

Module # 5
**A Crash Course in Finding Vacant
houses and Off Market Property!**

By Christopher Seder

What are you going to Learn?

- Why Vacant Houses are Good Sources of Deals
- How to Spot a Vacant House
- How to Find Vacant Houses
- How to Find the Owners of Vacant Houses
- Send out Direct Mail to Vacant Houses
- Skip Tracking Vacant Houses
- and Much much more...

What are my Favorite Source of Deals?



- Vacant Houses!
- Designed to Show you how to go out and find the most profitable deals in any real estate market (vacant houses)
- Why are Vacant Houses so Profitable?
 - Easier to Sell a Vacant House
 - Owners Do not want them
 - Usually need work (can get a better deal)



55 MARKETING SECRETS

- **War Zones:** You will want to stay away from war zones. Prices will be very cheap in these areas and you can probably make good money flipping houses in these areas. I will not do business somewhere where I do not feel safe.
- **Working class:** The working class neighborhood is our favorite place to do deals. Homes in this area are affordable, have stable neighborhoods, and are safe. Working class is the best place for rentals; you can usually buy houses cheap enough so they will cash flow.
- **Middle Class:** These neighborhoods are where a lot of first time home buyers go. They are a great place for rehabbers and wholesalers.
- **High Income:** For the beginning investor I recommend you stay away from high end homes. An experienced investor can make hundreds of thousands flipping a high end home, but there is of course more risk involved.



Signs a House is Vacant

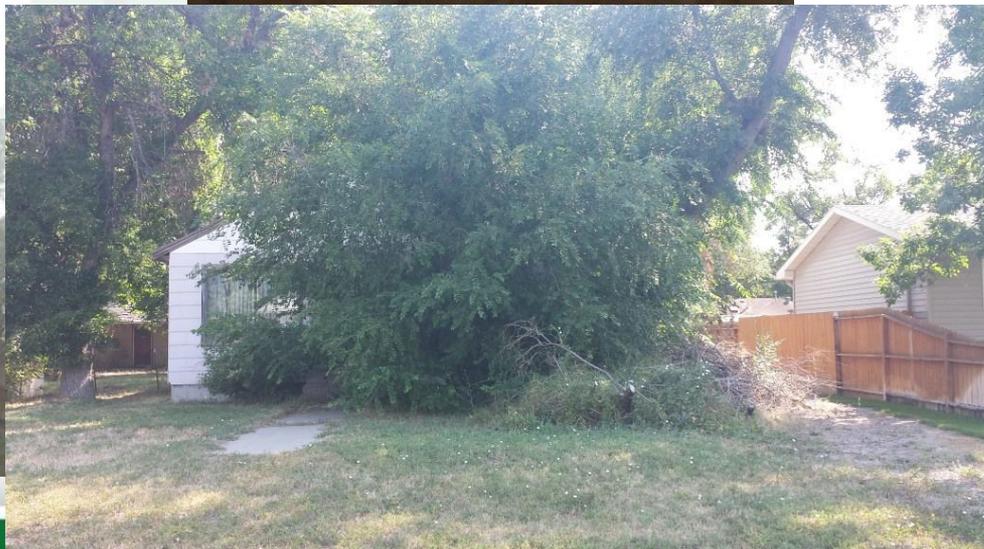
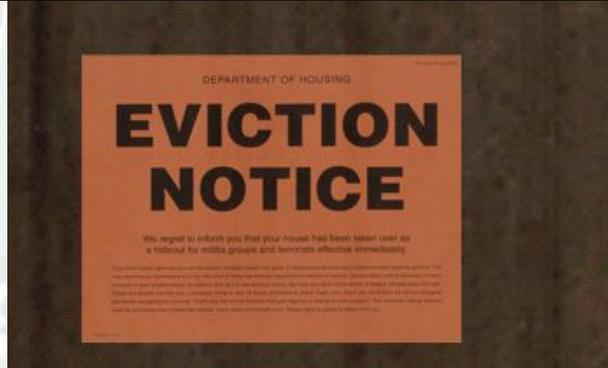
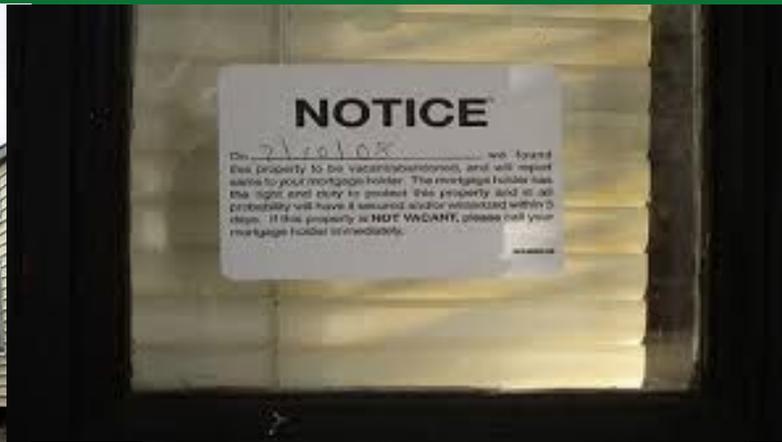
- Weeds/Grass Tall and Dead
- Vacant Slip in Mail Box
- No Cars
- If Snow – No tracks
- Notices on the Door
- Nothing Inside the House
- House is in Disrepair
- Utility shut off notices
- Boarded up house
- Broken windows
- Power meter and/or gas meter gone



55 MARKETING SECRETS



5



How to Find Vacant Houses

There are several ways to find vacant houses. I am going to be talking about a few ways that I feel are the best. When looking for vacant houses you need to work smart and not hard.

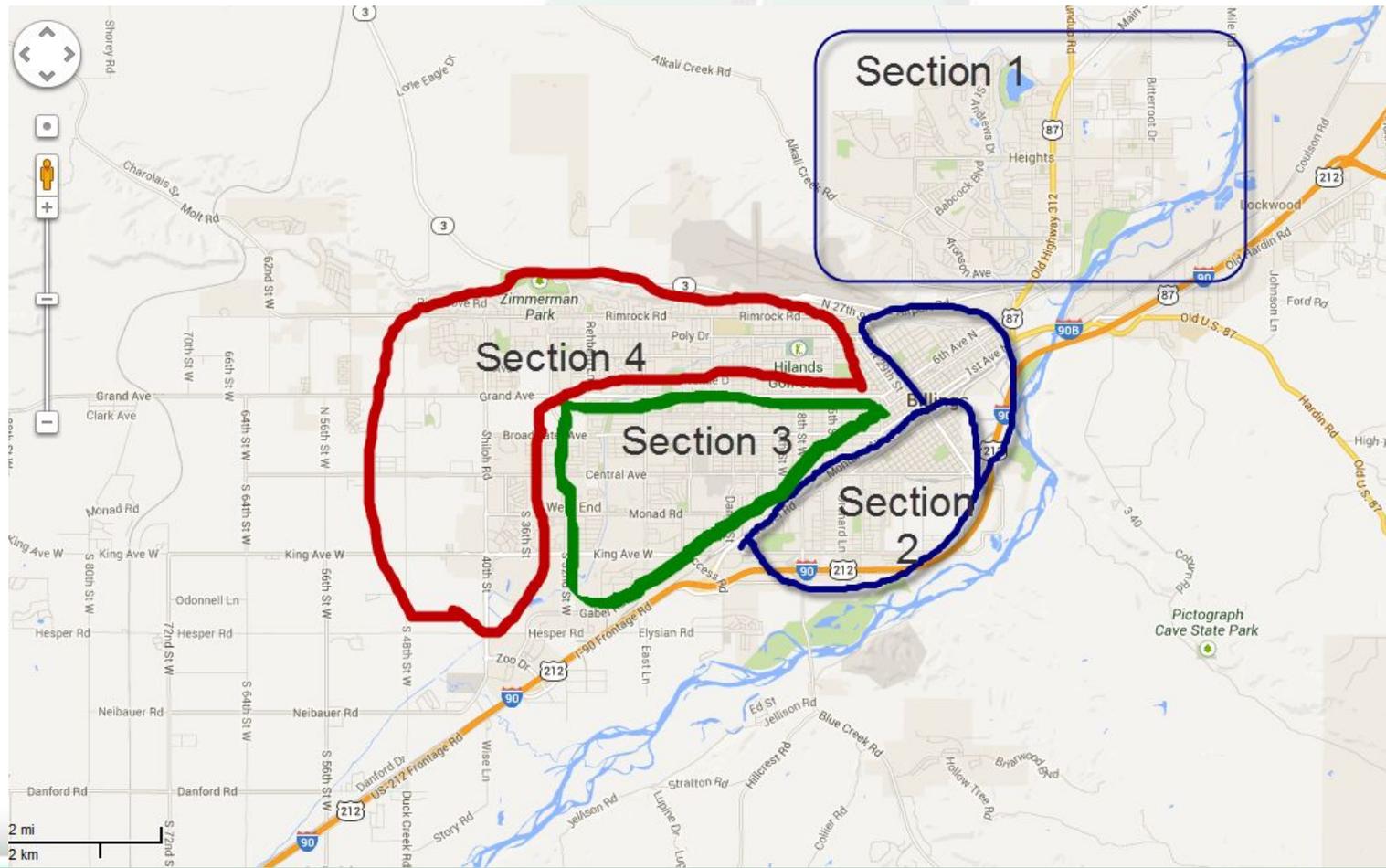


#1 Way to Find Vacant Houses

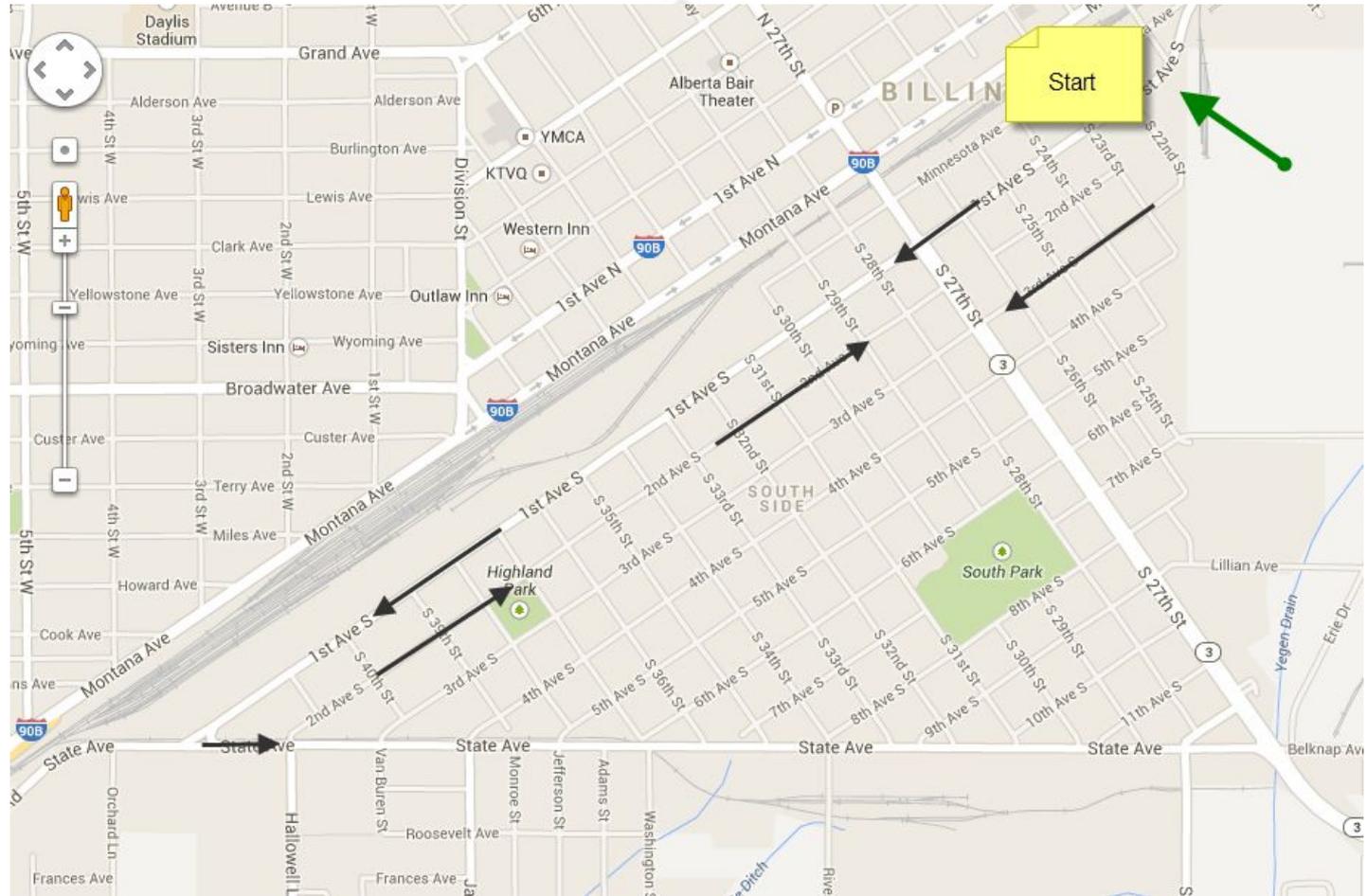
Get out in the Field and Search for them



Break it down into 4 to 5 targeted sections

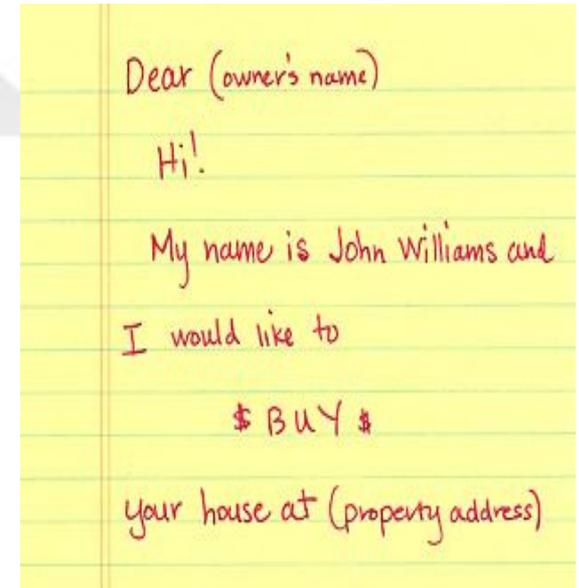


Print out each Section.
Remember where you have Drove



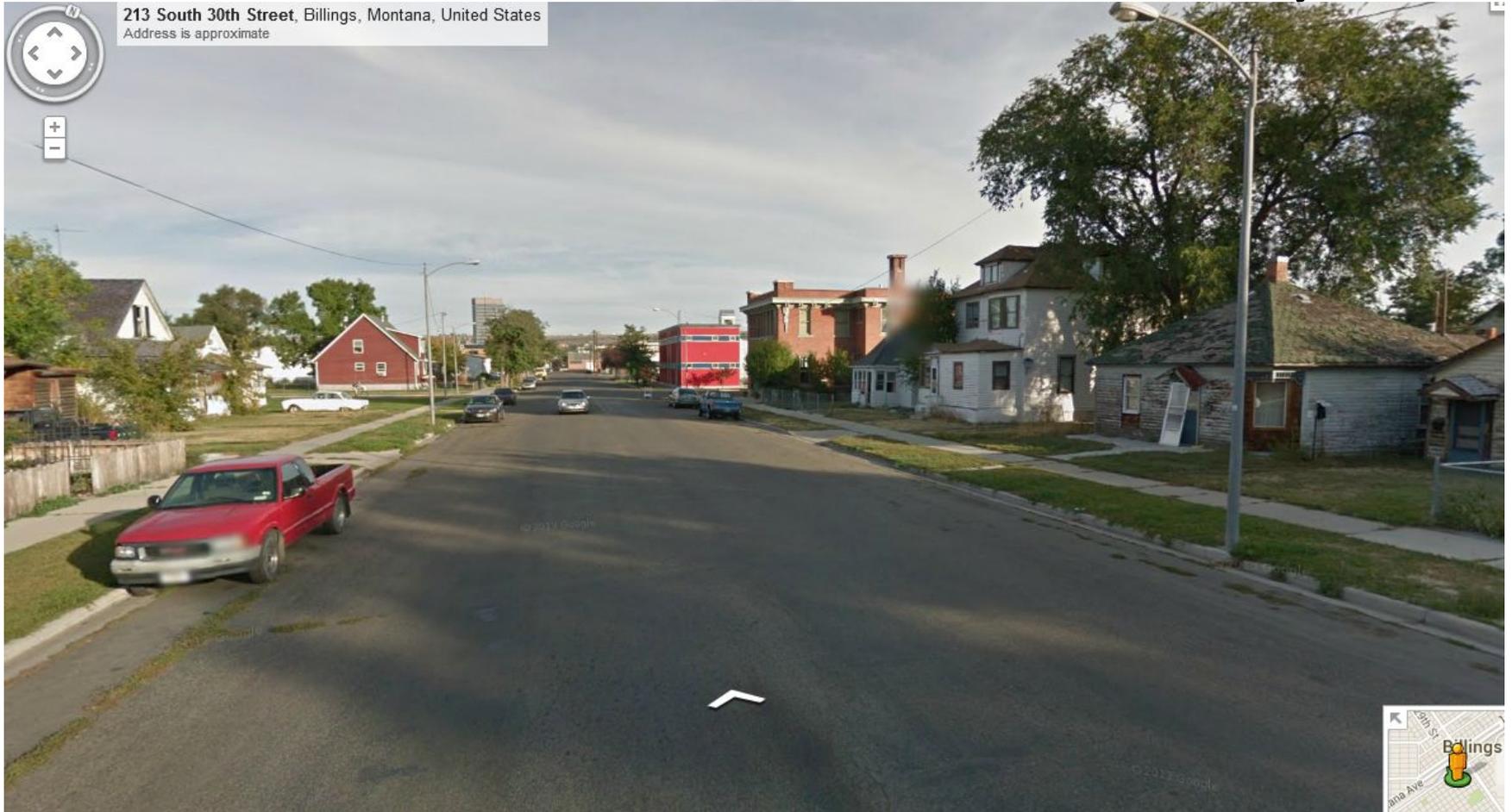
55 MARKETING SECRETS

- Always be searching
 - On your way to work
 - Grocery Store
 - Everywhere
- Write Down the Address
 - Vacant and fixer upper houses
- Post Note on the Door (don't be scared)
- Post a Bandit Sign in the yard



55 MARKETING SECRETS

15 minutes a day could easily Find
You 1 to 2 vacant houses a day

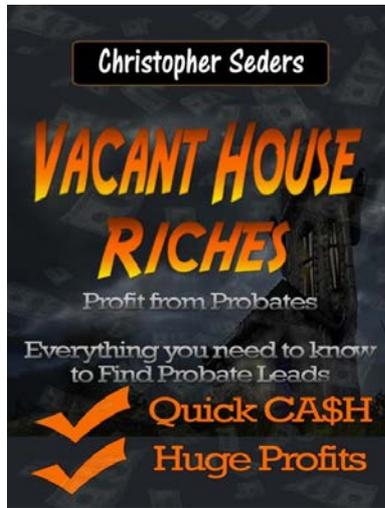


Estate Sales and Probate

**ESTATE
SALE**



- A lot of time the house is vacant
- Heirs want to sell the property
- Probate investing course
- Call up all of the estate sale companies in your area and see if you can get a list of upcoming sales



Postal Workers

- Have a list of vacant houses/ vacant slips
- They drive around all day and know every house that is vacant
- Pay them \$5 per lead
- Might have forwarding addresses



Foreclosure Inspectors



- Drive around all month checking on foreclosures (30 days late until foreclosure)
- Post vacant notices on doors
- Independent contractors
- Pay them \$5 per lead
- To find
 - post an ad on craigslist
 - Look for their slips on vacant houses



Fire Department

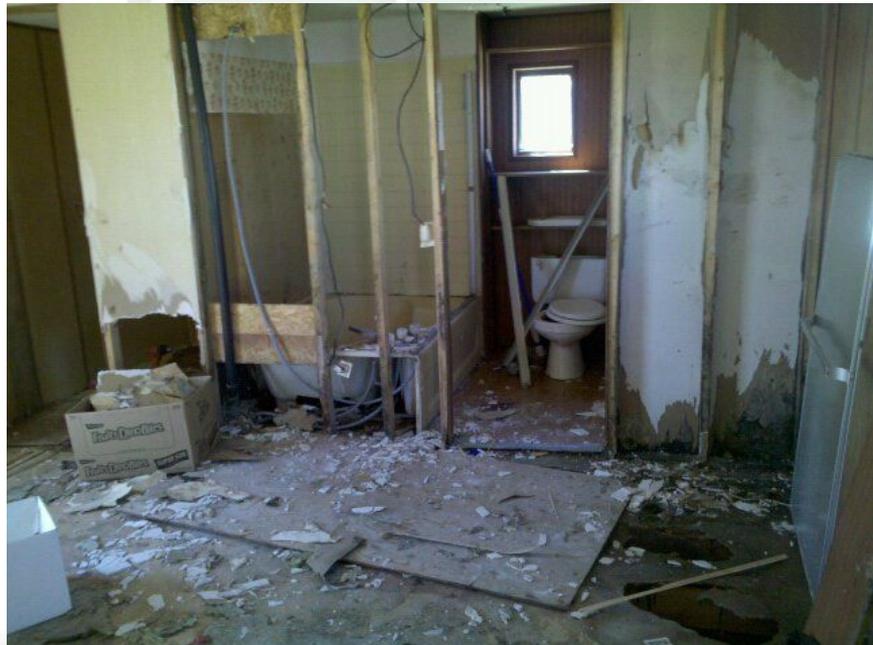
Get a list of vacant fire damaged houses



Land Lord Evictions

- Get a list at the court house
- Send a Mailing to these people

**EVICTIION
NOTICE**



Property Scouts

Train People to Drive Around

- Or just to be on the look out
- Tell everyone you know you are looking for Vacant Houses
- Hand out business cards
- Pay them a referral fee or \$10 per vacant house



Find Motivated Sellers NOW & Flip This Real Estate List



- Property Equity**
- 0 - 25% Equity In Property [?]
 - 26 - 50% Equity in Property [?]
 - 51 - 74% Equity in Property [?]
 - 75 - 100% Equity in Property [?]
- Vacant Property**
- Vacant Property - Direct Seller [?]
 - Include Banks [?]
- Owner Profile**
- Owner Lives Outside Property State [?]
 - Owner Has Owned Property For At Least 5 Years [?]
 - Owner Is Over The Age Of 50 [?]
 - Owner Profile Shows Financial Distress [?]
- Property Foreclosure**
- Foreclosure

▼ Advanced Search Filters

Marketing to Vacant Houses and Finding Property Owners

Marketing is the Foundation
of our Business



You Should have
your List of Vacant
Houses NOW!

Its time to See who
Owns the Property

AUG 2013 Vacant Houses ☆

File Edit View Insert Format Data Tools Help All

Print Undo Redo Paste \$ % 123 Arial 10 B

A	B	C
Property Address	Property City	Property State
224 S 35th St	Billings	MT
417 S 35th St	Billings	MT
120 Adams	Billings	MT
337 Jackson	Billings	MT
4132 Vaughn	Billings	MT
4222 Phillip	Billings	MT
4524 Murphy	Billings	MT
4507 Murphy	Billings	MT
4416 Murphy	Billings	MT
1530 Lewis	Billings	MT
1604 Lewis	Billings	MT
1732 Lewis	Billings	MT
1740 Lewis	Billings	MT
1829 Clark	Billings	MT
1627 Clark	Billings	MT
411 Mervin	Billings	MT
1524 Miles	Billings	MT
1228 Miles	Billings	MT
1111 Cook	Billings	MT
1131 Cook	Billings	MT
1141 Cook	Billings	MT
1702 Lynn	Billings	MT
1321 Ave C	Billings	MT
1431 Ave C	Billings	MT
1444 Ave C	Billings	MT

Looking up Property on the County Tax assessor's web Site

After I have a list of vacant houses I need to find out who owns the property and where to find them.

- I can see who is the owner on title
- See a little description about the property (beds, baths, sq ft)
- I can see how much the taxes are each year

Step 1: Locate your Counties Tax Assessors Web Site.

The screenshot shows a Google search for "Yellowstone county tax assessors". The search bar contains the text "Yellowstone county tax assessors" and a red arrow points to it. Below the search bar, the text "About 232,000 results (0.12 seconds)" is visible. The search results are displayed in a list format. The first result is "Welcome to Yellowstone County, Montana" with a green star icon and a "Verified" badge. Below this result, there is a grid of links: "Property Information", "Tax Payments", "Inmate Search", "Human Resources", "Vehicle Registration", "Offender List", "Clerk & Recorder", and "Marriage License". A blue callout box with the text "Google Your Counties Tax Assessors" has a red arrow pointing to the "Property Information" link. Below the grid, there are more search results, including "Welcome to Yellowstone County, Montana" with a "Payments" link, "Yellowstone County's Interactive Mapping websites", "Yellowstone County Assessor's Maps", and "Yellowstone County, Montana Free Public Records Directory". At the bottom, there is a link for "Montana Tax Assessors | APPRAISERSdotCOM".

Yellowstone county tax assessors

About 232,000 results (0.12 seconds)

Advanced search

Instant is on

Welcome to **Yellowstone County, Montana**

The mission of **Yellowstone County** is to improve the function of County ... Property Assessment Search. Owner's Name (Last, First Name) And/Or Tax ID ... www.co.yellowstone.mt.gov/ - Cached - Similar

Property Information Tax Payments

Inmate Search Human Resources

Vehicle Registration Offender List

Clerk & Recorder Marriage License

More results from mt.gov »

Welcome to **Yellowstone County, Montana**

Payments - **Yellowstone County** Treasurer's Office P.O. Box 35010. County ... www.co.yellowstone.mt.gov/gis/index.asp - Cached - Similar

Welcome to **Yellowstone County, Montana**

Yellowstone County's Interactive Mapping websites are sites that allow you ... www.co.yellowstone.mt.gov/mapping/ - Cached - Similar

Yellowstone County Assessor's Maps

Tax & Assessment Search · Document & Record Search · Clerk & Recorder's Home ... www.co.yellowstone.mt.gov/assessor/index.asp - Cached - Similar

Show more results from mt.gov

Yellowstone County, Montana Free Public Records Directory - 7:17pm

Search **Yellowstone County** property tax and assessment records by geocode, name or location through GIS maps. **Assessorcorrect. Yellowstone County Assessor ...** publicrecords.onlinesearches.com/MT_Yellowstone.htm - Cached - Similar

Montana Tax Assessors | APPRAISERSdotCOM

Step 2: Search Your property

Department of Revenue Data extracted from Orion: 1/5/2011 10:01:09 P.M.
Tax payment information updated twice daily.

Warning: this data is not to be used for any bulk or personal mailing.

Tax And Assessment Data Search

Search Assistance: [Frequently Asked Questions](#) | [Email](#) | Phone: [REDACTED]

Search by Tax ID Number [What's this?](#)

Property Tax ID

Search by Property Owner [What's this?](#)

Owner Name (Last Name, First Initial)

Search by Street Address [What's this?](#)

Property Number

Street Name

(N, S, E, W) (Street Name/Number) (Ave, Dr, Ln, St) (N, S, E, W)

Search by Legal Address [What's this?](#)

Subdivision Name

Certificate of Survey

Block ex. "001" or "013"

Lot/Tract ex. "001" or "013"

Search by Geo Code [What's this?](#)

Geo Code

Enter less information for best results. You may use all of the search types at the same time, but results may not be as accurate.

Billings, MT
32 °F / 0 °C

You Can Search By Name of By Address

55 MARKETING SECRETS

Step 4: Browse the Property Listing

Disclaimer: Not all fields are currently maintained. The accuracy of the data is not guaranteed. Please notify the Appraisal/Assessment Office [REDACTED] of any inaccuracies.

[Back to Search Form](#)

[Property Tax Detail](#)

Owner Information

Primary Owner: [REDACTED]
 Tax ID: [REDACTED]
 Geo Code: [REDACTED]
 Property Address: [REDACTED] HOWARD AVE BILLINGS 59101
 Legal Description: BROADWATER SUBD [REDACTED]
 Property Type : RU - Residential Urban

Deed Documents: Recording # Document type Recorded Date Document Date Book Page

[3506267](#) Warranty Deed 5/7/2009

[3047720](#) 4/21/1999

Site Data [View Codes](#)

Neighborhood Code:	03-0965-2	Location:	5 - Neighborhood or Spot
	800	Fronting	4 - Residential Street%
Parking type:	3 - On and Off Street	Parking Prox	3 - On Site%
Utilities:	1	Access:	1
Lot Size:	7000 Sq. Ft.	Topology:	1

Residential Building Data

Type:	SFR	Index	1.01
Year Built:	1912	ECF	1.04
Year Remodeled:		Degree Remodeled	
Effective Year:	1970	Utility:	
Style:	08 - Conventional	Exterior:	1 - Frame - 3 - Masonite
Story Height:	1.0	Condition:	
Roof Type:	3 - Gable	Roof Material:	10 - Asphalt Shingle
Foundation:	2 - Concrete	Basement:	0 - None
Central/AC	3 - Gas	Grade-Factor:	40.85
Percent Complete:	100%	CDU:	Fair (6)
Bedrooms:	3	Full Baths:	1
Family Rooms:		Half Baths:	Addl Fixtr: 2
1st Floor:	828	2nd Floor:	0
Additional Area:	0	Rmt Ench:	

55 MARKETING SECRETS

AUG 2013 Vacant Houses

File Edit View Insert Format Data Tools Help All changes saved in Drive

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	A	B	C	D	E	F	G	H	I	J
1	Property Address	Property City	Property State	Owners Name	Mail Address	Mail City	Mail State	Mail Zip	Phone Number	Contacted?
2	224 S 35th St	Billings	MT	Carolyn & Thad Romee	224 S 35th St	Billings	MT	59101		
3	417 S 35th St	Billings	MT	Misty Gerstenberger	417 S 35th St	Billings	MT	59101		
4	120 Adams	Billings	MT	Donald Kuntz	P.O. Box 221	Ekalaka	MT	59324		
5	337 Jackson	Billings	MT	Eileen & Ronnie Tallerico	4231 Jansma Ave	Billings	MT	59101		
6	4132 Vaughn	Billings	MT	Thomas UMBS	4132 Vaughn	Billings	MT	59101		
7	4222 Phillip	Billings	MT	Peter & Margaret Schmidt	123 Grand Ave	Billings	MT	59101		
8	4524 Murphy	Billings	MT	11 Hill LLC	P.O. Box 80223	billings	MT	59108		
9	4507 Murphy	Billings	MT	Marlen & Lorraine Anderson	4507 Murphy Ave	Billings	MT	59101		
10	4416 Murphy	Billings	MT	Kenneth Carlos	4418 Murphy Ave	Billings	MT	59101		
11	1530 Lewis	Billings	MT	Kyle Jordan	1530 Lewis Ave	Billings	MT	59102		
12	1604 Lewis	Billings	MT	John & Sandra Nuckolls	1604 Lewis Ave	Billings	MT	59102		
13	1732 Lewis	Billings	MT	Tawny Massey	1732 Lewis	Billings	MT	59102		
14	1740 Lewis	Billings	MT	Shirley Grothe	2112 Glasser Pl	Billings	MT	59102		
15	1829 Clark	Billings	MT	Annette Sand	1829 Clark Ave	Billings	MT	59102		
16	1627 Clark	Billings	MT	Todd Guzman	1627 Clark Ave	Billings	MT	59102		
17	411 Mervin	Billings	MT	MRP LLC	990 Absaraka St	Sheridan	WY	82801		
18	1524 Miles	Billings	MT	John Tibbitts	P.O. Box 2111	Billings	MT	59104		
19	1228 Miles	Billings	MT	Del & Nora Neufeld	1228 Miles Ave	Billings	MT	59102		
20	1111 Cook	Billings	MT	Scott & Cindy Scanlan	1111 Cook Ave	Billings	MT	59102		
21	1131 Cook	Billings	MT	John Repac	1101 Miles Ave	Billings	MT	59102		
22	1141 Cook	Billings	MT	Laura Moore	1141 Cook Ave	Billings	MT	59102		
23	1702 Lynn	Billings	MT	Wayne Hofferber	P.o. Box 80372	Billings	MT	59108		
24	1321 Ave C	Billings	MT	Shanna & David Henry	3004 Cactus Dr	Billings	MT	59102		
25	1431 Ave C	Billings	MT	612 Finco LLC	1562 6th St W	Billings	MT	59102		
26	1444 Ave C	Billings	MT	Rodney Mannis	220 Foster Ln	Billings	MT	59101		

All you really need right now is:

- Owners Name
- Mailing Address
- You can find Phone numbers too!



Common Questions About Looking up Property Owners

- What if its Bank Owned? Or Owned by HUD?
 - Contact potential listing agent
 - Have them Notify you when property because available for purchase
- What if the property is in a Trust?
 - Contact the trust by sending them a letter
- What if the Address does not come up?
 - Call your local tax assessors office



Marketing for Vacant House owners

- Your List of Houses and Mailing Addresses is Compiled NOW its time to start marketing
- Marketing is the Foundation of our Business
- Leads = Deals and Deals = \$\$\$\$
- Consistency is the KEY
- Direct Mail is what works for us
 - Vacant Houses #1, Send to Probate, Absentee Owners
- We use several strategies in our Business

M a r k e t i n g

Send them a Yellow Letter or Post Card

Here is the best letter I have ever Sent

- Hand Written on Yellow Legal Pad
- Why does this letter work?

Dear, Seller

Hi My Name is Christopher Seder

And I would like to purchase your

Vacant House at

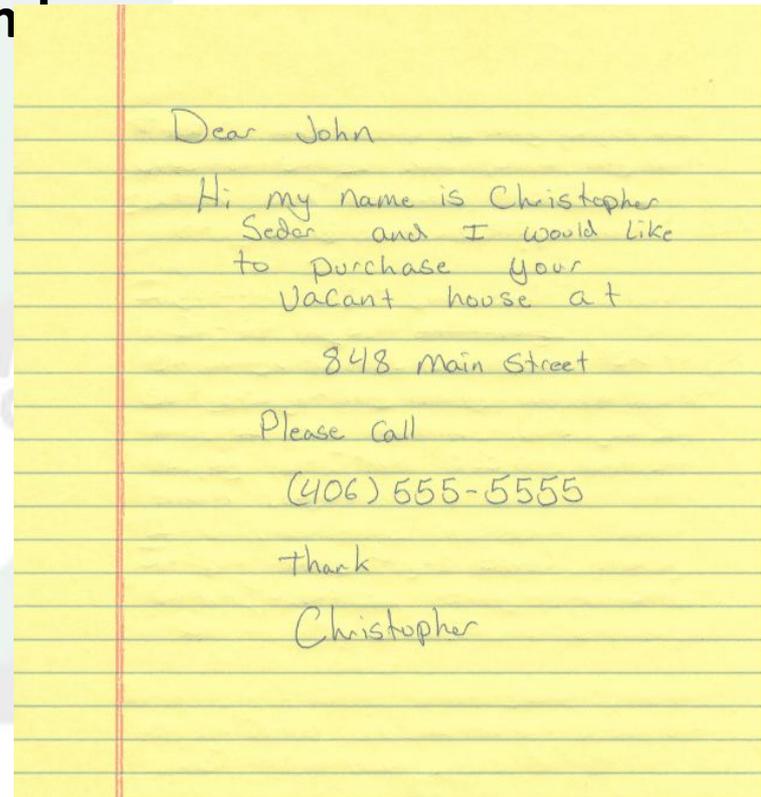
1234 seller lane

Please Call

(555)555-55555

Thanks,

Christopher



Outsource your Yellow Letters

- YellowLetters.com
- YellowLettersComplete.com
- YellowLettersHQ.com



- Here is My Process

- Print them Out (hand written font)
- Hire a Lady to stuff envelopes and hand address the labels and stamp them 20 cents per letter
- I send them out (bulk mail permit 23 cents per letter, pre-canceled stamps)
- Material cost around 18 to 20 cents
- Costs me around 60 cents per letter



Send a Post Card

- Click2Mail.com
 - 44 cents to send
- Easy, sent out 4 days
- Example Next Page!
- Response Rate 1 to 3 %
 - Better Quality of Callers

Click  **Mail**[®]

Follow up process



- Set up a Google Calendar Schedule
 - Send a Yellow Letter First
 - Send a Post Card 1 month later
 - No Answer From second post card then schedule to give them a call
 - Schedule YOUR VA to call every so often

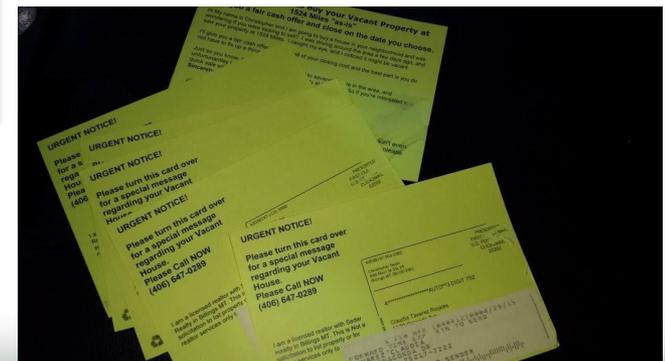
Track Returned Mail

AUG 2013 Vacant Houses ☆

File Edit View Insert Format Data Tools Help All changes saved in Drive

A	B	C	D	E	F	G	H	I	J	K
Property Address	Property City	Property State	Owners Name	Mail Address	Mail City	Mail State	Mail Zip	Phone Number	Contacted?	Returned Mail/Bad Addresses
224 S 35th St	Billings	MT	Carolyn & Thad Romee	224 S 35th St	Billings	MT	59101			Y
417 S 35th St	Billings	MT	Misty Gerstenberger	417 S 35th St	Billings	MT	59101			NO
120 Adams	Billings	MT	Donald Kuntz	P.O. Box 221	Ekalaka	MT	59324			NO
337 Jackson	Billings	MT	Eileen & Ronnie Tallerico	4231 Jansma Ave	Billings	MT	59101			NO
4132 Vaughn	Billings	MT	Thomas UMBS	4132 Vaughn	Billings	MT	59101			NO
4222 Phillip	Billings	MT	Peter & Margaret Schmidt	123 Grand Ave	Billings	MT	59101			NO
4524 Murphy	Billings	MT	11 Hill LLC	P.O. Box 80223	billings	MT	59108			Y
4507 Murphy	Billings	MT	Marlen & Lorraine Anderson	4507 Murphy Ave	Billings	MT	59101			NO
4416 Murphy	Billings	MT	Kenneth Carlos	4418 Murphy Ave	Billings	MT	59101			NO
1530 Lewis	Billings	MT	Kyle Jordan	1530 Lewis Ave	Billings	MT	59102			Y

- Returned could mean Vacant but no forwarding address



What to do If your Direct Mail Does not work?

- Use Your Private EYE skills to Track down the Sellers
- Camp out in the Front yard and wait or Hide in the Bushes



Give them a Call

Find a Business | Find People | Reverse Phone | Reverse Address | Area & ZIP Codes

Sally * Seller Billings MT Find

To find a sellers phone number you can search sites like

- 411.com (free Site)
- TLO.com
- accurint.com (\$200 per month)
- intelius.com (\$19.99 per month)
- Facebook.com
- LinkedIn.com
- Google – Search people finder
 - Look for obituary, then look for heirs names
- Yellow pages
- BigBook.com
- zabasearch.com

Found 4 Records for Christopher Seder Nationwide

Sponsored Results

Name	Age	City/State	Phone	Get Report
Christopher William Seder	35	Oak Park, MI		View Results
Christopher L Seder		Billings, MT		View Results
Christopher Seder	32	Saint Clair Shores, MI		View Results
Christopher W Seder	35	Rochester, MN		View Results

[Get a Background Check on Christopher Seder Nationwide](#)

Sponsored by INTELIOUS

The Burbs

- Talking to the Neighbors
- Neighbors have phone numbers
- Neighbors always know other neighbors business



Lets Review the Process

1. Compile Your List
2. Look up the Owners Mailing Address
3. Send your Yellow Letter
4. Send your Post Card
5. Give the Seller a Phone Call
6. Buy the Property (wholesale, rehab, etc)
7. Make \$\$\$\$

ONCE Vacant house sellers call you or you contact them.

You Pre-Screen and Evaluate and start making offers.

Go through for the rest of the process

Questions?

