

# Marketing and Lead Gen

## What should I do if I can't find real sellers on Craigslist, just wholesalers and Realtors?

There are some real sellers on Craigslist in the FSBO section, however there are quite a few wholesalers and Realtors who list properties for sale. Look for ads that don't have as "catchy" of headlines, and ads that don't appear to be professionally written. Those are more likely real motivated sellers trying to sell a property on their own. You can also call the FRBO's on Craigslist and/or SocialServe.com to find burned out landlords willing to sell their properties.

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