

**PROPERTY WATCH:**

# **HOW TO FIND THE BEST HOME DEALS IN YOUR AREA**

**EVERYBODY DESERVES A GREAT DEAL! GET EXPERT TIPS ON HOW TO FIND THE RIGHT DEAL FOR YOU.**



Need help searching, negotiating, or closing? I can help!  
**Contact me for real estate expertise.**

Read Reviews from Local Home Buyers & Sellers: [RickClarke.AmazingClientReviews.com](https://rickclarke.amazingclientreviews.com)



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Message and data rates may apply. If your property is now listed with a REALTOR® or Broker, please disregard this offer, as it is not our intention to solicit the offerings of other REALTORS® or Brokers. The information contained herein is deemed reliable but is not guaranteed. Message and data rates may apply.



A Google search isn't going to cut it. Finding a great home deal requires some expert sleuthing. In addition to a valuable partnership with a real estate pro, here are some tips that can put you on the right track.

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## HOW TO FIND WHAT'S FOR SALE

There are a few places to begin your journey. Here are the platforms and how to mine them for the right finds.

### MLS DATABASE

This is one step where a great REALTOR® is going to help out. They will have credentials to access the MLS database, which will contain all of the data on for sale homes in your area.

### ONLINE LISTINGS

Zillow, Trulia, Redfin, and more are easy ways to see what's on the market. Be forewarned, though: even though these sites pull data from MLS, they may not reflect completely accurate or current information.

### REALTOR.COM

Search with all the relevant criteria for homes in your area. Submit digital requests for info and get solid ratings on all of the aspects of the home.

### ASK A REALTOR®

Ultimately, a professional real estate agent will have the fastest, most up-to-date info on homes for sale in your area.



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## REAL ESTATE CLUBS AND COMMUNITIES

There are plenty of online groups that host real estate professionals. These may be a great way to get the inside scoop on what's for sale, what's going on the market soon, comps in your area, and more. You'll have to dig a little to find groups that you can join.



**Facebook REALTOR® Groups:** you may have to request entry, but social media-based REALTOR® groups for your area may be a great way to get insight into what's going on in the market and homes that are for sale near you.

**State-based Real Estate Clubs:** REALTOR® associations will have groups and clubs. Some of these will have online platforms that you can use to see their public information and posts. This can be a valuable source of information for your home search.

**Meetups:** online platforms that connect professionals for networking purposes (like meetup.com), can get you connected to the general community of REALTORS in your area. These will be the people who know the most about the market and the best home deals available right now.



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## FINDING FORECLOSURES AND SHORT SALES

Pre-foreclosures and auctions are two great resources for finding homes that are still for sale and could be way cheaper than an on-market sale.

**Auction.com:** this site can give you dates and times for live home auctions.

**Realtytrac.com:** specializes in bank-owned properties and will provide basic data about homes.

**HUD:** online listings and free foreclosure lists can provide data on homes that are headed toward or are in foreclosure.

**MLS:** MLS will also have listings about foreclosures and short sales. Of course, you'll need a REALTOR® to access it.

**Newspapers:** good old fashioned newspapers may have classified listings of short sales in your area.

**Broker listings:** you can reach out to local brokers in your area to get lists of short sales of foreclosures.

**The courthouse:** foreclosures and loans in default will be listed at the city clerk's office.

**WANT TO BE PROACTIVE? YOU COULD ANNOUNCE THAT YOU ARE LOOKING FOR A SHORT SALE OR FORECLOSURE AND SEE IF ANYONE COMES TO YOU.**



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## FIND HOMES FOR SALE BY OWNER

Last but not least, homes that are for sale by owner may not be listed in any of the methods we've already covered. Your best bet for finding homes like these—which could save you on the seller's REALTOR® commission and more—is to do some old-fashioned hunting.

1. Check out websites like Fizzler.com, forsalebyowner.com or FSBO.com
2. Look on online marketplaces, like Facebook Marketplace, eBay, and even Craigslist
3. Drive around. Homeowners will post yard signs and may include their phone number or a way to make contact for seller-led showings
4. Ask friends and family. You never know who will be selling their home. It's important to put your feelers out with people you trust. This may open all the right doors

However you go about it, it's important that when you're buying a home for sale by owner that you bring your own real estate agent. Going unrepresented can add to the hassle and headache of a real estate transaction. Your agent will know all the ins and outs and do all of the paperwork and legwork to get you to the closing table without any trouble.



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# WHEN YOU'RE ON THE LOOKOUT, YOU HAVE PLENTY OF WAYS TO FIND THE BEST DEAL!



Actively looking to buy a home? Give me a call! I am ready and waiting to find you the deal of the lifetime... and get you into the home of your dreams!



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