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1289 – How to Find the Best Realtors for Your Vacant Land Deals

Hosted by: Joe McCall

Joe: Hey, what's going on, Joe McCall here. I'm just sitting in my office. I wanted to record a podcast for you guys to say hello and hey, what's up? And normally I'm in my car, so I'm still using my phone here, but it should be a little better audio quality. Real quick, this simple short podcast here. Got a question coming in from a student. I thought I would answer it for him and for you all as well. Basically, he's asking, Hey, do you have any good realtors in this certain county, in a certain state? And I get this question a lot and I do have some realtors. But listen, I, I kind of shot back with, well, listen, you need to do the work yourself. I know you're looking for shortcuts, right? But what's so hard about just doing what I did and what I teach in the course, and then there's a reason why I gave him this answer. Because we're all looking for shortcuts, right? And, you know, if I could save you an hour or two bunch of phone calls, then that would not be nice for everybody. But here's the thing. You need to learn how to do this kind of stuff. And it's really easy, right? So you just go into Redfin and this is for a vacant land deal, by the way. So we're looking for realtors that can help us sell our vacant lots. So I answer I said a few things here and I want to tell it to you guys as well. And the reason why I'm kind of talking about this is because it's tempting and it's easy to get lazy, and I want to discourage you from being lazy. I want you to put on your work boots and let's get to work. All right.

Joe: So first thing you do is you look at Redfin and go into that county or in that neighborhood and you search for the number of four vacant lots that have sold in the last three months to six months. Okay. You should find about 20 to 30 or more vacant lots. So you might have to zoom out or, you know, zoom in if you have too many, but find good 20 or 30 vacant lots and sold in the last three months, maybe you have to go back six months. All right. And click on any Redfin specifically or Zillow, if any of them that you see a picture, usually that means it was listed on the MLS. All right. If it doesn't have a picture, usually it means it's just a vacant lot that sold from county records. But click on the ones that have pictures that were listed as sold from the MLS. All right. And then start scrolling down and you'll find usually the names and the brokerage office of the realtors. And there's two different kinds of realtors listing agents and buyer's agents, right? So then find the names in that brokerage numbers, information of the listing agent and the buyer's agent and get ready for this. Ready? This is really complicated. Very hard. All of it. All of it. We call them find their name, find their number, rather find their email. But I would say forget three of all them and talk to them. Now, also, another cool resource I've been playing a lot with lately



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is homes.com homes that you know like other websites, Redfin, Zillow they well, they'll give you the property information but a lot of times it's hard to find the contact information of the listing agent. Right. Because they have the realtors pay them money to have sponsored, you know, listings or whatever on that website. So when you call a phone number on there, it'll be to a buyer's agent or somebody that's paid some money, not the actual listing agent themselves. Well, homes.com does a much better job of giving the contact information of the listing agents and sometimes the buyer's agent. So go check that out as well. Home.com. But the key is find the agents that are already selling land recently in that area and give them a call. Now the final thing I'll say about this is it helps if you already have a deal, if you just don't if you don't have a deal yet, it's hard to kind of get your foot in the door. You know, it's like when you're talking to the agent. Well, yeah, I'm just getting started. I don't have a deal yet. But when I do, would you be willing to do all this work for me? It's like, that doesn't that's dog, right? Like, well, it's not done, but just don't do it. It's. It's not smart. It's much, much easier when you've already got a deal because now you call the realtor and you're like, Hey, my name is Joe, I'm from out of town. I got this really good deal, I think, and I want to know if you have maybe have any buyers for it. All you need to do is make some phone calls, send some text, and I pay real generous commissions, etc., etc.. So that's how you find realtors and you just pick up the phone and start doing some grunt work and start calling them yourself. And finally I ended the email with asking the real important question because I may be wrong, I may be wrong, but most of the time, like 95, 99% of the time when I get these kinds of questions, well, anyway, when I get some kind of questions, it's usually because they're just trying to get all their ducks in a row, right? They're just trying to get everything lined up to get ready so that when they do start making offers, when they do start getting offers accepted, etc., then they're going to be ready to go. And I understand the need for that. But I asked the guy and he hasn't responded yet. In fairness, I said how many offers that he made in the last 30 days. What good does it do to find a realtor if you haven't been making offers?

Joe:

Okay. And now I grew up, you know, learning this business thinking, oh, you got to build your team first. Well, I don't teach that at all anymore. I think you build your team as you need it as you go along. So, you know, I suspect maybe he's made like 60 offers in the last 30 days. Well, then I stand corrected and I apologize. But chances are, you know, if he has made any offers, it's not been that many. And he's maybe focusing on the wrong things. So get a deal. First of all, starting with do marketing, right? Start making offers. Make it your goal to make 1 or 2 offers a day. If you could do that, talk to five people a day, maybe make three offers a day. That's matters. And you know, you're only target. You're only focusing and targeting the areas that already have high demand. You're following the money. Success leads, clues you're going after where there's already a lot of transactions because then guess what? It's easier to find realtors in those markets. It's easier to get comps, it's



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easier to find buyers. All that good stuff, right? Start making offers, then get some deals, then start contacting some realtors. Now, let's say you already have a deal. You've already been making offers and you're looking for an agent to help you with your deals. Bottom line, it's this. You know, if you have a good deal, then finding realtors is easy. It really is. It's actually really easy. He's called up to say, I got this deal. I see you sold this one for 30. I'm trying to sell mine for 25. And if you have a buyer, I'll pay you 10% commissions. If it's a good deal, they'll be like, Say that again. Like what? Where's this money and where's this property at? So like, and I'm targeting areas where there's a lot of investor buyers, right? So that realtor, they hear that, Oh, I can sell this deal, it's cheaper than the one I just sold. All I need to do is make some texts, send some text and make some phone calls, and I get 10% commissions. Yeah. Yeah. I would not be interested in that. Unless they hate money or they really don't have any buyer. So you need to call ten, 20, 30 realtors, but just get out there, do the work, make it happen. All right. That's all I got. Listen, I got a cool thing for you That's free. It's called My Investors, the land flipping tool kit. So if you want more information on my flippers toolkit for vacant land specifically, go to Simple Land Kit dot com, Simple Land Kit dot com and get it for free. I have a script on there for realtors. When you're talking to realtors, what to say to them. So again, go to Simple Land Kit dot com and if you want to see a video, I did teach you how to do the land flipping strategy from A to Z, and I have a free book that I give you is included at the end of the webinar. Go to Simple Land Class.com, Simple Land Class.com. Check it out, get it. And I got some really cool stuff on there for you. That's all I got guys, we'll see you. Take care comb your hair and I'm just kidding that's I wish I made that up but I think a guy named Cody Sperber made that up. And so every time I say that, I feel like I have to give him credit, but he's a good dude. Go check him out at Clever Investor. But anyway, take care, comb your hair. See ya. Bye.