Top 50 Real Estate Lead Searches

1. Expired listings that came off market in the last 7 days in a specific city
   Example: Expired listings ≤7 days in Temecula.
2. Expired listings with price reductions before expiration
3. Listings that expired after 90+ days on market
4. Withdrawn listings within the last 30 days
5. Cancelled listings within the last 30 days
6. Failed listings with multiple price reductions
7. Expired listings where the owner lives at the property
8. Expired listings where the owner does NOT live at the property
9. Properties that were listed but never sold in the last 24 months
10. Listings that were withdrawn after receiving price reductions
11. Pre-foreclosures (Notice of Default filed)
12. Properties entering foreclosure auction within 60 days
13. Tax delinquent owners 2+ years behind
14. Owners with property liens or judgments
15. Mortgage late payments (public record signals)
16. Properties with probate filings in last 6 months
17. Inherited properties where owner lives out of state
18. Divorce filings linked to property ownership
19. Owners recently moved but still own previous home
20. Vacant properties with out-of-area owner
21. Absentee owners who purchased 15+ years ago
22. Absentee owners with high equity (70%+ equity)

23. Landlords who own 3+ rental properties
24. Landlords whose tenants recently moved out
25. Properties owned free and clear for 20+ years
26. Owners aged 65+ who have owned 20+ years
27. Owners who purchased before 2005
28. Properties owned by trusts
29. Owners with adjustable-rate mortgages approaching reset
30. Properties with very high property taxes relative to value
31. Homes owned 8–12 years (typical move cycle)
32. Homes owned by out-of-county owners
33. Properties with large lots suitable for development
34. Underutilized properties (large lot / small house)
35. Properties zoned for multi-family redevelopment
36. Owners with multiple properties in one neighborhood
37. Properties purchased with FHA loans 5+ years ago
38. Homes with large equity but no refinance activity
39. Owners who recently paid off their mortgage
40. Homes purchased by LLCs or corporate entities
41. Short-term rental properties (Airbnb areas)
42. Properties with ADU potential
43. Homes with building permits pulled recently
44. Luxury homes with long days-on-market history
45. Owners relocating (recent address change)
46. Homes with large renovation loans
47. Owners who recently inherited multiple properties
48. Homes where owner mailing address is overseas
49. Vacant homes with code enforcement complaints
50. Properties where utility shutoff notices were filed