

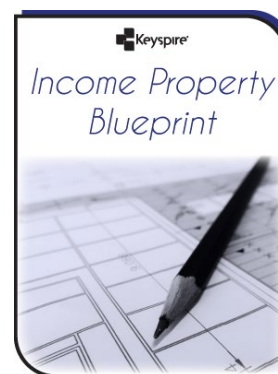
Module 3 – Lesson 13

Buying Undervalue Motivated Sellers

OPTIMIZE



Week 39



Motivated sellers are in a hurry to sell their property and will try to do so quickly.

1. Search for Motivated Sellers

Using the graphic above, search for property listings using different keywords that might suggest the owner is motivated to sell.

Keyword	Number of listings
"Motivated seller"	
"As is"	

2. Be a detective!

Look at listings online or view properties in person and look for tell-tale signs that a property is being sold by a motivated seller. For example, the closet may be half empty, the home is vacant, clear signs that an elderly person has passed.

You can also start a conversation with the listing real estate agent or with a neighbour to see what you can find out.

Find two properties and investigate. What did you uncover?

Property 1:

Property 2:

3. Share with the community!

Did certain keywords have more success than others? Share with your community!

