

Marketing and Lead Gen

What do I do if I live in a non disclosure state and Zillow type sites won't work to do desk top analysis?

In Texas there is a slight work around to get in ballpark using Zillow, Trulia and HAR. Other states have similar ballpark capabilities by utilizing a few different sites such as Zillow, Trulia, Redfin, Eppraisal, Realtor.com, your county tax assessor website, and more. But, it still comes down to being confident to get a Realtor or two on your team, and get good at understanding and discerning the seller's motivation so that they are pursuing and having agent pull comps on really motivated leads (so not to burn out the realtor). In most cases, you'll still be able to get close enough to the ARV ballpark number will free online sites to be able to be confident in your number for wholesale deals.

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