

Preset Filters

Definitions*

*Some filters will be considered premium filters depending on state regulations and will require purchase of the premium data plan in order to view.

Owner Occupied: Properties where the owner's mailing address matches the property address.

Non-Owner Occupied: Properties where the owner's mailing address differs from the property address.

Out of State Owner: Properties with owners that have a mailing address that is out-of- state from the property address. These are typically long-term or short-term rentals.

New Homeowners (Past 3, 6 or 12 months): Properties with owners who have recently moved into the neighborhood.

Long-Term Homeowners: Properties with owners that have owned the property for 13+ years.

Long-Term Homeowners (Empty Nesters): Properties with owners that have owned the property for 25+ years. These are potential downsize candidates.

Owned 5-7 Years: Properties with owners that have owned their property between 5 and 7 years. National statistics show homeowners typically sell within this timeframe.

Purchase Anniversary (Current Month): Properties with owners that have purchased their property in the current month. Useful for agents applying a unique marketing strategy to engage their farm.

Time to Move: Properties with owners that are most likely to sell based on the average ownership length in the farm (+/- 2 years).

Buy & Hold investor: Properties with owners that own two or more properties in the farm.

Owner Is 55+ and Not in a Trust: Properties with owners that are 55 and older and do not hold their property in a trust.

Leads, Prospect, Do Not Contact & With Notes Filters: Filters the property records where you've manually added a label or entered notes.

Ready to Sell: Properties with owners that are most likely to sell based on the type of property they own and how long they've lived in it. This filter analyzes properties purchased in the farm over the past 12 months, considering factors such as property type (SFR, Condo), number of beds and baths, and square footage. It then calculates the average ownership length in the farm and applies that data to identify owners who are most likely to sell soon.

Free and Clear: Properties with owners that do not have a mortgage.

Pre-Foreclosure: Properties that have a Notice of Default recorded and the owner has not yet cured the default.

Foreclosure: Properties that have a Notice of Trustee Sale or Notice of Foreclosure Sale recorded and have a pending sales date.

Equity (Multiple Options): Properties with owners that have a percentage of loan-to-value (LTV) ratio or total equity amount, grouped into defined equity ranges.

Hot Properties: Properties with owners that have owned the property for 4-7 years and have more than 20% equity.