

## **Four Steps To Finding Profitable Residential Real Estate Deals**

Finding awesome residential real estate deals is easier than you might ever imagine. It's true, while it does often take some time and perseverance to find a residential real estate deal that's just meant to be, investors who develop their own system of finding residential real estate deals will almost always succeed. Perhaps the biggest key to success is to pick up a property before it ever makes it to the market – after all, it's no surprise that real estate agents often keep the best deals for themselves and their partners before ever putting them up for sale.

### **Step One: Pay For Leads**

To score the best residential real estate deals before anyone else gets a hold of them, it's incredibly important to find the people that know the properties are going to be purchasable soon. Don't be afraid to think outside the box. Typically those that first spot potential residential real estate deals are junk haulers, repair people, delivery drivers, movers, and so on. Get to know some of these people and don't hesitate to pay them for any qualified leads that they bring to your attention.

### **Step Two: Read The Newspapers**

It's amazing how much information regarding upcoming residential real estate deals is publically available and published via the local newspaper. The secret is to skip over the real estate for sale listings and look for other signs that a property will need to be sold soon. This information might come in the form of divorce notices, death notices, notification of pending foreclosures, tax sale auction listings, etc. When these types of events occur, many times a home will need to be sold quickly and at a great price.

### **Step Three: Hit The Streets**

To find the best residential real estate deals, you must really know a neighborhood inside and out. Take frequent walks or drives through the neighborhood and look for properties that seem to have become vacant or otherwise distressed. Try keeping an eye out for properties that seem like they always have a for rent sign in the yard – inexperienced landlords that are having trouble keeping tenants are often very frustrated and ready to sell a property for a bargain price. You'll probably be surprised at how many residential real estate deals can be spotted by keeping a keen eye out for them.

### **Step Four: Look For Stagnant Properties**

Many folks find attractive residential real estate deals just by looking at properties that have been on the market for a really long time. When a house sits on the market long enough and becomes stagnant, the sellers will often be ready and willing to sell at a really great price. But do make sure to inspect the property closely. Is there a reason why it has not sold yet, or is has the property just been forgotten about?

Many successful real estate investors use these four steps to finding very profitable residential real estate deals and you can too. Again, the most important thing to know when trying to find a residential real estate bargain is that the best deals are made well before a property ever makes it to the market.