

## ForeclosureRadar.com Broker/Agent Tutorial:

# Partner with auction investors to generate listings and attract buyers

ForeclosureRadar makes it easy to find properties bought by investors. This tutorial guides you through finding investors who buy at the foreclosure auctions and using a team account to partner with them.

### Use ForeclosureRadar to:

- Find auction investors and partner with them to generate listings and attract buyers

Foreclosure auctions are increasingly popular, creating opportunities for Realtors willing to think outside the box. Let's be clear, we do not recommend that an agent represent a typical homebuyer in the purchase of a property on the courthouse steps due to the risks, including no title insurance, no inspections and the requirement to pay in full and in cash.

But partnering with a sophisticated investor on auction properties can be a great opportunity. Investors often need a Realtor's local market knowledge, both to determine what properties are worth and to quickly resell the property on the investor's behalf.

These listings tend to be attractive because investors are usually realistic about the market, price their properties to sell, and do a better job cleaning up the property than you'll typically find with REOs. And best of all, listings that are clean and well priced generate lots of buyer calls, creating additional opportunities.

Investors typically expect some help in exchange for their listings. They may ask agents to do valuations, or manage evictions and cleanup, much like REO brokers do for lenders. Since investors typically can't get errors and omissions insurance for their own properties, they are incentivized to use an agent like you. Further, many investors are better at buying than selling, and using local agents allows them to focus on what they do best.

The first step toward partnering with investors is to identify the investors in your area. One simple way is to show up at the courthouse on auction day and meet them in person. You can use ForeclosureRadar to find out what is being auctioned, and when, with the Daily Auction Schedule.

## To see the Daily Auction Schedule:

1. On the main menu, select Daily Auction Schedule.
2. Select a state and county.
3. Click the Search button.

Another way to identify investors is to use Search Foreclosures to find properties that have been sold to third parties.

## To search for properties in a specific foreclosure stage:

1. On the main menu, select Search Foreclosures.
2. On the Foreclosure panel, select the Sold to Third Foreclosure Stage.
3. Specify the other search criteria you desire, including location.
4. Click the Search button.

Once you have a list, look in the Transaction History details for a Trustees Deed in each property of interest. The Grantee is the investor.

Transaction History Details					
2434 E FOX GLEN AVE					
Type	#	Document	Party	Name	Amount
Transfer		10/07/02 175803	Seller Buyer	HANAMAIKAI,ROYCE & KRISTEN HAN,BERNADETTE	\$0
Transfer		01/13/05 8732	Seller Buyer	HAN,BERNADETTE SIRVA RELOCATION LLC	\$291,000
Transfer		01/13/05 8733	Seller Buyer	SIRVA RELOCATION LLC JONES,TIMOTHY	\$291,000
Loan	?	01/13/05 8734	Borrower Lender	JONES,TIMOTHY NEW CENTURY MORTGAGE	\$276,450
Loan	1st	02/05/07 22849	Borrower Lender	JONES,TIMOTHY HOMECOMINGS FINANCIAL	\$262,400
- <a href="#">NOD</a>		10/07/09 139568	Borrower Trustee	TIMOTHY JONES CALIFORNIA RECONVEYANCE CO	\$9,023
- <a href="#">NTS</a>		01/11/10 2639	Borrower Trustee	TIMOTHY JONES CALIFORNIA RECONVEYANCE CO	\$296,631
Loan	2nd	02/05/07 33959	Borrower Lender	JONES,TIMOTHY HOMECOMINGS FINANCIAL	\$32,800
Trustees Deed		02/17/10 20868	Grantor Grantee	CALIFORNIA RECONVEYANCE CO WOLF,STEPHEN C	\$0

You can check the Current Owner Name & Mailing Address to make sure it matches the grantee.

If you can't find the investor with ForeclosureRadar, you can always create a Route report to get driving directions to the properties, and leave a card or talk to any contractors doing renovations to learn the names of the investors.

### To create a Route report:

1. On the List View toolbar, click the Route button.
2. Enter a starting address.
3. If you want to end at a different location, select Use different ending address and enter an ending address.
4. Select Include Map.
5. Click the Get Route button.
6. Click the Print button.

Once you've partnered with an investor, our Team Accounts offer a great way to work closely with them, enabling you to share photos, notes, financial analysis, status, interest level, and saved searches. Watch the Investor videos to learn more about how ForeclosureRadar can help you meet the needs of your investor clients.

### To enable a Team Account:

1. On the main menu, select My Account.
2. Click on the Billing button.
3. In the Service Plan panel, click the Change Service button.
4. Select a Team Account and click the Update button.

Use ForeclosureRadar to work smarter, not harder, by increasing sales through partnerships with investors.