

# HOW TO SPOT DISTRESSED PROPERTY

FOR REAL ESTATE  
WHOLESALEERS

**TTP**

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THE #1 COLD CALLING COACH  
FOR REAL ESTATE WHOLESALERS

# HOW TO SPOT DISTRESSED PROPERTY

Whether you're Driving For Dollars in your car or using your computer and Google Maps, use these TOP 10 tips to identify motivated sellers in any neighborhood based on what the property looks like from the outside!

## Top 3 Tips

These are the most obvious signs a property is distressed.

1. Landscaping: overgrown and/or DEAD grass, plants, trees
2. Windows: broken, boarded up, covered in plastic or tin foil, open during the hot summer months
3. JUNK everywhere! (especially broken down cars): in the front yard, side yard, backyard

## 7 More Tips

4. Pool: empty and/or green
5. Mailbox is overflowing and/or newspapers are piling up in the driveway
6. Public notices (code violations, foreclosure) on the front door, front-facing window, garage door
7. Roof: holes in the roof, tarps, big chunks of missing shingles or tiles
8. Paint: half-painted, old/chipped paint, cracked drywall
9. Fencing: rotting, falling down, holes
10. Roller ramp/grab bars/older-person cars

