

PRICE REDUCED

The A.I. Powered Home Search & How You Can Use It To Save Thousands of Dollars on Your Home Purchase!

13 Strategies Buyers Can Use to Buy a Home Below Value!



Operating From a Position of Strength

Before we dig into the specifics of our A.I. powered home search, I wanted to share a very important strategy that will help you save thousands of dollars on your home purchase.

The strategy is to always operate from a position of strength when buying or selling a home. To illustrate what this position is consider the following two scenarios:

1. A seller who just listed their home on the market.
2. A seller who has had their home on the market for several months without a successful sale.

Which seller would be more motivated to accept a lower offer on their home? The seller who has had their home on the market for several months, right?

The position of strength is determined by how much demand there is for the home. If there are a lot of buyers looking at a home, the seller is in the position of strength. However, if there aren't very many buyers looking at a home listed for sale, the buyer is in the position of strength.

This is why it's imperative for home sellers to use a system that guarantees a fast sale. Every day a home sits on the market ends up impacting the final sale price of the home. If you're thinking of selling your home, please study my special report detailing how you can sell your home in 5 days with multiple offers here:

<https://5daysystem.com/>

To buy a home below value, you must be able to find homes meeting your criteria that don't have any competition from other home buyers.

This is what our A.I. powered home search is engineered to do for you!

The A.I. Powered Search

This exclusive A.I. Powered Home Search was developed to give our clients the ability to quickly identify homes matching their criteria that have the potential to be purchased below market value. This system has been painstakingly developed over years of research and effort.

Once we program our software for your specific home buying criteria, it will search minute by minute for homes that could be possible great values. The software actually is performing multiple searches for you every minute. This software searches all homes listed by real estate professionals, homes for sale "By Owner," and it also searches off market properties, too. The reason why this searching software will be so valuable to you is because it will identify homes that you can purchase for thousands of dollars below value. Here are a few real-life success stories for you to consider....

"Using your fixer upper property service with daily e-mail notification, I was able to identify and acquire a home substantially below market value. Your system provided me with the information on homes before other buyers could be notified, which gave me the upper hand at the time of purchase!" --- Jay Roberts

"We just wanted to thank you for helping us purchase our first investment property. Your distressed property house hunting service helped us identify a home that could be purchased below value. You helped us negotiate a price \$7,000 below the appraised value. Additionally, you got the seller to pay \$2,000 towards our loan closing costs. This was less than 90% of the appraised value. You just put \$9,000 in our pockets! Thank You." --- Dave & Lisa Berrow

"By taking advantage of your 5 Point Home Search, I was able to find properties meeting my criteria very quickly. With your help, I was able to obtain a home at a price that was substantially below market value." --- Dick Rodstrom

***"The five point home search and the Rob Minton's negotiating strategies helped our family find and buy the home we have been dreaming about for thousands of dollars below the Seller's asking price. This system identified an estate home on the lake for sale at \$275,000. We just signed final papers last night to purchase this home for \$230,000, a \$45,000 discount from the asking price."* --- Rich Weybrecht**

The Motivated Seller Search

With this search, the software looks for any hint that the Seller of a home is motivated. A motivated Seller is important to find for a homebuyer, because they usually will sell their home below value. A motivated home seller is usually created by some personal situation. This situation is unique to the Seller. In every marketplace throughout the country, there are always a small percentage of home sellers that are very motivated.

A motivated Seller will tend to be more flexible on their price and terms, which makes the home a better overall value for you as the buyer. Some of the factors that our software will look for are:

Vacant Homes: A vacant home is a possible sign that the Seller is motivated. If the Seller has already bought a new home and moved into it, they may be making two mortgage payments. Two mortgage payments every month usually tends to make the Seller motivated.

Divorce Situations: Sellers that are going through a divorce typically will want to have their home sold quickly to eliminate both financial and emotional problems. These Sellers are more focused on their personal situation than the price and value of their home.

Estate Sales: An estate home is a home whereby the owner is no longer alive. The estate usually has an executor that is chosen to handle the sale of the home. The executor's role is to sell the home in a timely fashion so that the estate can be closed out. Estate homes may be available below value depending on the situation.

Relocation Situations: A Seller that has been relocated because of their job usually wants to have their home sold quickly because they will not be able to manage the home from a long distance. Also, in some relocation situations, the employer may be paying some of the Seller's moving costs. If the Seller is saving thousands of dollars in closing costs with their sale, they can afford to be more flexible with their asking price.

Financially Motivated Sellers: These Sellers are motivated because they simply can't afford their home payments any longer. Maybe they have lost their jobs or have some large, unexpected bills, but in any case, they need and want to sell their homes quickly. Sellers that can't afford their monthly payments usually will sell their homes below value so that it sells faster.

Homes Priced Below Appraisal: In some situations, Sellers have their homes appraised before they put the home on the market. If they price their home below their appraisal, our software will pinpoint their home and send it to you.

When we suggest looking for motivated home sellers, please understand that we are not suggesting that you take advantage of someone. A motivated Seller is someone who truly wants (needs) to sell their home to eliminate a problem in their personal situation!

If you buy a home from a motivated Seller, it usually is a win/win situation because you're helping them solve a very challenging situation in their lives!

The Expired Listing Search

An expired listing is a home that was listed for sale previously that didn't sell. Expired listings tend to be great opportunities because the Seller has already tried to sell their home without success.

There are several reasons why homes don't sell. In some cases, the homes are listed in the wrong time of the year. An example would be a nice home that was listed in November or December right before all of the year-end holidays. The real estate market is very slow during these months, so the Seller's home sits on the market without any offers.

Just because the Seller's home expired without a sale doesn't necessarily mean that they don't want to sell their homes. In most cases, they still want to sell their home, but don't know what to do next. They have just been through a rough time on the market. They have been trying to keep their homes clean for months for showings. They have been inconvenienced in their lifestyle with buyers walking through on the evenings and weekends. They have invested all of this time and effort without any sale.

The best part about looking at expired listings when buying a home is that you'll be in a position of strength because there won't be any other buyers competing for the home! An expired listing isn't technically on the market, but the Sellers usually still want to sell. Because the home isn't technically listed, no other buyers are even considering the home, which leaves it wide open for you. *Without any other buyers competing for the home, we can do a much better job negotiating the price to a point that offers you real value.*

Our A.I. Powered Home Search system will search expired listings over the last 12 months looking for homes matching your criteria.

The Distressed Home & Foreclosure Search

This search was designed to specifically find and pinpoint homes that have already been through or are about to go through the foreclosure process. This search looks for homes that have been repossessed in any condition. This search looks for:

Bank Owned Homes: These are homes that the lending bank purchased back from the Seller. This happens for various reasons. Understand that banks don't want to own homes. They want to lend money on them. When a bank owns a home, it is considered a liability. Our software specifically looks for homes that are bank owned.

Foreclosed Homes: These are homes that have been through the complete foreclosure process. They are typically vacant and can be thoroughly inspected by all buyers. Some of these homes may need to be renovated or repaired. These homes could be owned by banks or by individuals that are holding them for sale. We search for all foreclosed homes in your area and send them to you when identified.

HUD Homes: HUD homes are homes that were foreclosed on that were originally mortgaged with a government-sponsored loan. The seller of the home might have had an FHA government sponsored loan and didn't make payments. HUD will take the home back and sell it on the open market.

VA Homes: VA homes are like HUD homes in that they were originally mortgaged with a VA loan. If the previous homeowner had a VA home loan and didn't make their payments, VA will take the home back and offer it for sale. Any buyers with or without a VA loan can purchase these homes. Our searching software will search for all VA Repossessed Homes that are available for sale.

Sellers Facing a Foreclosure: In some circumstances, homeowners that haven't made their mortgage payments understand that they can prevent the homes foreclosure by selling it before the foreclosure occurs. These homeowners typically offer their homes for sale at attractive prices in hopes to sell them fast and prevent a foreclosure from hitting their credit reports. These homes will be pinpointed by our searching software.

The Distressed & Foreclosure Search performs each of the above search's minute by minute throughout each day. When the software identifies a match to your home buying criteria, it will automatically email you a notice including the details of the identified home.

The For Sale By Owner Search

Depending on the situation, homes listed for sale by owner may be a great way for you to buy a home below value. The reason why is because For Sale By Owners typically cannot generate very much home buyer demand since they aren't able to maximize their home's exposure the same way a real estate professional can.

With limited market exposure for their homes, they don't typically have very many buyers looking at their homes giving you the opportunity to be in a position of strength!

Our team tracks all homes advertised for sale "By Owner". We'll automatically send "By Owner" homes that match your criteria to you for your review **The list that we compile includes some details from the public records including when the Seller bought the home, lot size, square footage, number of bedrooms and baths.** Knowing what the Seller paid for the home is very helpful information for real estate investors to have.

With this advanced list, you'll be able to save a significant amount of time, because you'll be receiving automatic updates of EVERY home that meets your home buying criteria.

How You Can Get Started....

To get our A.I. Powered Home Search set up for your specific home buying criteria, schedule a free Zoom meeting with us here: <https://northeastohioliving.com/schedule-call>

NOTE: There are several other advanced strategies we use to help our clients buy homes below value. We can discuss these strategies during our meeting.

To your success,

-Rob Minton
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