

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 Call Sellers you had previously listed (withdrawn or expired) and see if they would want to re-list.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."

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Real Estate Prospecting Listing For Wealth

Rachel S Tattersall



Real Estate Prospecting Listing For Wealth:

Real Estate Prospecting Listing For Wealth Book Review: Unveiling the Magic of Language

In a digital era where connections and knowledge reign supreme, the enchanting power of language has been apparent than ever. Its power to stir emotions, provoke thought, and instigate transformation is truly remarkable. This extraordinary book, aptly titled "**Real Estate Prospecting Listing For Wealth**," compiled by a highly acclaimed author, immerses readers in a captivating exploration of the significance of language and its profound effect on our existence. Throughout this critique, we will delve to the book's central themes, evaluate its unique writing style, and assess its overall influence on its readership.

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Table of Contents Real Estate Prospecting Listing For Wealth

1. Understanding the eBook Real Estate Prospecting Listing For Wealth
 - The Rise of Digital Reading Real Estate Prospecting Listing For Wealth
 - Advantages of eBooks Over Traditional Books
2. Identifying Real Estate Prospecting Listing For Wealth
 - Exploring Different Genres
 - Considering Fiction vs. Non-Fiction
 - Determining Your Reading Goals
3. Choosing the Right eBook Platform
 - Popular eBook Platforms
 - Features to Look for in an Real Estate Prospecting Listing For Wealth
 - User-Friendly Interface
4. Exploring eBook Recommendations from Real Estate Prospecting Listing For Wealth
 - Personalized Recommendations
 - Real Estate Prospecting Listing For Wealth User Reviews and Ratings
 - Real Estate Prospecting Listing For Wealth and Bestseller Lists
5. Accessing Real Estate Prospecting Listing For Wealth Free and Paid eBooks

- Real Estate Prospecting Listing For Wealth Public Domain eBooks
 - Real Estate Prospecting Listing For Wealth eBook Subscription Services
 - Real Estate Prospecting Listing For Wealth Budget-Friendly Options
6. Navigating Real Estate Prospecting Listing For Wealth eBook Formats
 - ePub, PDF, MOBI, and More
 - Real Estate Prospecting Listing For Wealth Compatibility with Devices
 - Real Estate Prospecting Listing For Wealth Enhanced eBook Features
 7. Enhancing Your Reading Experience
 - Adjustable Fonts and Text Sizes of Real Estate Prospecting Listing For Wealth
 - Highlighting and Note-Taking Real Estate Prospecting Listing For Wealth
 - Interactive Elements Real Estate Prospecting Listing For Wealth
 8. Staying Engaged with Real Estate Prospecting Listing For Wealth
 - Joining Online Reading Communities
 - Participating in Virtual Book Clubs
 - Following Authors and Publishers Real Estate Prospecting Listing For Wealth
 9. Balancing eBooks and Physical Books Real Estate Prospecting Listing For Wealth
 - Benefits of a Digital Library
 - Creating a Diverse Reading Collection Real Estate Prospecting Listing For Wealth
 10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
 11. Cultivating a Reading Routine Real Estate Prospecting Listing For Wealth
 - Setting Reading Goals Real Estate Prospecting Listing For Wealth
 - Carving Out Dedicated Reading Time
 12. Sourcing Reliable Information of Real Estate Prospecting Listing For Wealth
 - Fact-Checking eBook Content of Real Estate Prospecting Listing For Wealth
 - Distinguishing Credible Sources
 13. Promoting Lifelong Learning
 - Utilizing eBooks for Skill Development

- Exploring Educational eBooks

14. Embracing eBook Trends

- Integration of Multimedia Elements
- Interactive and Gamified eBooks

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