



How Real Estate Investors find motivated sellers

Here are many ways you can find motivated sellers in the Mid-South

Public Records: Court and Tax records:

1. Bankruptcy – County Court Records
2. Code Violations
3. Condemned Houses – if you are just driving around and see a house that's boarded up (write down the address and look it up on the tax records).
4. Delinquent Taxes – distressed sellers – County Tax Records
5. Divorce – Distribution of Joint Assets
6. Out of the area owners & Non-owner occupied (Title Companies & Pub recs) (Property Management Co/R)
7. Pre-foreclosures/ Behind on payments – County Court Records
8. Probate – Death in the family – hassles of dealing with assets

Realtor:

1. Expired Listings – Great for identifying home owners who might be willing to try creative options
2. Homes by Neighborhood/Subdivision
3. MLS searches for specific terms – motivated seller, Price Reduced, pre-foreclosure, reo, etc.

Online:

1. Craigslist, FSBO, [Realtor.com](#) & [Investment Houses in Memphis](#)
2. Market Price—Homes Above or Below a Price Point

Misc:

1. Homeowners 65 years or older – free and clear – looking to move to smaller home.