



# **Austin Metropolitan Areas**

## *Real Estate Investment Deals*



# **Foreclosure Deals**

## **Heat Map**

*November 2019 Edition*

**Bell**

3  
Deals

**Travis**

3  
Deals

# *How do you succeed in Real Estate Investing?*

The answer is simple – You need to be very good at finding great investment deals. But finding deals is one of the hardest parts in real estate investing. It is time consuming, and the market is very competitive – if it is a good deal, everybody will be fighting for it. You need the right tools to give you a competitive advantage.

We have developed a proprietary engine that constantly monitors the major Texas Metropolitan Areas to give you a leg up in this highly competitive market.

This engine looks for the best residential investment deals, and it works 24/7 for you.

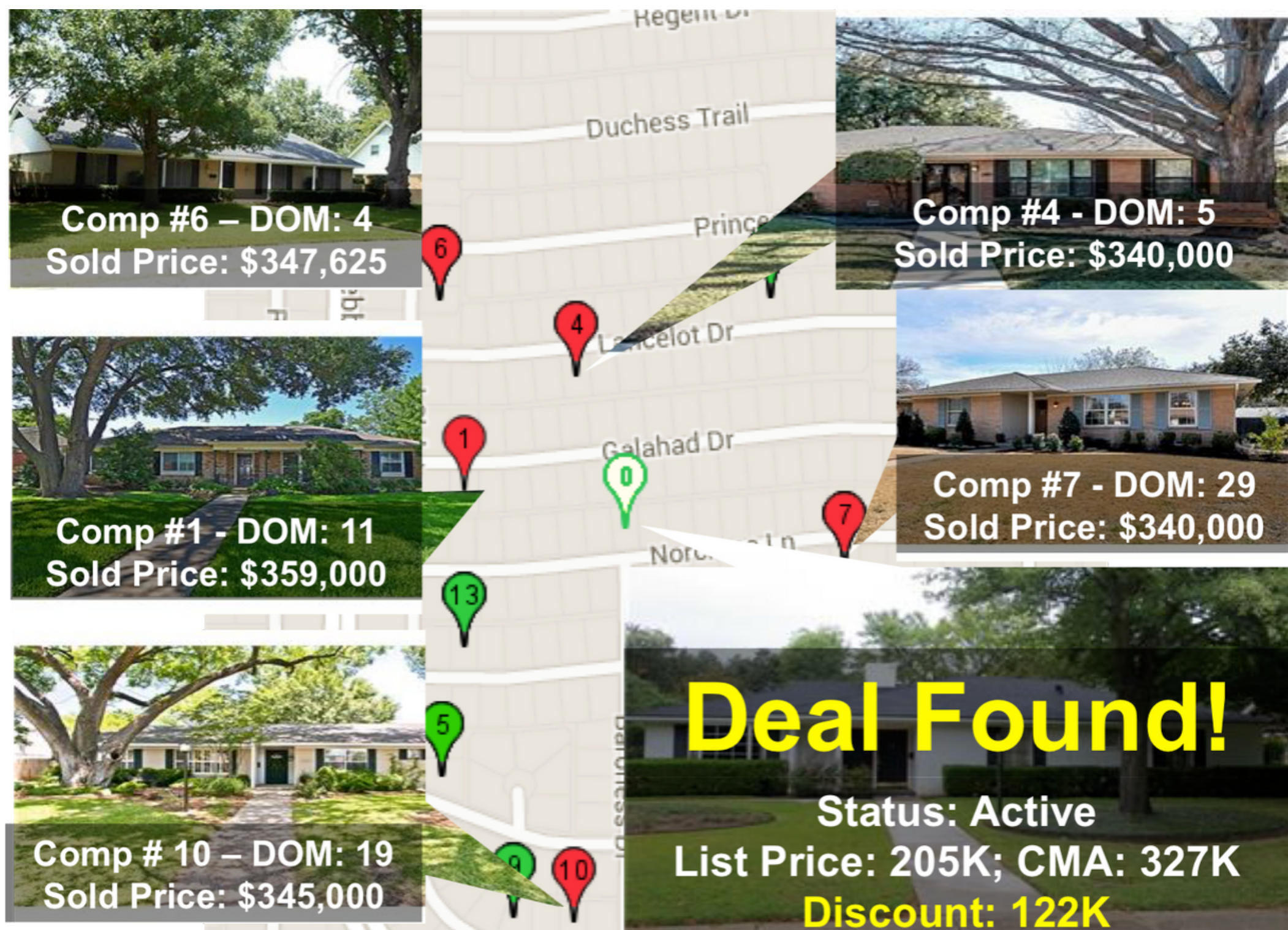
We have created some useful statistics and infographics to help you keep up with the current Texas residential investment Market. Enjoy!

## *How we find deals*

Our Deal Finder engine monitors the MLS for all new updates. As soon as a new deal hits the market, it automatically runs a CMA (Comps Report) on the property.

### **1. Discounted Properties**

If, based on the sold comps, the CMA Value is much higher than the listing price, then the property is likely to be under market value – a discounted property. The discounted properties we find tend to be short sales, foreclosures, estate sales, or distressed sale. In most cases, they are sold by motivated sellers who need to sell fast, so they are willing to take less money. These deals are perfect for wholesales, flips, or rehabs.



**Based on 5 comps found:**

**CMA Value = \$327K**  
**Listing Price = \$205 K**  
**DISCOUNT = \$122K**

**Searching by Discounts**

With a database of all active deals along with their respective discounts, we can help you find the best deal as soon as they hit the market.

**2. Rental Income Properties**

If, based on rental comps, the rental CMA shows that the property’s estimated monthly rental income can pay for all the expenses of owning the property, then it is a good rental income property. These types of properties are great for buy & hold investors, or buyers who would like to own a 2nd, 3rd or 4th home and start building a portfolio of real estate investments.

### 3. Off-market Leads

Not all people who want or need to sell their home list it with an agent on the MLS. We send out a list of over 5,000 off-market leads every month. This list of potentially motivated sellers includes: Pre-foreclosures, Appointment of Substitute Trustee, Probate, Heirship & Guardianship, Tax Sales, Eviction Notices, HOA, Code Violations, Delinquent Taxes.

#### The Foreclosure Process in Texas

When a person gets behind in their mortgage, Texas law dictates what the mortgage company needs to do. Unless the mortgage company is local to your area, the company must first file an Appointment of Substitute Trustee designating which local attorney, or trustee, can take care of the legal matters for them.

After the trustee is in place, the company files a Notice of Default (N.O.D.). This is done by the trustee at the county courthouse. The company must also notify the homeowners in writing, through U.S. mail. (The law does not, however, require proof that the homeowner actually receives the notice!) These must both be completed at least 21 days before the date of the next auction.

After the N.O.D. is filed, the house will be sold at auction unless 1) an agreement for payment has been reached; 2) the full amount of back payments, plus penalties, is paid and the loan is current; or 3) the person files for bankruptcy. In Texas, the auction is held on the first Tuesday of every month.

## What if it doesn't sell?

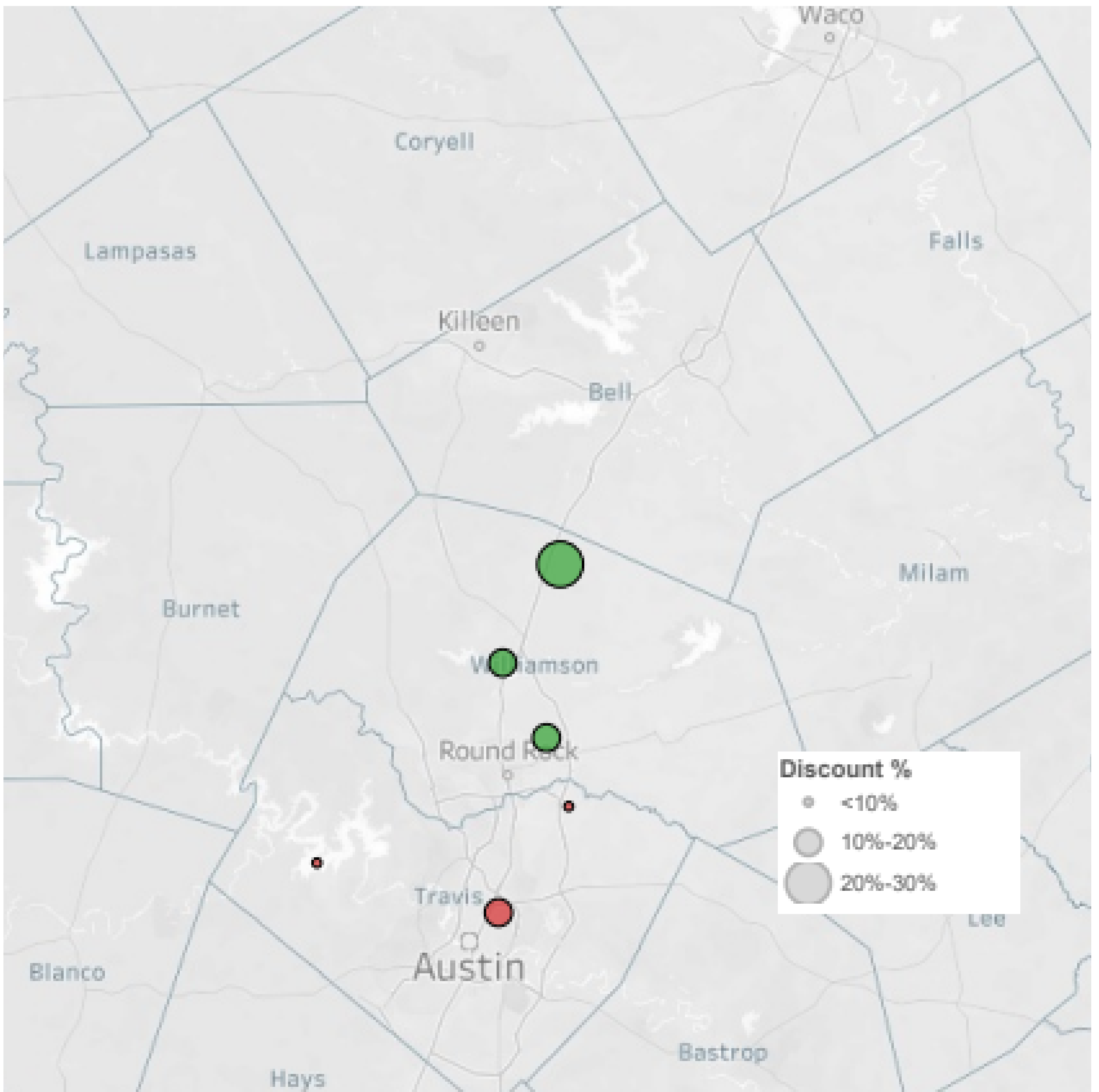
If a house doesn't sell at the auction, it gets returned to the mortgage company or bank and becomes an REO (Real Estate Owned property). Sometimes they may try to sell it again at the next auction, but often they will list it with a realtor. When this is the case, it is usually below market value, and the realtor must disclose that it is a foreclosure property.

## About these heat maps

The heat maps show the discounted properties in each county that are listed on the MLS as a foreclosure. Each circle represents a foreclosure listing. The size of the circle indicates the amount of discount for the listing price as compared to the property value as determined by our proprietary algorithm.

# AUSTIN Foreclosure Deals Heat Map

*Foreclosure Deals found on the MLS  
in the last 30 days*



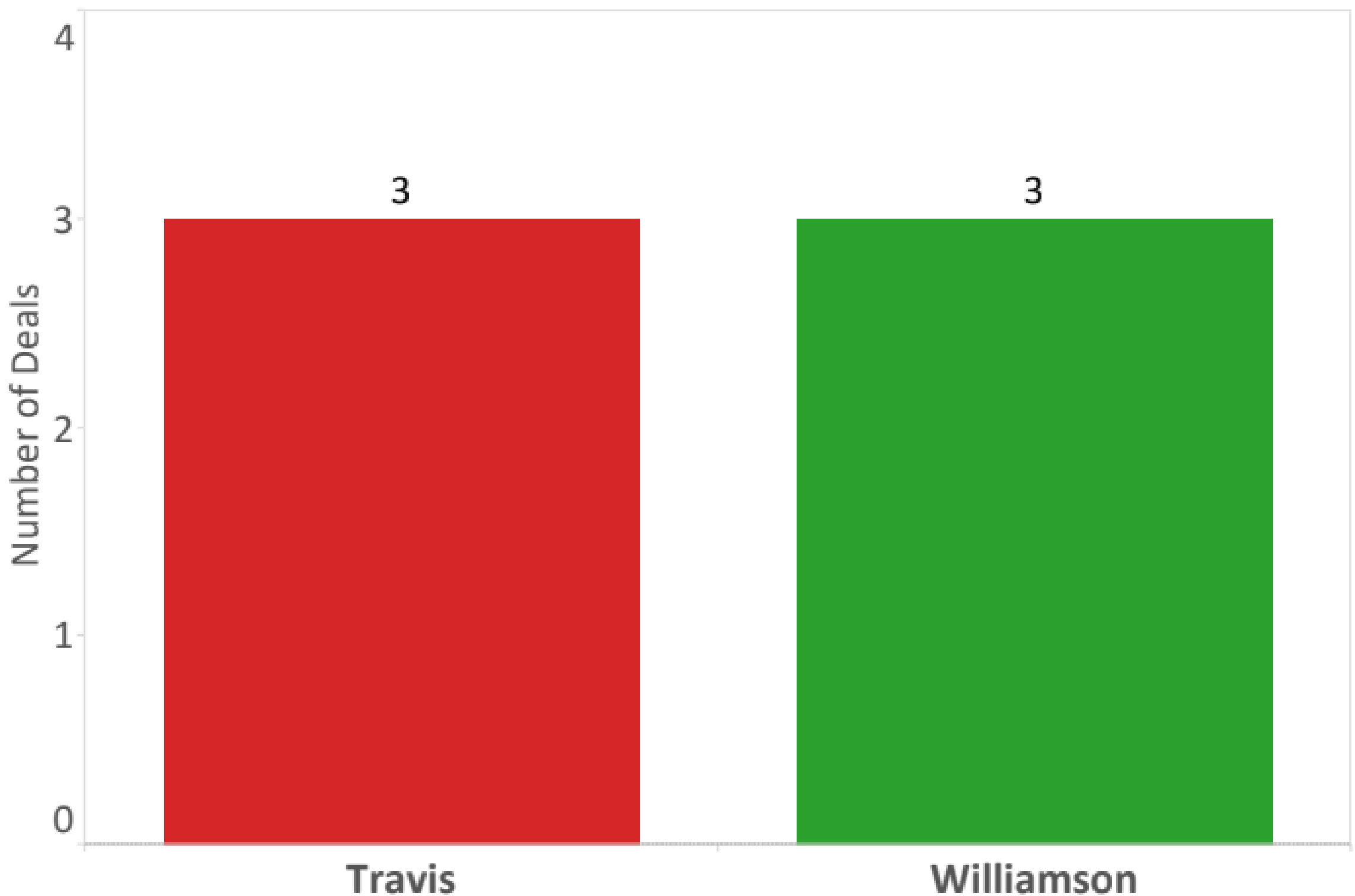
*\*All deals featured on this heat map have a minimum of 10% Discount*

# AUSTIN Foreclosure Deals Statistics

*Foreclosure Deals found on the  
MLS in the last 30 days*

<b>Deals Found:</b>	<b>6</b>
<b>List Price:</b>	<b>\$1,688,895</b>
<b>Estimated Value:</b>	<b>\$1,893,899</b>
<b>Estimated Profit:</b>	<b>\$205,004</b>

*Number of Deals Found: by County*



# Travis County Heat Map

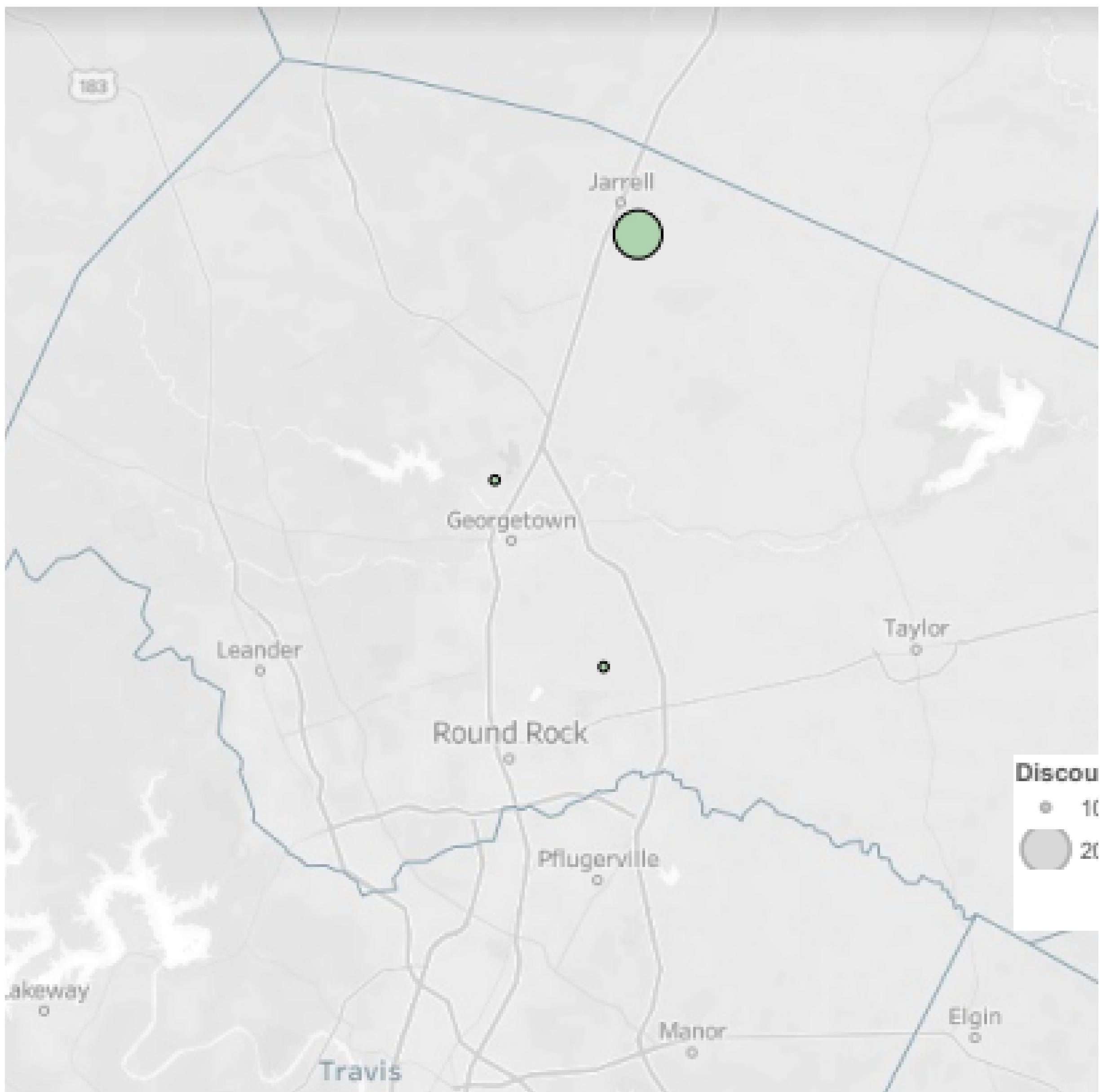
Each circle represents a discounted foreclosure property found on the MLS in the last 30 days. The size of each circle reflects the percentage of the discount – the bigger the circle, the larger the discount.





# Williamson County Heat Map

Each circle represents a discounted foreclosure property found on the MLS in the last 30 days. The size of each circle reflects the percentage of the discount – the bigger the circle, the larger the discount.



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