1402 - 7 Ai Tools That Help You Flip Land & Make Money Faster

Hosted by: Joe McCall

Joe: Welcome. This is the Real Estate Investing Mastery Podcast.

Joe: Hey, did you know most lane investors are leaving thousands of dollars on the table right now just because they're not using AI and software the right way. So if you're still doing deals the old school way, you're working way too hard. And today I'm going to show you my seven favorite AI slash software tools that have completely changed my business tools that have saved me hours every week, helped me find better deals, analyze them faster and help me sell them for bigger profits. So imagine. Running your business, your land investing business, your household selling business with a virtual team that works 24 seven, never complains, never takes a day off. And that's exactly what these tools feel like for me. So here's the truth. If you're not using AI in your real estate investing business you're already behind. AI isn't here to replace land investors or household sailors or land flippers, right? It's here to replaced the ones who don't use it. These tools are my unfair advantage. They help me work less, make more money and crush the competition. So in this video, I'm going to show you exactly how you can start using them today. So you ready to dive in? All right, let's go. We cannot do a video about software without talking about my favorite software, which is Freedomsoft. You've heard me talk about it a million times. This is one of my accounts here. I use Freedomsoft literally every day. It does 95% of everything that I want to do in my land investing business. And one of favorite tools is called the ZipFinder. And you could do this for houses or land. I'm just going to demo it right now for land because that's what I'm using it for. And let's just pick a county for demonstration purposes, Citrus County.

And what this is going to do, it's going to show me in Citrus county for land, where is all the activity? Where are all the investors buying and selling land right now? It's a big county. There's a lot of activity. But look at this. I don't know, there's maybe 15 zip codes in that county. But where is most of the activity happening, right? So, I always talk about the

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power of focus and focus will make you rich. So if I'm doing marketing, I'm not going to be blasting, spraying and praying in all the entire county. I'm going to focusing my marketing on the top three or four zip codes, where most of the buyers are buying right now, because that's all I care about, especially if you're a wholesaler. All we care about is where is the money going, who is buying these houses, these vacant lots. And so what you can do here is you select, let's just select, because I'm make this really kind of like concise here. And it's going to select the top two zip codes. And then what you can do is you click right here, find buyers, okay, and I can choose active buyers, okay, next step. And I'm going to be looking at here removing duplicate owners, I don't want to pull 20 different properties owned by one person. So I'm just removing duplicate owners. And these are buyers that have bought land in the last what is that six months, all right, then I'm gonna click right Here, search. And now it's looking in just those two best zip codes and it found 460 different buyers who have bought land in the last six months in those two zip codes. Do you think if I get a property under contract, maybe these buyers, one of these buyers might be interested in my property?

Alright, so then all I do is I'm going to select all these pages here and I'm going to add it to a lead list. And I'm just going to click new list. And I want to type in list demo and I want to choose my workflow automation. If you get the Joe McCall Signature edition of Freedom Soft, you get all of my customizations, my marketing pieces, my templates, which where do you go? And how do you get Freedom Soft? Glad you asked. Just go right now to freedomsoftnow.com to get a dollar trial and to get my signature edition, you got all of, my contracts, all of my checklists and scripts, marketing pieces follow-up automations, websites, all that good juicy stuff. All right. So this buyer's list is, is going to be added in here for a second. And while that's going, I can also now again, these are the best zip codes. Let me go back to this page here. I also want to find the best list of sellers who own land in those top two zip codes, so I'm gonna click right here, find sellers. Oh, I'm going to show you this pretty soon here. You can now search the MLS, but let's just search all land and I'm want to say, all right, remove duplicate owners. I want landowners that live outside of that zip codes they don't live there. I want landlords that have lived in the or that have bought the property at least five years ago. And I don't want dinky little property. So I might do quarter acre. That is a dinky. I mean, from the view, it might be an infill lot that might be dinky to you. But what I'm saying is I'm not gonna be chasing little 0.1 acre lots. And I want real big ones either. So I'm gonna do quarter-acre to 10 acres. In some areas

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around the country, I might to minimum two acres or minimum five acres. But in this part of Florida, a lot of little infill lots are happening. And so again, look at this, I'm getting all of vacant land out of zip code owners who have owned their properties for over five years between 0.25 and 10 acres. And the top two zip codes where most of the buyers are buying property. And then just like that, it's going to come up here and probably give me, I'm going to guess 1200 records in those two zip code. Okay. Let me go back here to the buyers. Here are the buyers, there's 461 different buyers, right? And I'm gonna go click on this advanced filter and I'm going to click on all the way down the bottom. I'm going to say owned properties. I only want people, investors that own more than 20 different properties. Do you think they might be looking for more? Maybe I'm gonna click search and out of those 460 and I have 85 different investor buyers who are buying land in these top two zip codes that own already more than twenty.

You can also do purchase properties. You could say, all right, show me all the ones who have purchased the more than or equals to five properties on or after six months ago, let's go back one, two, three, four, five, six search. And just like that, now we have 76 different buyers who are buying land again in those two zip codes that have bought more than five in the last six months. Does that make sense? Pretty powerful, pretty amazing. Because now we know where they are buying. We know what they're buying. Well, I'm going to show you that in a minute. That's one of my other favorite AI tools here, but I can, I know who they are now and I can go in here and I could skip trace them. I can call them. I could send them letters. I can send them postcards and it's just pretty powerful and amazing here to do that. Now with the sellers, all right, there's 4,900. Okay, boom, here you go. 4, 900 different vacant landowners who own property in those two zip codes. And then all I need to do is from here, I'm not going to show it to you, but you can add them to a list and I could skip trace them. I could cold call them, I could send them my postcard, which my post card is amazing. And one of the One of my favorite tools. Is an AI virtual assistant that answers the phones for me. And I do that, I use that AI tool inside of FreedomSoft, which is pretty powerful. But from right here, you know, just from this zip finder, I find the top zip codes. You can do this in any county in the United States. Find the top ZIP codes, find the best buyers, find the the best sellers and send them offers. Now, FreedomSoF does another tool I'm not gonna demonstrate here because it's really amazing. It's better for houses in my opinion than it is for land, but you can actually analyze a market And what it'll do is it'll pull all the investor transactions from the last six months. It's better for houses

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again. And then it'll tell you what by zip code, by number of bedrooms, square feet, bathrooms and all that. What prices are investors paying for houses? And then, it will help you dynamically create blind offers that you can send to homeowners. But, oh, that's pretty cool. Let me show you something else. I can also find, let's say I want to find realtors that are listing land in these two zip codes. And I want to find, I only want to deal with realtors that have vacant lots that they've had listed for over six months. So I can click search MLS active. I want aged listings. I click next step and I can say, all right, remove duplicate owners. In other words, I don't want to see 20 properties owned by the same seller. And I don t care if the owner is out of zip code or not. And I'm going to say more than 180 days. And you can do more than five months if you want. So that would be what 150 days or whatever. Okay, and I'm going to do maximum list price. I don't want the real expensive one. So I'm gonna say anything under a hundred grand that's been on the market over over a hundred and eighty days six months and I click search and now do you think maybe these Sellers might be getting a little motivated. You think the realtor might be a little Motivated now.

I've done another video on my youtube channel where it talks about how to talk to realtors And I actually call realtors live Maybe my team can put a link to that video in here somewhere but in that video put it in the description maybe but in video, I actually show you how to find these realtors. Now, one of the problems at that time was I found the property on Redfin, you know, and then I had to go search, Google search for that realtors contact information. And it was hard to get their phone number and call them. But now, boom, FreedomSoft does this. So look, I have 142 different listings owned by different owners of vacant lots in my hottest zip codes where the hottest buyers are buying that have been on the market for over six months. Now, what I like to do is contact these agents. And so I'm not gonna show you right now, but I can click right here, add to lead list. Also, YouTube has a problem sometimes when I demo this and I show people's names and phone numbers and all that for whatever reason. But what I can do now, now I get these, what was it, 142 different realtors names, phone numbers, and emails. And you know what I do? I email them and I text them. And it takes me like 30 seconds. And basically I say something along the lines. I do this all in Freedom Soft. Just click, click, and a bam, it goes out. And honestly, it can get really overwhelming if you do too many of this at one time. So I recommend maybe 20 a day, 30 a day because they're going to reply. And then when they reply, what do you do? You pick up the phone and call them, right? Okay. So this is what I

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like to do. I'll say, Hey, Jane, whatever the real emerges, their name in there. My name is Joe. I'm a land investor. I see you have this 0.26, this three acre lot, whatever in city county. And then I'll do in parentheses list price, and I merge the list price in. So all of these merge fields come from the data I just got here in Freedom Soft. I say, I'm an investor. How negotiable is your seller on their price? And I can spin the text. It's called spin text. And you do this so you're not sending a bunch of text with all the same words. You can spin a text. So I might say, You know, how negotiable is your client on their price? Is your seller negotiable on their price? So I think and I can ask those kinds of questions. Sometimes I might even ask, I might even say something like this, I can't get what they're looking for, but I might be able to get them something closer if they would consider seller financing. So now I'm contacting realtors and I'm saying, hey, do you've got I see you have this property. It's been on the market a while. I am an investor. How negotiable is your client on their price and you know what they'll say many times? I don't know. Good question. They're motivated. They're not. Go ahead and make an offer.

At that point, I'm going to call them and I can call them inside of freedom soft with my virtual phone numbers. The same thing with emails. I can email them blast, just boom, with one click. And this, okay, if you're worried about compliance and spam and all of that, it's different when it's with realtors. And I'm not a legal expert, talk to an attorney, but we're getting their phone numbers from a public record on the MLS from when they publish it online and stuff like that. And it's a business to business, which does not fall into the same rules if you are concerned about that when it comes to texting or a cold calling or whatever. Even though that number might be the do not call list maybe maybe not I don't know but you don't have to search because we're pulling that number from publicly available information and it's a business to business transaction does that make sense okay so and maybe I'm completely wrong on that so just forget what I just said Whatever skip forward past that part. Now, I'm going to also email them. I'm gonna email them the same thing I just kind of did in a text. But sometimes I say, hey, listen, I see you've got this property. How negotiable is your client on the price? I'm an investor. By the way, if this doesn't work out, do you have any other off-market properties, off- market vacant lots that I might be interested in? I will pay you 10% commissions. All right, now here's the crazy thing. I can set it up where in Freedomsoft, I don't have the time to show this to you, but I can create a workflow automation and you get these kinds of workflow automations When you sign up at, I'm glad you asked where Joe freedomsoft now.com sign up for a $1 trial for

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30 days. Get my custom signature edition of freedom. So you can now set just by changing the status of that lead. You can set up a whole year of follow-up where on week two, it sends them a text, Hey, how you doing? You probably don't remember me. I'm Joe. I'm looking for vacant land. Do you have any off-market deals? I will pay you 10% commissions. Okay. And then two weeks after that, it's sends an email saying kind of the same but you can mix it all up. Two weeks after that, it sends a text. You can set that up once and forget it. Now if they do call you and respond and you want to take them off of that, it's really easy in freedom. So just click a button and it stops all of that automated follow up. So this is boom, mind blowing. Now, what if, what, if you get a deal under contract? One of my favorite ways to sell my deals is by contacting realtors. Now wouldn't it be nice if there was a way you can find all the realtors who have sold vacant land in the last six months in your top two ZIP codes, and you could just text them or email them information about your property and offer to pay them a lot of commissions. If they bring you a buyer, wouldn't that be nice if you could do that? I'm glad you asked, because now again, you're going to, from the ZIP Finder, you click right here, find sellers, and then you click search MLS, click sold, and you click sold listings recently, and then I do include possible vacant land, boom, just like that. Next step, and now it says MLS status is inactive, Ownership status. I'm gonna say no preference. I don't care if they where they live and then I'm going to say alright They bought more than less than or equal to 90 days ago So this is just in the last three months. You could change that to last four months.

Okay land You could even do a listed price max. So I don't want somebody that bought super expensive land I just want someone who's bought cheap land in the past four months boom. Okay, and I removed duplicate owners Yeah, let's do that. So, I'm oh I just wanted realtors Okay. Boom. Look at that right here, baby. 153 realtors. I'm not sure if it's different realtors, but 153 different transactions where a realtor listed a property that somebody else recently bought. And now you can contact that agent. And all you do is you click all pages, you click add to lead list. You click maybe five or six more buttons, and you can send them a text or an email that says something like, Hey, I see you recently sold a property. It doesn't matter the listing agent or the buyer's agent, doesn't matter. I see you recently sold a vacant lot in this city, in this county area. I have another property similar to it. If you have a buyer for it, I'll pay you 10% commissions. Have you noticed something too? When I'm average, when I'm talking to realtors, I'm always offering real generous commissions more than anybody else does. Why? Because I want these realtors to bring

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me their deals, bring me, their buyers, and I will pay them generously. Well, I'm calculating my offer, which is one of my favorite tools here. Number seven, because I'm saving the best for last. On there, there's a place where you factor in the realtor commissions when you're making your offers on your deal. So I'm already factoring it in. And you know what? When I'm making 10, 20 grand on a vacant land deal, I'm okay with paying a realtor $2,000 for bringing me a good deal. And I'll pay them again when I sell it if they can bring me another buyer. Does that make sense?

So I get so many... If you're doing this marketing that I'm talking about, using FreedomSoft to contact realtors, texting and emailing them. And when they respond, you call them. If you just did five, if you just talk to five realtors a day, that's 25 realtors in a week. That's a hundred realtors and a month. And you keep on following up with them with that automation that I'm talking about. That just keeps on texting them and emailing. Hey, how you doing? Do you have any deals looking for properties? I know you don't remember me. We talked a while ago. You know, have you sold that vacant lot yet? Do you have anymore? I'm looking for off market, cheap, discounted vacant land. I'll pay you 10% commissions. These realtors, they don't want to list these properties. They sit on the market for six months. They don't know how to sell them and they hardly make any money on it. So next time somebody says, Hey, will you list my property? They're going to say, no, you know, I'm going to call this guy, Joe, because I know he's looking for some property and he can just give you a cash offer right now. Would that be all right? Okay. So when you do this, you could easily get overwhelmed and you may not ever have to do direct mail again. If you're going into contact, do this realtor route. You know, my friend, Jerry Norton, he does a lot of videos. You should go watch his videos on how to talk to realtors.

There's a lot of that that you can apply to vacant land. Like he teaches for houses. Bothering me now that I can't remember the name of his channel, but Jerry Norton, you know who he is. Good guy. I was on his channel two years ago. We did a video series of six or seven videos, but that's just freedom soft. Okay. But you go to tools, zip finder, pick a county. It gives you the most active zips. Then you can find the best buyers, the best list for vacant land owners. So you can. Skip trace them, cold call them, send them direct mail. I like sending direct mail, sending them to voicemail, actually sending them to my AI assistant who answers the phone. And then you can also use this to contact realtors, maybe realtors who have older vacant land listings. And when you get a deal, you can text and email realtors who have recently sold land and said, Hey, I got another one. Do you

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have a buyer? Is this crazy or what? Now again, Freedomsoft is not necessarily AI, although it uses fancy software which could be pretty close to maybe artificial intelligence, I don't know, but I am taking the liberty here to include software that I use that does amazing things and maybe some of it is powered by AI. Who knows how do you define AI anymore anyways these days. All right, so you ready for my favorite tool number two? My favorite tool. Number two is the land portal. If you want to get more information on this, go check out getlandportal.com Now, in the land portal, the reason why I like this is this does use AI to search for properties that meet your certain criteria of, like, you know what? When you're sending marketing, you don't want to contact sellers who own landlocked property that it's wetlands, that it is too sloped, too steep, or whatever. And so this allows you to search properties. So sometimes, let me explain this a little bit, I hope I can put this in good context. A lot of times different counties classify vacant land different things. One county might classify it as agricultural. One might classify as commercial vacant land. Somebody else might, another county might classified as residential vacant land, so whenever using these list providers, it's hard to like really get vacant land but what the land portal does is it uses AI or fancy software to look at the satellite images of all of these lots in the entire U.S. And determines which of these lot actually have a structure on it or not.

Because it may not be classified as a vacant lot but they look at it and they can see the lot lines and there's nothing on it that's actually a vacant a lot wouldn't that be nice right so what i'm going to show you here is just looking for a list now again you can get your list in freedom soft it's included with your freedom soft subscription now land portal is an extra cost okay i i don't remember the cost just go check it out you can try it out for free at get land portal dot com get landportal.com all right but let's go in here and i'll show kind of what it does. Enough of me talking about it and yapping away. Let's go look at Florida. I'll do an area that's pretty flat and then another area where there's maybe more hills and mountains and so you because like obviously in Florida you know I'm not going to find any properties that are too steep and in the hills in the mountains in North Carolina I'm not going find anything that's in the wetlands but you'll see what I'm doing here in a minute. So county let's let's look at Okeechobee again. All right. Okeechobee. Actually, we were looking at Citrus County before, weren't we? Citrus county. Okay, Citrus County, and I scroll down here and here it is. I know this is really tiny, so if you're on the YouTubes and, you know, zoom in or something, but I'm just click right here, Vacant Lots. In fact, let me zoom in. Maybe that's a little better there. Vacant Lot. So this is using AI with properties with no

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structures identified by AI. And the cool thing now is I can say, all right, we'll just, I want 0.25 acres to 10 acres. All right. And MLS filters, they do have MLS Filters. I typically will just exclude active listings. And I'm also going to exclude sold listings that have sold in the last three years. Cool. And if you wanted to avoid really cheap properties or fairly expensive properties, the land portal uses, they have an algorithm that helps get you, helps determine the price of a vacant lot. It's going to get you ballpark. It's gonna get you 75% of the way there. It's not very accurate. Nothing. I've never found one algorithm or pricing. Algorithm software, whatever, that is very accurate. It's going to get you 75% of the way there. So you can say, all right, I don't want anything that is your calculating is worth less than $10,000 and I don t want anything that you're calculating that's going be worth more than $200,000. All right? And you can see I only want owners that live outside of that county.

And then, you know, I want properties that sold last sold before five years ago. So I'm going to go before 2020. Okay, now here's the really cool thing about land, the land that I love so much, is you can say, all right, well, I only want, now, this is property slope. You can say I don't want more than 50% of the property to be over 15%. So you want 50% of the properties to be under 15% slope. You could do that. Or you could just say, I want at least 25% of property to buildable. That's important because you don't wanna buy a land that is super steep and it's gonna be real expensive to cut in a road and do all of And then oh my gosh, look at this right here landlocked you can actually say don't bring me any landlock properties and only be clear about this too because I get my lists from freedom soft also and I still will make offers on landlock properties but if you don't have a big budget and you just want to send a little bit of marketing and you want to really Narrow it niched list that is not wetlands is not flood plains is not too sloped It's not landlock blah blah blah, blah. It's actually vacant then you could use something like the LAN portal to get your list. Does that make sense? Alright. But when I'm getting my list from Freedom Soft, I just mail everybody. I don't care what the property looks like because there's a saying in land that there's, a pig for every barn and I can sell any land at the right price.

So if it is landlocked, I'll still make an offer, maybe a thousand bucks, 500 bucks, and I'll sell it and flip it for a few thousand dollars. But anyway, all right. I only want properties where at least 25% of it is buildable and landlock to know, and Oh, look at this right here, maximum FEMA coverage, wetlands and floodplains. All right. I can say, I don't want any property that has more than 50% wetlands and floodplains. That's all you have to do. And

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then click apply and check this out. Now this is also the entire county when I was doing this in Freedomsoft, it was I was only searching for two zip codes. You could do those. You can do a similar thing here in land portal. You could say, all right, only give me results from the two zip code that come up. But all right. Right after I clicked pause, it came up with 12,320 vacant lots. That are what that are not landlocked that are more than 50% floodplains and wetlands Which is important when you're in Florida, right? Or at least 25% of the property is buildable the owner lives outside of the county So this is a great now you can take this list and export it now with the land portal There's a monthly subscription and you pay a certain amount of money for every export that you do But again, just check it out. If you're interested go to get land portal dot com super cool I like the way that you can actually search for properties using this criteria and you can also analyze properties when a property comes in Let me I'm going to pause the video here and I'm gonna give you a good example of one We just looked at recently where it'll tell you how much of the property is actually buildable or not.

So hold on one second, I'll find that for you. All right, so I found a property, this isn't the exact one, but this is nearby a property that we were looking at earlier. And this looks pretty nice, right? It's a nice property with a lot of trees. But guess what? It's very, very hilly out here and it's beautiful. But is this a property that if you make an offer on, are you going to be able to sell it? Are you going be able to sell to somebody who will actually be able to build a house on it? Well, I don't know. But one of the cool things that land portal does is you can see over here, you can get all this information. They're estimating the price might be around $18,000. Again, take that with a grain of salt. That's could teach you maybe 75% of the way there, but keep on scrolling down and look at this. Ooh, yes. Slope analysis right here. Only 3.85% of property is actually buildable. What does that mean? Well, that means about 3.5% of it is less than 10% slope. Doesn't mean you can't build a house on it. A lot of these other people are building houses here, as you can.

But it's just going to be harder because look at this, 84% of the property is extreme slope, which means it's over 15%. And you can see also here wetlands and floodplains. Obviously in this area, there's not going to any floodplans, but take a look at this. I'm going to actually click 3D and I can spin this around. Look how steep this property is. Now look at the views. It's beautiful views. Somebody could probably build a house on the top of that. And you could see people build houses over here on these lots. All right. So sometimes, too, some of these 3D renderings of terrain like this, sometimes it exaggerates it a little too much. It's

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not really that steep, but you get to see here, well, okay, well if they're going to build a house here, maybe they'll just build it up at the top. Just like, if I zoom around here, just like these other properties did here. Okay, so it's cool that it can give you all kinds of information about the house, when it was last purchased, who owns it, where they live, what is the slope, what is the wetlands and all that. Super amazing. I love the land portal. I highly recommend it. Even if you are using freedom software if you're not using freedom soft, check it out get land portal comm get tried out for free Okay. Now my second favorite tool it's not AI. It's just a Mapping software that makes it really easy to find land and I just wanted to put this in here because I use it literally 20 times a day and it's called Regrid Regrid regrid.com and when you sign up for Regrid, it's a little weird when you go there Let me open up a new tab when you go to re grid It's kind of weird hard to find but you just click right here re grid app and when you open that you can buy it For just a hundred bucks a year I think right down here Regrid pro ten dollars a month a hundred dollars a year And then you can use the the web app the iPhone or the Android app So I always just use the web App and what you do now is you can pull up any vacant lot in the United States even houses okay. And all you do is you take you can paste in the APN number, you can paste in the GPS coordinates. So actually, let's go here to this property. And I'm going to get the GPS coordinates of this property. It's here. And then I'm right there. There's one. And there's the other part of that. And I am just going to paste the GPS coordinates in here. Boom, comma.

Space negative, boom.

And if I just click on the thing that comes up, so the cool thing about re grid is you can actually search by APN number, address, GPS coordinates, et cetera, and it just takes you right to the property. You don't have to put in the state and the county, which gets kind of annoying. But here's the lot right here. I can click on layers. I can turn on the owner's names. I can also click on Layers and do elevation contours. So you can kind of see, you know, how steep it is, how much it drops. Drops from 2320 feet down to 2100. 60 feet that you kind of see it how it goes down You can also if you wanted to right here click on fleet FEMA flood zone and wetlands Obviously, there's not going to be any of that here in the area But if you want it to you could you know, zoom out and see where the water is see this blue area right there So that's maybe a wetlands or flood plains and the other cool thing is, you know If you just click on the property again over here on the left is a property information card You can see it's point of four point two eight acres. You can say where the

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owner is their address all the sale prior sale history information. And it's pretty cool tool. I use this a lot just to kind of see, you know, oh, you what, yeah, this guy Thomas Barrett also owns this lot right next to him. So if I'm gonna make an offer, I'm going to make one offer for both of these lots. Okay. And you can also do 3D on this but it doesn't work that great. Let's see if it actually works this time. Yeah, just move me around. I don't know where I am. There it is. And you can kind of hold the command key down and you see it's not as dramatic of a drop as a precipice as it was on the land grid. But yeah, I use this a lot to get information on the owners to see who the neighbors are and get property information on that. It's pretty cool. And, you can also look at different satellite views. You can say, show me this satellite view, which might look a little different, or this one. And it'll switch there in a minute. Cool. My next favorite tool is InvestorBase. This is so cool. This is a game changer. And if you're interested in this, go check it out at GetInvestorBased.com. It's not cheap. But all you need to do is pay, do one deal in a year, and it'll pay for the entire year. It's pretty amazing.

What it does is it will give you who are the active buyers in and around a property that you are looking to sell. And it doesn't just give you the buyers, it gives you the flippers and the landlords, and it skip traces and gives you their names and phone numbers and emails and mailing addresses. This is powerful because it's one of the fastest, best ways to sell your deals when you get them Under contract is just get on the phone and call people who have bought property recently in the area All right So let me show you how it works if you go to investor base dot com check it out And I'm gonna put an address in here. I'm going to pause my video here I'm to find a property in Citrus County because we were looking up there before and I'll show you the power of this So hold on one second Okay, I found a good example here of a property. And one of the things that I like about the land portal is you can see where by just turning on map filters here, floodplain and wetlands, whether properties in a wetland or not, and if I click here, you can see this property. If I scroll down here on the left, it is 49.2% FEMA.

Flood zone coverage but there's still a property there so I don't know what's going on with that maybe they have insurance or not but you know here's a property right here it only has if you look at the flood zone right here 4.4 percent fema coverage so yeah maybe that's fine that's good but guess what scroll up and guess what you see landlocked yes this property is actually landlocked. There's no road there. If I switch to streets, look at that. Oops, let me get rid of there's no street there. Now, maybe this street will be you have to

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find that out by talking to the owner. Right. So let me go back here to satellite view, and let's go find another property that's not in a flood zone. And let's say right here, this property, is there a road access? I don't know. This says it's not landlock. Okay, well, let's look at this a little bit. And if I click on streets, alright, so maybe it's part of this street, these lines aren't always perfect. But it's close enough for that. I don't know. Sometimes what I'll do is I look at different satellite views. Sometimes you can see if a bit that road kind of connects somehow.

But anyway, let's say I want to now find who I want to make an offer on this. I got this property right here under contract. And I want To know who are some of the investors that have bought land around here? Well, I need an address because that property doesn't have an address. I'm going to click on a property that I know has an address. And this one right here, there it is. He's like, again, this property, there's no address. This just has, this is one way you know it's not landlocked either. It has a street, but it does no number. So again, I just want, I want a street address so I can put it in investor base to find out who are all the investors that are buying land around here, because I want to sell them my deal. So I'm going to take an address of a nearby property. I'm gonna copy that address and hopefully this works. I'm to go in now to investor base. I'm a paste that address right there, select from the drop down. And now I can choose between one, two, three, five, 10 mile radius. Let's do three mile radius, any investor who has purchased land in the last one year, and I'm gonna say property types, land. OK? And then I'm going to select more and I want the purchase price to be under 100,000. Now, if I wanted to, I could skip trace the results, but I'm not going to do that because YouTube will not let me show results with the search with that kind of personal contact information in it. So you don't need to see it anyway. I'm gonna click.

And by the way, the skip tracing is included in your monthly subscription with investor base. Okay. So now it's zooming into that area and I don't know their main, if there's not a lot of buyers, that would be good to know, right? Maybe this is not a good area to flip properties. Now this is great. Look, in the three mile radius, there's been 20 different transactions of landlords and flippers. Now a landlord on land is somebody that bought it and is holding it and renting it out or selling it on owner financing. A flipper is somebody who bought a land and then sold it. Look at this guy right here, legacy investment partners. I don't know where they are, but they bought it for $12,530 and sold it five months later for $24,000. That's about an 11 or $12000. Profit. This landlord bought this property for

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five grand, they own five others. Oh, maybe they're looking for more. This one bought, okay, this is an example of somebody who built a new house. He bought it for 25, sold it for 250,000. I guarantee you he built a new house on that. Well, maybe CMH homes might be looking for another piece of land in that area. And you could sell your deal to them. That's another no. Okay, here's somebody that's flipped it, bought it for 10, sold it for 20. What if you contacted this person, this investor here, Joanne Marion Irvine, and say, hey, do you want to partner on a deal? I got a deal in your area, your neck of the woods, you just flipped it for 10 grand. If I give you this deal, if you flip it, you want it to split the profits 50-50? I do that all the time. Here's somebody that is a buy and hold landlord. They bought this property nearby, real close for 45 grand. They hold 24 other properties. Right, so anyway, I love investor-based because just like that, you put in an address it has to be an address of a nearby property and say, all right, show me all the recent buyers in the last one to two years and a one to 10 mile radius who have bought land and give me all their contact information. And it gives you the phone numbers, the emails, the mailing addresses, and right from here, you can contact them and reach them. So that's one of my favorite tools. Go check it out. Get it right now at getinvestorbased.com. I do make a little commission on that, but I'd be recommending it anyways. I use it all the time for my deals.

All right, now, I have something else that's really cool that I love to use. Now, one of the tools that I used to use a lot is Prycd. And Prycd used to be like where everybody would go to get their vacant land, lists of vacant land. And it also did a lot of market research. Now there's other tools that do it as well. And so, but still a lot people use Prycd. I use Prycd, I like it a lot. If you wanna go check it out, go to joemacall.com slash priced. I'm gonna show you something that's really cool that I loved about this. And this is where I start using ChatGPT. Here we go. Here's price. I go right here to the top and called research scroll down And I type in the state that I wanted to research. I need North Carolina and down here is a table of a hundred different counties It's pretty wide. Let me see if I can zoom out there is and it's got about I don't know 10 or 12 Columns in there and if every single county in North Carolina It gives you the total comps for sale comp sold comps in the three months six months and all time And then it gives you sold to for sale ratios, sold to listed ratios, parcels on market ratio, total out of county owners, days on market. Obviously the less days on market the better. The month over month price changes of these vacant lots, are they going up or down? And the population change is the population growing or shrinking and the population per square mile. I like to focus on areas that are not too

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densely populated. I liked the area, the counties where there's not as many people because the land is cheaper there. So there's a hundred different counties. There's a lot of research that you could do and kind of filter this out and kind of analyze it, but that just is burns too many brain cells. I'm going to click right down here. I'm gonna click download table. And what it just done did there is it downloaded this whole table of a hundred different counties with all of that, all of those columns in there. Okay. So let me show you what it looks like here. Again, price, it's a paid subscription. You have to get in there and subscribe to it to do what I just did, but it's worth it. Because I get so much good research from it. And I'm gonna upload this spreadsheet that I just downloaded from Priced. And there's, again, there's some other good tools out there that do a lot of market research. But all I'm doing right now is I just wanna take this spreadsheet, and here it is. There's, I don't know, dozen, 15 different columns, all this information. And I wanna upload this to something like Chat GPT, and I wanna say, hey, analyze this thing and tell me which of these counties would be a good county to invest in a good county to do some marketing in where I can wholesale properties fast.

So I'm just going to go to chat GPT and I'm going to talk into it here. Okay. So that was a North Carolina. All right. I just downloaded a spreadsheet of all the counties in North Carolina. That where there's been a lot of vacant land activity and this spreadsheet has a lot of different data. I want you to evaluate this spreadsheet and help me find the best counties to wholesale vacant land in and I want to assign a score to each county and give me the top 20 counties that I should start looking at. I wanna make sure there's a lot of recent sold comps there. I also wanna make sure there is good month over month price changes, good population growth. I wanna make that the days on market are low and I wanna sure there's not a lot of competition. What's also important is I don't want to, I want it to be not a densely populated county. So I want more rural counties and I want to be able to sell my vacant land fast. I'm a vacant land wholesaler and I just want to find a good market to pull a list of vacant land owners and send them marketing, get a property under contract and then sell it to buyers. Okay. So, I kind of blabbered on and just talked and talked and And I'm sure there's a better way to be more concise about all of that whatever But I'm just going to now upload that spreadsheet I downloaded from price which has all of research in it And I want to click go and so it just now this is all of the the data right here And it says okay got it. I know this is maybe real small I'll try to read this real fast to you your spreadsheet has a lot of good metrics We can use to rank the best North

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Carolina counties for a wholesaling vacant land. Here's a scoring approach I suggest based on what you told me you want a sold comps. They're gonna put a 30% weight, okay? That's cool, on six months of sold data. They're going to put a 20% weight on sold to listed ratio. So the sold to list of ratio, the higher, the better, right? That means they're strong demand days on market, the lower, the better, they're going put a 15% weight on that total out of state. To total ratio 15% some more out of state owners maybe meek means more motivated sellers month over month price change you're going to put 10 weight on that recent upward pricing trend equals healthy demand good population per square mile 10 weight on that lower equals more rural what you want now is there any other metric I might want them to include in their formula here I don't know let's take a look at this here I'm going to go back to price Sold comps, listed comps. How does it, how does it. Days on market, month over month price change. Okay, that's good. I think they got it. I'm happy with that. And they're also going to use some filters. This is important because sometimes a formula just won't tell you everything. And you might get a real high score in a formula, but it's a county where there's only a few little vacant lots that have sold recently because everything else is strong, but there's not just enough activity there to get me excited. So now they're going to create some filters, which is really powerful. Sold comps has to be greater than 30, which has awesome. And population per square mile needs to be less than 200. So that removes densely populated counties.

All right. Do you want me to run the scoring formula? Yes Please always talk nicely to AI because you never know when they're gonna, you know, take over the world. They're gonna remember that you were mean to them. I don't know. So You just got to talk nicely. It's a good habit to form anyway, right? So I say please and thank you. I'm practicing what I'm preaching to my kids. Okay. Boom. Just like that. It's given me the top 20 counties in its opinion, based on the data I've scored in ranked all qualifying North Carolina counties, your top 20 counties for wholesaling vacant land are now ready in the table that I just pulled for you filters out high density areas, requires at least 30 recent sold comps rewards, high sales activity, Lowe's day is on good price growth, strong out-of-state ownership, and rural markets. Do you also want to give me to give you a short one-liner of why this county is good? Yes, please. Now it's going to give a reason or justification for each county that you can look at. And Brunswick County, Moore County, Cherokee County, Jackson. Carreratuck or something, Macon, Dare, Clay, Madison, Yadkin, Craven, blah blah blah. I've wholesale maybe in about five of these counties. All great markets and they all have good high

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demand and good inventory and they sell really fast. So instead of like trying to just pick 10 counties at random get a list of something like this and upload it to chat GPT and ask it to analyze this for you and it can color code it you can you can even have it give you the entire spreadsheet so it's only giving me the top 20 I'm going to say Okay, this is great. Now, please give me a table or a spreadsheet with all of the counties with a score for each county ranked by the highest score. Alright, so now it's probably going to give me a table, or a spread sheet that I can download. Boom, there it is right there. And you can then look at everything. There, it's pretty powerful, pretty amazing. I love using Priced for this. Now, the other thing I use Prycd for, just so you know, is sometimes there are certain properties, like for example, in Texas, where it's hard to get sold comps. Prycd will scrape all of the land.com websites that have sold data on it. And it will scrape other land investing, land websites to give you some sold comps for properties that are in non-disclosure states. So it's really cool. They're pricing here. If you check it out and they are implementing more and more AI into it. 25 bucks a month. Yeah.

That will get you that research I just showed you. Okay. And then 50 bucks a. And then if you do gold, it's $500 a year. This I use, I haven't at the gold level per year, $500 a year, and then once, when you export records, you do have to pay seven cents a record. So it's real similar to the land portal and they're slowly bringing in more and more things that the land portal does, but it's a great, it' a great tool. And I use it for research. Okay. There's another tool, Land Insights, that does a lot of that too. Let me just give you an honorable mention. I know my acquisition manager, Matt, the business partner uses them. Landinsights.co. Okay, this is a I've had him on my podcast before this is a great tool for researching properties. And there's one or two others that are really good as well. All right.

Now my next tool that I'm going to show you is also chat GPT, but I'm gonna now download data from Redfin and I'm to upload it to chat GPT and I'm going to tell me, all right, here's a hot market. A lot of activity going on here. I want to know what kind of what are the hot zip codes here in this County? What are people buying? What's the average price? What's The median price? And so I'm just going to take you right now into Redfin. We're going to go to Redfin, we were looking before at Citrus County, and I want to now go to Soles the last three months, and we're going do land only. And I only want the cheap property. So let's say land under a hundred grand. Okay, now there's 569 vacant lots that have sold in the last three months under 100 grand in Citrus County. If you wanted to create more filters, you could choose lot size in here if you wanted and do all that stuff. But 569, that's

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good. But when you go all the way to the bottom here on Redfin, and this isn't true for every county, but in a lot of them on RedFin, there's a download all button here. And when you download all of that data, it will only download 350 at a time. So I'm gonna go to the very top and I'm just going to sort by most recently sold. And now, again, most recently sold, I'm going to go to the bottom again, and I want to click download all. And what it just did is downloaded all the data of all of the first 350 properties, the last 350 properties that sold in citrus county under $100,000. All right, now let me upload this spreadsheet into Google Drive. And I will show you kind of what it looks like and what we're trying to do here. Okay, here's the spreadsheet. Lots of data, kind of confusing. You're like, what is this? I don't know what this gives you. All this information that you don't know what to do with. It gives you the lot size, but it's in square feet. I want acres, right? I mean, it gives you, again, tons of information, which is helpful. But I like what I want to know. Like, what are the most active zip codes? And what's the average lot size it's selling? And what the average price per acre? And what are they average? What are they buying them for? Well, wouldn't it be nice if we could just upload this spreadsheet in the chat GPT and have it tell us? Well, let's do that. I'm going to go right here. New chat. I'm gonna talk into it here. I'm. Going to upload a spreadsheet I downloaded from Redfin of all the vacant land that has sold in Citrus County, Florida in the last three months. And I want your help with analyzing the spreadsheet. I'd like to know what is the by zip code, which zip code are the most has the most activity. And I want to know by zip code, what is the average and the median price point that those properties sold for?

And I wanna know what is medium size property that's sold by in each zip code. And then I wanna what is average price per acre that these properties are selling for and the medium price per acres that these property are selling for in each ZIP code. And then finally, if I'm going to be making offers at 40 cents on the dollar, I want to give me based on the median sale price per acre that these lots are selling for in each zip code. I want you to give the offer price that I should be making for properties in those zip codes based on that 40%. Okay, that was kind of long-winded. Man, I probably could have been a lot more efficient with that. If you kind of want to see what I did there, just pause this video. You know what the cool thing about chat GPT, by the way, is you could just take a screenshot of this and then upload the screenshot to chat GP T and say, read this picture, take a picture of it with your phone, read this picture and do this same thing with my spreadsheet. Is that crazy? I've done that a lot now, instead of like retyping or copying and pasting. I'll just take a

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screenshot upload the screenshot to chat GPT and say, read this. Okay. So now I'm going to upload that spreadsheet from Redfin that I just done downloaded there and I'm gonna click go thinking longer for a better answer. Now, this is interesting. This is chat GP T5 is as I'm recording. This just came out a few days ago. Some people are complaining about it. It's supposed to be super powerful and, but it's just kind of like, may it's not that much better than before. And sometimes it's like, I don't need it to think that deep and hard. So for some reason... It's taking a little bit longer than normal, but I'm gonna pause this video and I'll be right back and I bet you it'll come back right after I click pause. We'll see here. Okay, this is about 30 seconds, but here is what it gave me. You know, I just realized as we were, as I was sitting waiting. I didn't tell it that the column that we were looking at, this column right here, is in square feet to this column. So we'll see if it figured it out. Normally in the past, I've had to tell it, hey, convert that lot size column from square feet to acres. Well, let's see what it did. I look, it did, isn't that nice of it? That is so nice. Thank you, chat GPT. Look, it converted the square foot column into acres.

Hot diggity dog. It says, all right, awesome. I crunched the redfin file you uploaded and built a clean buy zip summary for Citrus county land sales last three months. Here's what you're going to get. Sale count, average and median sale price, median lot size, average and median price per acre and an offer price per acre at 40% of the median price for acre what to offer. And here you can download the CSV or the Excel file. Okay, so this is pretty cool. In this spreadsheet, you can see the top zip code right here. And I'll make this a little bigger so you can see that okay. The top zip code is 34434. There was 99 sales in that zip code. The next was 34433. There's 51, et cetera. And you can see the average sale price. Now, if I wanted to, I could say, hey, turn these two columns into currencies and these columns into currency. And it makes it a little easier to read. But you can do that if you wanted. Sometimes I'll do that just because it's annoying. But you see here the average, the median, when I'm looking at analyzing a property, I just do whatever one is lower. But in this zip code, all right, so the median sale price is 100 or 19,009 at the fact let's do this

Please change the currency columns to a currency.

Check that out. It's much easier to read now. All right, so 34434, 99 properties in the last three months I've sold there. And the median sale price is $19,900. The median acres, and again, I like median because it removes the outliers. And then here we go, the average and the median price per acre, and then I should offer $31,000. So if I get a quarter acre lot, let

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me get my calculator here. If I have a quarter acre lot, 0.25 in that zip code, I might just go, all right, 0,25 times 31, 363. I'm going to offer $7,800, $7.840. And then I'm gonna sell it for $19,900, which gives me a profit, a gross profit of about $12,059. Now this is a pretty, a pretty competitive market. So maybe I don't do 40%. Maybe I do 50 or 60%. But bam, there you go. Okay.

Now, that's one way that you can find the top zip codes, what you can sell it for, what you can offer just by zip code. But zip codes are pretty big. And in one of my next tools, I'm going to show you in fact, I have two more that I'm gonna show you, which I'm excited about. But I'm saving the best for last. I can't wait to show this to you because it's amazing what it can do. But I'm going to show you how instead of just doing pricing by zip code or by county or by city, right? I'm gonna show you to actually dig in and see right where your property is, what is selling right around it. And I have an amazing AI tool that can help you with that. But I have one more thing I want to show before I get to my favorite, and it's an AI voice assistant. And this is really simple. It's actually an iPhone app, And you can't set it up on the computer, but all it does is it answers the phone and I'll demonstrate it here for you in a second. But it basically is an AI assistant that answers the phones for you. And if you go to HelloM1.com, it's $20 a month. If you buy it annually, you'll save $100. So I think you get two or three months free if you buy annually. But again, you have to go to your iPhone or your Android. I think it's on Android. No, it just looks like Apple. Looks like. Okay. And then you download, I don't know. Just shoot me an email or something.

Sure thing, Billy Bob. Could you please provide your email address so we can get in touch with you?

Billy Bob at yahoo.com.

Great, thank you for that. What is the reason for your call today? Are you interested in selling your land or do you have any questions about our services?

Yeah, you sent me this postcard. I'm interested in an offer, but I don't know. What do you guys do?

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We specialize in buying and selling vacant land. We've been in business since 2006, and we can offer a fair price for your land and close the deal in 39 days. Once we have the reference ID from the postcard, we can send you an offer. Is there anything else you'd like to know about the process?

No, yeah, just send me an offer.

All right, Billy Bob. We'll send you an offer within the next 24 hours to the email address you provided. Thank you for calling. Have a wonderful day.

Bye bye. Okay. Isn't that crazy or what? Now, the cool thing is I've got it set up where that will redirect. It goes right into my freedom soft, so I don't want to get too technical about it, but you set up what's called a call automation. So when you call a number on the postcard, it's a FreedomSoft number. FreedomSoft will forward that number to the M1 AI assistant. And then the recording of that whole conversation will, you'll see that recording inside of FreedomSoft. And you can then listen to the seller, the conversation, you type in the information and you can call the seller back from the number that they called you before. So it's really cool. It's not that complicated. It'll to get a leave from any of my campaigns in any different state or county that I'm in, it forwards to that AI assistant and then takes that recording of that conversation and puts it in the right bucket inside of Freedomsoft. So it goes in the North Carolina bucket, the Florida bucket, the Tennessee bucket, depending on which number they're calling from the beginning. Super cool. I think it's 200 bucks a year, 20 bucks a month or something like that. And yeah, it's very simple and easy to set up. It just asks you some questions and you can test it and play with it. And it's been crazy. My acquisitions manager loves it and he says, it's great. I've been listening to some of the recordings and some of it. It's not trying to pretend to not be an AI bot because it says, Hey, this is Joe's answering automated answering service. How can I help you today? And it is really fast. It's very conversational. Pretty cool. Check it out.

Okay. Now, drum roll, please. My favorite AI tool. You know why it's my favorite? Because I built it and I don't know a lick of code. I built this bot scraper calculator offer calculator using no code. I used an AI tool called, it's called an agentic agent or AI agent or something like that, or agentic AI. And it's call Manus, manus.im. And I built thing and I just sat down and I said, hey, you know what, I want to build something that does this and this and that. How do I do that? And it says, well, you can do it like this or this and this and I say, well

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how do you do it that way? And I said well, you can do this, but that is against Zillow's terms and conditions. You say, well, all right, well is there another way to do it? Well yeah, you can this as a Chrome extension. Now Chrome is a browser, Internet browser, and I like Chrome. I use it all the time. And this extension I'm gonna give to you for free. You have to use it in Google Chrome. Now I've heard other people using it in Microsoft Edge. That's an Internet browser. But I don't know, you have to try to use in Chrome if you can't. Now what it does is I sat down, I just started typing into this thing. I was at a business conference while the lady was talking about Manus and how it can build software for you. I'm like, yeah, okay. Let's see if it does actually or not.

And four hours later, I come out with this thing. I'm, like, blown away. Like it just built this entire thing for me. So I wish I could tell you I was really smart, but I just typed this in and the whole thing with screenshots, you know, it would say. Well, how do you want to do this? And I would start small. I say, I wanted to do this and this and this. I want it to scrape this information from Zillow and I want it to be in a pop-up window. And then I want it to be able to scrape the actives and the solds and calculate these numbers for me and then export it into a spreadsheet and then blah, blah, blah, blah, and then it would walk me through all the steps of uploading it to the Chrome store and getting it approved and all that. Whenever there was an error and there was a lot of errors, I would screenshot the errors and upload it to Manus and say, I'll fix this. I don't know what's going on. And it would say, Oh, sorry about that. You know, we have a problem in this and that. Let me fix that for you right away, sir. And it fixed it and then give me the new version. And so I got like 70 something versions of this little software.

I'm gonna give it to you for free. No strings attached, except when you go to this page right here. Www.dirtflippers.com slash extension and we'll put that link in the description down below. There's different things you can do in this and there's a way you can send the data to chat GPT and it'll help you come up with offers. But www.dirtflippers.com slash extension. Would you like me to share it with you? Show you how it works that you've been so patiently waiting. I really appreciate that. All right. So let's go to the Zillow here and I'm going to pull up a prop. We were looking at citrus County, weren't we? Citrus County, Florida land. Here we go. All right, so I went into citrus County and I just picked a random property from somewhere. Okay, and I just picked it and I copied an address now this particular vacant lot Actually has an address if it did not have an address I would just pick a property nearby that has an actual house on it and that would copy that address

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Okay now I'm going to open up Zillow and I'm gonna paste that address right there and go to that property and I'll click Back to search and I want to zoom in and guess what? There's my vacant lot right there with some cloud cover over it. OK, that's interesting. And my vacant that I'm looking at, see that there's that house right there. Right there, there's my property. I'm going to click on a few things here because what I'm trying to do is I'm try to find this my property in the center of this map on the left. I'm gonna set my filters on the right hand side and then I'm a start zooming out to get some comps. So I'm to click remove boundary. I'm go to more reset all filters. Now I'm look enough for sale. Good. Now I going to switch to. I only want land, I'm going through this fast. So watch this video again, pause it or whatnot. But again, my property is in the center of this map. And instead of relying on algorithms and pricing software and tools that may even use AI, I want to find out exactly what this property is worth based on actual listings and sold listings, active listings and the sold listings. Does that make sense? All right. So now my property was a 0.26 acre. So I might do some more filtering share. I want backups and pendings. I don't I always want to look at pendings and I might say lot size minimum 7,500 square feet maximum one acre. I don't like real tight parameters So I kind of like loosey-goosey a little bit because I want to get as many as I can so 7, 500 square feet to one acre days on Zillow as any and I'm gonna start zooming out the first thing I notice is oh my gosh There's a property right there for 25 grand 24 grand 30 grand So I got to make sure mine when I put it on the market is less than this Even though this property is bigger, a lot is a lot. You can only do one thing with that property. I don't care if it's 0.1 acres bigger, if it is 0.5, 2.5 or 0.35, right? You can do only one thing for this lot.

So I'm going to make sure my lot is cheaper than all of these else. Now I'm gonna go right here and I'm sort this from low to high. Now I am going to start zooming out. So I get at least, I don't know, 10 to 20 comps. There's 11 comps, let's zoom out one more time. All right, I have 54 comps now in Florida, you're gonna get a lot of vacant land comps you might be thinking, Oh my gosh, this is what I think when I look at all this. Oh my God, this crazy. Like there are a lot, there's a lot of competition. How am I gonna sell land here with all of these vacant lots for sale? These are infill lots, right? These are little quarter acre postage stamp. In Phil Lots. Who would buy these things, right? I know what you're thinking, but check this out. I'm just gonna switch to solds. Look at all these yellows. Oh my gosh, and if I go to sold in the last 12 months, there's just as many actives as there are solds, so there's a lot of activity actually going on here. All right, so what this tool does is it

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helps you figure out what is your property worth, how much should you sell it for, so you can be one of those yellow dots. Your goal is to sell your property within one to two months. What should you price it at? So just by looking at this right now, I'm seeing, well, okay, I got to make sure I'm less than 18,900, 19,400. Okay, I've got to be less than that. But I like to go through and look at the price per acre. So I'm going to actually scroll down on the right hand side and load all of these properties up. Now I'm gonna go to my Dirt Flippers extension here. Now, when you go to this link again, www.dirtflippers.com slash extension, there's a video on there that shows you how to install this and how to use it. I'm just showing you how to quickly get through it right now with this thing. All right, I'm going to click right here, analyze current page. And the cool thing now is it just scraped everything. It scraped all 41 of those listings right there. And if I go back up here, you can see it puts these blue boxes there that show you the price per acre for each of these properties. 82,000, 84,000. 84, 84. Okay.

And if I go back to this little Chrome extension, you can see it's got 41 listings and the average price per acre is 97,900 and the median is 99,563. You might be in some areas where you scrape them and there's like a huge difference. Well, what you do then is you can go through and eliminate each one of these individually if you want. But what I like to do is just say, all right, show me the lowest 50%. And then if I do the median, guess what that puts me at? That puts me at the 25th percentile. So let's say you've got 1 through 100, all right? And then I say, give me just the lowest 50%, and then I choose the median. I'm at the 20th percent, if I'm looking at this right. All right, so yeah, I'm gonna sell my property. I don't want it to be maybe the super cheapest. I don't want it be the most expensive, but I might sell mine for $84,615 an acre. All right? So then scroll down here, and I'm going to put that number right there. And I think my property I said was 0.26 acres, boom. And guess what? All right, I want it to be, I want to make at least 10 grand profit on this thing, and I'll pay a realtor 10% commission. Remember I said earlier, I know this is really small, but zoom in, you can see this here. Remember, I said before that I factor in the realtor commissions.

So I factor in 10%. You can change that to 8% if you want. I'll do 500 for photos, 2500 for closing costs and 1000 for unknown. Then guess what it tells me right here. All right, so maybe the property is worth 22 grand and I should offer 5,800. I'll offer 5800. That's 26% of the value of the property. Now you might decide, you know what, man, I can do assignments really easy in Florida. I'm not going to have any closing costs. I'm not going use

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a realtor. So, I'm going to offer 50%. So there's the number right there. I'll offer $11,000 or I'll offer 60%. Sometimes if the property is really expensive, let's say it's a three acre lot. Okay. Look at this. If it's three acre a lot, well, the value is like $250,000. So I'm not going to pay a realtor 10%. I'll pay them 6% maybe, oops, 6% and maybe I'll have more unknown miscellaneous costs. So I might do, you know, $5,000 of miscellanious costs. So then it says all right well you'll sell the property for 253 you should offer 220 but this is important that's 87 percent of the value of the product that is way too high when you're doing land if it my general rule of thumb is if the property is valued at over 100 grand you should never offer more than 60 percent if it's under 100 grand, you should never offer more than 50 percent. Okay. So I would offer on this property, if it was three acres and it was $84,000 an acre, I would off for $126,000 on this, but you know, it's 0.26 acres. So what are we even talking about all that for?

All right. And you might be like, yeah, I'm okay. You know what, in this area, cause I can sell these so fast. I'm. Okay. With $5,000 in profit, and I'm going to do an assignment. So. I don't really need to pay any closing costs. And I've got maybe 500 and unknown. So there you go. Boom. I want to sell it for 22,000. I'm going to offer $13,800. Wow. Okay. But what about solds? We need to look at solds. Okay, so I'm gonna go here now, and I'm going to switch to solds, I'ma go to more. And remember, whenever you're switching between actives and solds on Zillow, you need to say solds in the last 12 months. Now people always ask me, does this work in Redfin? No, because when I click here, apply, Redfin does not show me the size of the property that is has sold we used to but it doesn't do anymore, which is crazy. All right, so this is sorted low to high. I'm going to scroll down to load them all up. I will go to my scraper. I am going to click analyze current page, and I'm going to do show all and check this out. Now I have the sold listings and just like the active listings, I can see the average price, the median price, average acres, median acres, average price per acre, median price per acres. Say that 20 times, but now with solds. Okay, cool. Look at this. I got average and median. When the numbers are different, always go with the lower one. So we got 81,207 price per acre.

All right, boom. So that tells me similar numbers, the property might be worth 21,000. So maybe I'll sell it for 19,950. Get it right underneath that $20,000 mark. But I would offer maybe 13 grand. So you can play with these numbers. Now, the other cool thing I do about this is I might say if there's too many, I might see, all right, only give me the lowest 10. The lowest 10 active listings, Well, the price per acre is 79 or 82. I go with the lower one and

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the solds, well, okay. It's less, but sometimes these are the prices that investors are buying these properties for. I don't know. But if I go with the less one, 56,413, which comes from right here, the average price per listing of the solds, this means, okay, I'll sell the property for 15 grand. I should offer, I want to make $5,000 profit. I should off for 7,200. But if i'm following my 60% rule or my 50% rule, I'm going to offer that. Does that make sense? So this is so simple and easy because now if I do show all, so now I have 41 active comps, scroll down, I have 41 sold comps. It's 82 properties that are active in pendings and sold in this map. See that map right there? Boom.

And if I want more, if I went less, I just zoom in and out. This is why I like this so much better than an algorithm that just doesn't doesn't look at this the right way. The algorithm doesn't care if the property is on the water or a mile inland. The algorithm, doesn't know if a property is really sloped or flat in a wetland or not. They don't look at all of the lots that sold in a certain radius, okay. If they don't exclude the outliers, at least in my opinion, they don't t do a good enough job excluding the outlier, they look at all of them. I want to be conservative. So I'm looking at the lower 50% and then I'm choosing the median in between that to come up with my pricing, because I want to sell my lots fast. Okay. All right. So back to this extension. The cool thing now again, is you have these blue boxes where you can see what these properties are selling for per acre, etc, etc. Now, check this out. I'm not done.

If you click right here, export to CSV, it just downloaded all those 80 comps into a spreadsheet, which you can now use for your future records. You can upload it. You can have your VA do this stuff for you. It's really cool. And now it tells you all these calculations. It just calculates for you, yeah, just like that. The next thing that you can do is you can click right there, AI analysis. And what this is gonna do is open up a new custom GPT prompt that I built called Dirt Flippers Analyzer and what this is going to do, this is important, pay attention. What this is gonna do is help you evaluate a deal you're looking at, and it's going to give you a two option letter of intent. Sometimes when I'm making offers to sellers, I don't just like to make a cash offer, especially in a competitive market where they're already getting a ton of offers. Going to give them a cash offer and a little bit higher owner financing offer. So I'm going to give them two options, this price and a bit higher. If you're willing to wait for it, I can give them any price they want if they're willing for it. So now what do you do with that? Well, if I get it for cash, I'm probably going to wholesale that or I might just buy and hold it for long term and sell it with owner financing. But if I can buy it

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at a higher price with owner financing, then I can sell it at higher price on owner financing to somebody else. So when buying it on owner financing, I take title to the property, the seller becomes the bank. When I sell it on Owner Financing, I hold the title on what's called a contract for deed or a land contract, and then I give the title to that end buyer after they finish paying it. So this custom GPT prompt helps you figure all that out. Would you be interested in seeing how it works finally? Okay. Now you guys have been so patient watching this long video, I'm just surprised and I'm appreciative of that. So okay, cool. I'm going to say, all right, now I've decided already I'm gonna sell this property for, let's look at it again. Let me go back to my little scraper here. I've decide I'm to sell this for $22,000. I'ma put it on the market for $2,000 and I must start talking into this thing. Okay, good. I have a property here that I need your help with analyzing. And it's a quarter acre lot in Citrus County, Florida. Great. We'll use the LOA template you provided before I run the numbers for your Citrus county one quarter acre. I need the rest of the key details. So I'm just going to talk into this thing. Hopefully it works. I want to sell the property for $22,000. I want make a target wholesale fee of $5,000, I expect my closing costs to be about $2,000 I will pay a realtor 10% commissions.

Let's use $1,500 for miscellaneous costs. And I want it to offer, let's say 50% cash and 75% for owner financing. So what I'm saying is whatever the value is I want to offer that I'm going to sell for, I'm gonna offer a 40% for my cash offer or 50% for cash offer. And then I want an offer of 75% for seller financing. That's just kind of a place to start. We're going to send that in. All right, so it's saying perfect. We're going to resell it for 22 grand. You want to target five wholesale fee of 5,000. You pay two grand in closing costs, etc, etc. So step one cash offer calculation. There's two different methods that it will do for you. It will use the what it's worth times your percentage number. And then it will use what it is worth minus all your costs. And it will us the lower of the two. So in this example, it's thing all right, we'll use 11 grand as your cash offer the lower the two and then for owner financing, my second option that I'm given to the seller. It's going to take 22 grand because that's what I think it's worth. And I'm going to offer 75% of that. I'm gonna offer 16,500 owner financing. And here are the default terms, unless you choose otherwise, 5% down, 5% interest five years, which means I'm to have a monthly payment of $296. But you know what? That's a little too much. I don't want to pay that much per month because I'm expecting when I sell this deal to probably collect about that. All right. So I want to cash flow this thing. So now it's asking me, if you're happy with this numbers, we just need to

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confirm one, two and three. I'll talk into it again. Yes, I'm okay with the cash offer of 11,000. We'll do an owner financing offer for 16,500. But I want the I want to do zero down 5% interest over 10 years. All right. Now it's going to create the two option letter of intent for me. And it's giving me now look at this my offer my monthly payments to the owner. I'm gonna have zero cash out of pocket except for closing costs. And I'm going to pay the owner $175 a month. Cool. Now here's my cash offer. Here's my owner financing offer. 11,000 for cash. 16,500 for owner financing. Zero down. 5% interest. 10 years. Now if you're ready, I can plug these numbers into a two option letter of intent. An LOI. Yes, please. Well, this is different. Hold on a sec. This is not the LOI, this the wraparound financing analysis, which is supposed to be step number two. So again, sometimes it doesn't get it all right. Oh, you know what? Here he goes. It said it was asking me if you're ready I can now do a two option letter of intent.

Or do you want me to also include a wraparound financing? So it did the wraparund financing first, but let's I want the letter of intend first All right, please give me the two optioned letter of Intent and then we'll look at the analysis to see the profit All right. Here we go So this is gonna be a letter that you can copy and paste and you'll have to like add in the seller's name And all of that, of course, right? I don't want to download the LOI. Just please show it to me on the screen It's funny because I demo this a lot and every time it does stuff different, but you have to talk to it and tell it what you want and sometimes it doesn't even get the bullet points like in a bullet point list and I have to tell it, it puts all the bullet points in like one big paragraph and I'll have to say, hey, put this into a list. But anyway, okay, here we go. So here's the letter ahead, you put your information in there, your seller name, I'm following up on our conversation about your quarter acre lot in your city in Citrus County, Florida. If you're still interested in selling it, we might be interested in buying it. Here are some different options we could possibly offer you. We can give you cash, 11 grand, close in one to three months. You could change that, a close in 30 days, depending on clear title and due diligence. We'll pay any and all closing costs and any realtor commissions owed.

And this is the simplest and fastest option. If you look into close quickly and walk away with cash in hand. Second option, seller financing. We'll play you more, we'll pay you 16,500, Which I guarantee you is more than anybody else is maybe offering probably offering to this property five zero down five percent now Sometimes I'll do five hundred dollars down. It's not a big deal a thousand bucks down Whatever, but monthly payments of hundred

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nine seventy four dollars and ninety cents a month boom boom boom now Look at this this option gives you a higher price and steady monthly income over the next ten years You want to tell them the benefits and the advantages of this you're gonna get a hundred and seventy five dollars every month for The next ten year's call me if you're interested, okay, then that's great I'm going to say, all right, now I want it to do the, what did it call here, the wraparound financing analysis. I'm gonna copy that. I want to just say, okay, great. Now please give me the wraparund financing analysis step by step. So what it's doing now is it's going to say, alright, so if you're buying it with owner financing and you're selling it with owner financing, this is what it is going to look like. This is what your monthly cash flow going to be. This is what your cash on cash returns going to be.

And this is what you're total profit will be at the end of the day. I'm just going to say, give me a quick answer because it shouldn't take long. All right. So purchase step one, we're going to purchase it for 16,500 monthly payment of that sale to the end buyer. Now I've told it to mark the sale price up 25%. When you're selling property on owner financing, you can charge a little premium, so we chart, we bump it up 25%, I'm going to get 5% down from that end buyer, we were going to lend the buyer then 26,000. We do 9.9% interest. You can change it if you want to 7 or 8, whatever you want. And so my monthly payment from the buyer is going to be a $347. So what is my monthly cashflow? Good question. I'm going to net $172 a month on this deal. What other real estate investment property could you buy for nothing really out of pocket, except some closing costs, and you're going to get $171 a month. What if he did one of these a month? What kind of difference would that make after a year or two? 10 years of $170 a month.

So check this out my total profit from the cash flows 20,000 over 10 years total profit altogether $22,000 if I'm gonna wholesale this thing, I'm only gonna make five but now I can offer the seller more I can off of the seller a higher price and make even higher profit 22 grand Yes, my total upfront cash out-of-pocket needed. I need six hundred and twenty five dollars because I have 2000 in closing costs. I'm collecting 1300 from the DUP buyer. So I'm out of pocket 625 bucks. And here's my total ROI 3526% over 10 years. And my first year cash on cash return 330% cash on cache returned. So you're only out $625 a closing pocketing 172 a month and pure profit spread cashflow over 10 years, this is a very, very good. Deal. Okay, now if you want you can you can put it up and it can put it into a one page PDF summary and all that. Woo! I love that extension is so much fun. And if you wanted again, go to www.dirtflippers.com slash extension. Okay now if you're still here,

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you're crazy. What are you doing here? Go make some offers, go talk to some sellers, go make some, do some deals and get out there and make it happen. I also want to tell you, just give you a heads up too. I just got this today, brand new book cover. My old one looks a little different, um, but you can get this book probably in the link or the description down below, flip dirt, not houses, how to create monthly cashflow by flipping vacant land in five easy steps. And one of the ways I teach in that book to make extra money is by making the seller two different offers. Offer more than anybody else's offering with owner financing. Buy it with owner financing, sell it with owner financing it's called arbitrage.

You just stay in the middle and get those nice monthly cash flow checks without having to worry about repairs and maintenance and the hassle of dealing with rental properties. You don't have any of that when you're flipping vacant land, especially with owner financing. You can within a year, let's say your average mortgage payment is two grand a month, three grand a month, your average credit card, student loan, car payment. Let's say you're total monthly, I did the research on this thing is like $4,400 for the average American household, your monthly debt payments, including your house. $4,500 a month, whatever. How many of those deals would you have to do to live debt-free? 4,500 divided by 175. You would need to do 25 of those deal. If you did two a month. One every two weeks, within a year, or a little bit more, you could be completely debt- free. Just doing those little deals. If you one a month in two years, you could live debt free and letting somebody else pay your debt servicing without managing tenants and headaches and hassles and all that stuff. All right, so I'm excited about this. Go get my extension my scraper right now. Oh, I forgot to mention this at the beginning.

If you are using some kind of AI tool that you think might be helpful for me to know about, and you want me to do a video about it, please tell me. Tell me what you're using, how you're you using ChatGPT, AI, Grok, and Claude, and all that stuff. I'd love to see how you're doing it, because maybe I can use it too, and then share with other people on my channel. I really appreciate you guys. Have a good one. This is a long video. My apologies, but I think you got a lot out of it. Take care. If you like this video, subscribe to the channel. Comment down below. Give me a thumbs up. Let me know what you And if I did something wrong, if I didn't look at it right, let me know in the comments down below. Let me know what you like and I'll do more of those videos. We'll see you. Take care.

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