

ForeclosureRadar.com Investor Tutorial:

Gain competitive advantage with deeper market knowledge

ForeclosureRadar makes it easy to get insight into foreclosure trends. This tutorial guides you through creating a foreclosure trends report and searching foreclosures to analyze activity and margins.

Use ForeclosureRadar to:

- Increase your return on investment by focusing on areas and properties with the highest volume and best margins

One key to being a successful auction investor is to find your niche. Some ways to do that are to focus on properties with a particular location, property size, estimated market value, or age. The key is to find the right niche, where there is sufficient volume and fewer competitors.

Using the Analyze Foreclosure Trends feature you can see trends by location, year built, square feet, market value and other categories. With this information you can focus on the areas with the most opportunity.

To create a foreclosure trends chart:

1. Select Analyze Foreclosure Trends on the main menu.
2. Click the New Chart Button.
3. Follow the steps.

You can also combine multiple charts to create a report that provides a picture of your market.

To create a foreclosure trends report:

1. Select Analyze Foreclosure Trends on the main menu.
2. Click the New Report Button.
3. Drag charts and other elements from the left column to the right.
4. Click the Finish button.

Once created, both Charts and Reports will be automatically updated to show the latest information so that you can easily go back and review changes over time.

If you're looking at going into a new area or wanting to see how you're doing competitively in an existing area, use Search Foreclosures to do more specific research on individual properties, such as those sold to a third party with a sale date in the last 30 days.

To create a list of properties that match your interest:

1. On the menu/search bar, select Search Foreclosure.
2. Enter one or more cities or zip codes. Alternatively you can use any of the 60+ More Search Options to focus on specific neighborhoods, property types, price ranges, etc
3. Click the Search button.

You can add Opening Bid and Winning Bid to the results to get an idea of how competitive the auctions are. You can compare these values to the Estimated Value to see how the winning bids compare to market value.

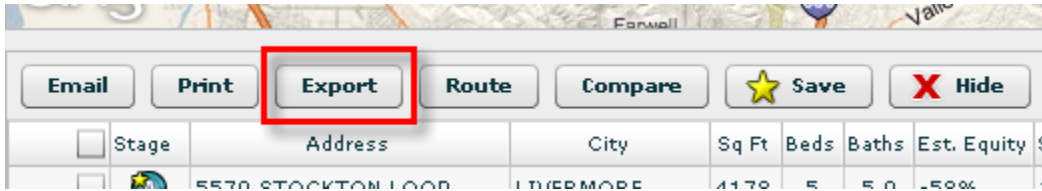
To chose the columns shown in the list view:

1. In the List View toolbar, click the Customize button.
2. Select the fields you want to include and clear the fields you don't want to see.
3. Click the OK button.

To more efficiently analyze a large list of results, export them to a CSV file for analysis in Excel.

To export results to a CSV file:

1. In the List View, select the properties.
2. On the List View toolbar, click the Export button.
3. Select All Foreclosures to export every property in the list view, or Selected Foreclosures to export only the selected properties.
4. Click the Export button.
5. Follow the steps to open or save the file.



To take it deeper, you can compare listing and sales data from the MLS to properties sold at auction in the past. By comparing the winning bid on a property to the listing price and sale price, you can see the profits other investors are making in the market.

Use ForeclosureRadar to work smarter, not harder, by gaining competitive advantage with deeper market knowledge.