

Get More Listings!



In a market where listings are tight and it's hard to find inventory for your Buyers, listings have become a key prospecting activity! *But, how much time are you spending each day "generating" listings?* Here are some ideas for "prospecting for listings" in today's market:

1. Touch base with everyone on your sphere of influence list (calls, notes, pop by's, face to face). Provide relevant content about the market.
2. Do 10-10-20 (similar to 5x5's) on all current listings.
3. Offer your past clients or sphere an "annual update" (CMA) on their property.
4. Go door knocking! You may not "like it" but you'll probably meet some actual Sellers!
5. Send a letter to out-of-town landlord owners who might be tired of managing their rentals or wanting to sell.
6. Pay attention to and interact with people on social media who are experiencing "change" in their lives. Post valuable content about real estate on line.
7. Farm a neighborhood. You must be consistent in your efforts.
8. Send out a market update newsletter to your own neighborhood or one that you'd like to have listings in!
9. Call attorneys, CPA's, investment advisors, and insurance agents to see if you can assist with their client's listings.
10. Introduce yourself and make connections with assisted living or nursing home directors. They could be a good referral source of listings for you!
11. Work FSBO's and expired's. Consider working expired listings that aren't "recently" expired (6-months or longer off the market).
12. Present a market update at a networking event or service club and highlight the drastic inventory shortage.
13. Coordinate a neighborhood event — garage sale, spring clean up, safety night, or Easter egg hunt. Getting to know people and mingle with them is a great way to meet potential Sellers!
14. Call Sellers you had previously listed (withdrawn or expired) and see if they would want to re-list. Go back as far as a few years with people who may have inquired and may have been upside down at that time.
15. When you list a property, market to a "move-up" neighborhood as well as the current subdivision with a Just Listed postcard. Direct mail works!
16. Contact vendors (plumbers, roofers, electricians, etc.) to see if they know of anyone thinking of selling who might be preparing their home for sale.
17. Send out a "reverse marketing" postcard... "I have a buyer looking in your area" that targets a particular subdivision. (Make sure you really do have a client looking in the area or it could feel like "bait and switch.")
18. Be in the "flow" with people with your name tag or logo wear displayed.
19. Write a blog for our website about the shortage of listings and why it's a good time to sell.
20. Sign up for some floor duty and then show up for it! Hang out in the office and capture calls that might be missed by fellow floor agents.
21. Host an open house (even if the home is under-contract) and do some circle prospecting with the neighbors prior to the open house. Plus, you might meet a potential Seller at the open house!
22. Ask our new construction teams if you can "open" their inventory for them during "non-traditional" times to garner potential Sellers (and Buyers).
23. Be an expert in the market. Understand the statistics (daily) and preview as many properties as you can to know what's happening in the marketplace.
24. Target "orphan buyers" from agents outside of our area who are now "orphan sellers" just a few years later. Offer them a CMA on their property and establish a relationship with them.
25. Run a print ad in Homes & Land or the Greeley Tribune seeking listings. (And, still put homes that are UC in publications to attract other Sellers.)
26. Host an event or class for people in the community or your sphere of influence... "Secrets of Selling Your Home" is one idea.
27. Work foreclosure and distressed properties to see if you could help those owners!
28. Attend a community event or get involved in a committee to meet potential homeowners!
29. Contact non-owner occupied's to see if they might want to do a 1031 Tax Deferred Exchange.
30. Look for people making significant improvements to their home...they may be getting ready to sell!
31. Go to garage sales. People cleaning out and consolidating may be preparing to sell their home.
32. **REMEMBER:** Everyone you meet who owns a home is a potential Seller. Even if they don't think they want to sell "right now."

Information Provided by:
Chalice Springfield
CEO/Managing Broker
chalices@searsrealestate.com



Real Estate Prospecting Listing For Wealth

Armando Montelongo



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Real Estate: A Household Wealth Perspective: A Household Wealth Perspective Barrett A. Slade, 2023-02-14
REAL ESTATE COMPRISES MORE THAN HALF OF THE WORLD S WEALTH and is an age old means of creating household wealth therefore a sound understanding of its practices is an essential part of an individual or family s financial planning In this comprehensive guide professor of finance Barrett A Slade PhD will teach you how to buy a home successfully and invest in real estate to create household wealth Some of the topics covered include Working successfully work with a mortgage lender Navigating the maze of financing options Finding a property and negotiating the acquisition Understanding the escrow title and closing processes Modeling investment financial analysis Exploring modern techniques for evaluating financial risk Performing deep analysis to make informed investment decisions The world of real estate is complicated but with these easy to understand explanations and professional tips you will begin your investment journey with the ability to build your household wealth starting today **Real Estate Prospecting** Loren K. Keim, 2008 In the Real Estate industry as in most sales professions prospecting is a dirty word Far too many people enter the field of Real Estate believing they can wait for the phone to ring and earn a great living Unfortunately many new agents set themselves up for failure by this approach to the business A real estate professional s goal is to list and sell real estate One of the primary keys to being successful is to identify those people who truly want or need to move and find a way to meet with them This concept of identifying and targeting likely buyers and sellers is called prospecting and it is a process not an event *Real Estate Prosperity* Robert Metz, 2018-01-08 Real Estate Prosperity By Robert Metz Real Estate Prosperity is truly a real estate bible Author Robert Metz methodically walks the reader through the ins and outs of real estate as an economic venture Real Estate Prosperity is an enormously valuable and relevant teaching guide This book is a practical pragmatic roadmap for the owner borrower in distress as well as for the investor speculator who wants to profit from real estate in both short and longer term transactions It is a must read for every seller speculator and investor in any market boom bust and anywhere in between It teaches using case studies real life examples and careful explanations showing the reader how to build wealth and income Further Real Estate Prosperity illustrates working knowledge and demonstrates how to apply approaches techniques and an understanding of real estate This book is for the doer This is real stuff to enable and empower the reader to succeed to create equity to generate income and to improve and enrich his life In a logical journey it lays a foundation upon which the reader experienced or novice can expand and make it This is not one of those silly get rich quick fantasy formulas *Real Estate Prospecting* Joyce L. Caughman, 1994 Caughman s book I eal Estate Prospecting will explain How to sell yourself and your agency to the community How to plan your work and work your plan Provides direct mail ideas that generate responses Money-Making Magic: Cracking the Code to Customer Needs Shu Chen Hou, Unlock the Secret to Financial Success with Money Making Magic Are you ready to transform your business and skyrocket your revenue In the dynamic world of

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Building Wealth Russ Whitney,1995 A self made millionaire describes what it takes to turn a dream of wealth into a reality offering practical proven techniques and strategies for recognizing seizing and getting the most out of money making opportunities in real estate

The Guide to Becoming Real Estate Rich Chet Allen,2000-12 Real estate has created more millionaires than any other type of investments The knowledgable real estate investors employing leverage understanding markets and using timing intelligently can create fortunes now as never before *The Guide to Becoming Real Estate Rich* authored by the nation s most honored investment broker walks the reader through the fundamentals the opportunities and the pitfalls of real estate investing and ownership

Real Estate Marketing M. Joseph Sirgy,2014-05-09 Real Estate Marketing is specifically designed to educate real estate students with the art and science of the real estate marketing profession The ideal textbook for undergraduate and graduate level classes in business school and professional continuing education programs in Real Estate this book will also be of interest to professional real estate entrepreneurs looking to boost their knowledge and improve their marketing techniques The book is divided into five major parts Part 1 focuses on introducing students to fundamental concepts of marketing as a business philosophy and strategy Concepts discussed include strategic analysis target marketing and the four elements of the marketing mix property planning site selection pricing of properties and promotion of properties Part 2 focuses on personal selling in real estate Students will learn the exact process and steps involved in representing real estate buyers and sellers Part 3 focuses on negotiations in real estate How do effective real estate professionals use negotiation approaches such as collaboration competition accommodation and compromise as a direct function of the situation and personalities involved in either buying or selling real estate properties Part 4 focuses on human resource management issues such as recruiting and training real estate agents issues related to performance evaluation motivation and compensation as well as issues related to leadership Finally Part 5 focuses on legal and ethical issues in the real estate industry Students will learn how to address difficult situations and legal ethical dilemmas by understanding and applying a variety of legal ethical tests Students will also become intimately familiar with the industry s code of ethics

Making Money in Real Estate Douglas Gray,2012-02-13 Successful real estate investments play an essential role in Canadian investors portfolios The growth in wealth in real estate markets has presented investors with tremendous opportunities to capitalize on and expand

their range of investments and has moved real estate investing from a niche product to a pillar of smart portfolio diversification In Making Money in Real Estate 2nd Edition Douglas Gray demystifies the Canadian real estate market for novice investors and presents new strategies for veteran investors Learn to Understand the real estate market cycles Find a property and assess its investment potential Build a trustworthy real estate team Arrange financing on good terms Use negotiating tactics that work Understand tax and legal issues Manage a property Avoid the pitfalls that many investors fall into Examine the pros and cons of non residential property investment options Readers of previous editions will appreciate the vital changes to mortgage rules taxation and legislation and the inclusion of information on commercial real estate Thorough coverage in plain English makes Making Money in Real Estate 2nd Edition the next logical step for investors who want to begin or expand their real estate portfolios and is a critical and indispensable tool in investment decision making

Real Wealth by Investing in Real Estate Ralph R. Roberts, 2001 The Michael Jordan of real estate shows readers the secrets to successfully investing in real estate and the tools to make a fortune doing it

50 Ways for a Startup to Make Money From Chatgpt David Murray-Hundley 'The Grumpy Entrepreneur', 2023-05-09 Introducing 50 Ways for a Startup to Make Money From ChatGPT a comprehensive guide for entrepreneurs seeking to harness the power of AI driven solutions in various industries This book dives into the vast potential of ChatGPT showcasing how it can revolutionize businesses by providing innovative engaging and practical solutions tailored to diverse customer needs From AI driven customer service automotive sales assistance and smart city solutions to career counseling personal finance management and energy optimization this book covers a wide range of industries and applications It offers insights into how startups can leverage ChatGPT to generate revenue optimize operations and enhance user satisfaction ultimately contributing to their growth and success in the competitive market Each chapter delves into a specific industry or application providing a clear understanding of how ChatGPT can be harnessed to develop cutting edge products and services The book highlights key benefits strategies and real world examples to inspire and guide entrepreneurs in their journey to disrupt traditional business models with AI powered innovations 50 Ways for a Startup to Make Money From ChatGPT is an essential read for entrepreneurs investors and professionals interested in exploring the transformative potential of AI driven solutions With practical advice actionable strategies and inspiring success stories this book serves as a roadmap for startups looking to leverage the power of ChatGPT to fuel innovation drive profits and make a lasting impact in their respective industries

The Globalisation of Real Estate Dallas Rogers, Sin Koh, 2018-12-07 Individual foreign investment in residential real estate by new middle class and super rich investors is re emerging as a key issue in academic policy and public debates around the world At its most abstract global real estate is increasingly thought of as a liquid asset class that is targeted by foreign individual investors who are seeking to diversify their investment portfolios But foreign investors are also motivated by intergenerational familial security transnational migration strategies and short term educational plans which are all closely entwined with global real

estate investment Government and local public responses to the latest manifestation of global real estate investment have taken different forms These range from pro foreign investment primarily justified on geopolitical and macro economic grounds to anti foreign investment for reasons such as mitigating public dissent and protecting the local housing market Within this changing geopolitical context this book offers a diverse range of case studies from Canada Hong Kong Singapore Russia Australia and Korea It will be of interest to academics policymakers and university students who are interested in the globalisation of local real estate The chapters in this book were originally published in the International Journal of Housing Policy

Oversight Hearing on the Use of Mailing Lists in Direct Marketing United States. Congress. House. Committee on Post Office and Civil Service. Subcommittee on Postal Operations and Services,1992

List of Subject Headings for Use in Dictionary Catalogs American Library Association,1911

Wisconsin Real Estate Lawrence Sager,2000 Business Law

Licenses Midwest Non Fiction Real Estate Real estate business Real property Wisconsin

[Make More Money, Find More Clients, Close Deals Faster](#) Claude Boiron,2013-03-20 Everything you need to know to succeed in the real estate business as an agent broker or seller Make More Money Find More Clients Close Deals Faster illustrates why and how real estate agents need to change the way they do business to better serve their clients spend resources more wisely and make more money The real estate industry is notorious for eating up a real estate agent s time energy and money but many of the inefficiencies are of their own making As a result the client suffers from poor and uninformed service This book provides a new business model for agents that shows how to sell more property in less time and develop client relationships that will continue over time as well as a model for the broker who can increase the brokerage s revenues through the use of professional development strategies from the book Shows brokers how to provide better customer service improve profits and return on investment and take full advantage of social networking to advertise and attract new clients Written by Claude Boiron coauthor of Commercial Real Estate Investing in Canada One of the few guides to the subject written particularly for the Canadian real estate market Make More Money Find More Clients Close Deals Faster is of value to real estate boards educating new members academics as well as agents brokers and sellers themselves

The Altman Close Josh Altman,2019-04-02 Land the deals you want and develop your instincts with million dollar negotiation techniques After selling over 3 Billion in real estate including the most expensive one bedroom house in history Josh Altman co star of the hit show Million Dollar Listing Los Angeles wants to teach you the real estate sales and negotiation tactics that have made him one of America s top agents Buying or selling a house whether for a client or yourself is one of the most important and most stressful deals anyone can make demanding emotional intelligence and a solid set of negotiating skills But by mastering the same techniques that sell multi million dollar homes in Bel Air and Beverly Hills you can attract buyers and close deals on any property Josh breaks down the art of real estate into three simple parts First he ll help you get business in the door during the Opening Then he takes you step by step through the Work everything between the first handshake and the last

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