows, an overflowing mailbox, grass taller than the door or snow that has never seen a shovel. Write down the address of these properties and contact the owner to see if they'd be interested in selling.

## **Talk to Strangers**

I know this goes against the grain of everything your parents taught you, but it works. I've been investing in real estate for 14 years, but I've only recently shared my real estate investing journey publicly for about the last five years. And in doing so, I've opened SO many doors. My business exploded! I started letting anyone who would listen know that I'm a real estate investor, and I've scored many amazing off-market deals this way.

## **Make Wholesalers Your New BFF**

Wholesalers are like off-market deal bloodhounds. They know where all the properties are. It can take a lot of work to buy a distressed property, but wholesalers do the dirty work and consistently follow-through with all of the steps needed to close the deal.

If time is at a premium for you, finding wholesalers on social media or through local real estate clubs is going to be the way to go. You'll pay them a fee for their work (which gets rolled into the purchase price), but the time saved makes it worth it.

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## Check out Estate Attorneys and Probate Records

Oftentimes, estate attorneys are the first to learn about off-market properties, simply as a result of someone losing a loved one. It's not exactly the most glamorous of the methods, but this can be a great way to find off-market properties.

As a real estate investor, you can come in and offer to buy the home at a great price, freeing the family of the burden of having to go through the home selling process.



## Browse City Eviction Records

Perhaps no one is more eager to sell than tired landlords. The truth is that it can be a challenge keeping up with all the properties and dealing with repairs and tenants that don't pay. It creates a financial hardship and at some point, the landlord will throw in the towel and look to offload the property.

This is where you come in. Help them out if you're willing to take on the challenge!



## Try Propstream for FREE

Propstream is a fantastic tool for both new and seasoned real estate investors who want to get access to off-market deals. Their data is simply unparalleled. You can find pre-foreclosures, estate sales, distressed vacation homes, distressed landlord properties and more. You can also use Propstream to get in touch with the owners and negotiate a deal.

Plus, as a thank you for reading this guide, you can get a 7-day FREE Trial of Propstream.

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## Connect with Contractors

Contractors always have a finger on the pulse of the local real estate market. Oftentimes, landlords and homeowners alike will hire contractors to make repairs and renovations before a property goes on the market. Let your contractor know what kinds of properties you're looking for and you'll be surprised at the deals they'll share with you before the general public finds out about them on the MLS.



## Get to Know Your Local Agents

Like contractors, real estate agents also have their ears to the ground. If you build up enough relationships with local agents, you'll have a steady flow of deals that keep coming. If you're actively buying properties, you'll also help them make money with commission. Then, if you turn around and flip it or find a tenant, they'll get a commission as well, which makes it more likely for them to help you!

Don't hesitate to introduce yourself to as many agents as possible in your local area!



## Network with Other Investors

Rather than looking at other investors like your competitors, it's important to realize that there really is enough for everyone and that we're all in this together. We help each other out. If my real estate investor friends see a deal they like but can't buy, they'll send it my way and vice versa.

This is an excellent way to keep promising deals coming across your desk over and over again!

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## Social Media and Other Websites

Sometimes, investors get so focused on the MLS that they forget that other channels for selling real estate exist outside of it. Yes, you can buy a house on Facebook. In fact, I've gotten some amazing deals through Facebook Marketplace. Craigslist and ForSaleByOwner.com are also great sites to check for off-market deals.

Now that you know my top ten methods for finding off-marketing properties, it's time to put your new-found knowledge to use! Apply now to join The Real Estate Reset. Get even more tips, investing strategy, tools for getting funding and insider secrets. All it takes is a brief application which will only take a few moments of your time.

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