

How to Use AI to Find Pre-Foreclosure Deals Before Anyone Else

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Why Pre-Foreclosures = Gold

Most people look for deals after they hit the MLS. By then, competition is high. Pre-foreclosures (lis pendens filings) are properties where owners are behind on payments and the lender filed a foreclosure notice. These sellers are highly motivated because if they don't sell, they risk losing the property to the bank or city. If you can reach them first, you negotiate before other investors even know.

Step 1: Use ChatGPT to Research Your County

- Go to your county clerk of court's website. - Search for "Lis Pendens" filings. - Copy recent cases into ChatGPT and ask: 'Do a deep research on these properties. Which ones make the best mathematical & deductive investment — either fix & flip or rental — based on market value, liens, and neighborhood comps?' - ChatGPT will break down which filings are most promising.

Pro Tip: I can help filter data faster because I know what red flags to watch for (hidden liens, HOA issues, title complications).

Step 2: Verify & Contact the Seller

- Use WhitePages.com (or skip tracing tools) to find the owner's contact info. - Reach out with empathy — they're in distress. Example: "Hi [Name], I noticed you might be going through a tough time with your property. I specialize in helping homeowners sell quickly before the bank steps in. Would you be open to a conversation?" - Goal: Create a win-win where they walk away with equity instead of losing everything.

Step 3: Analyze the Deal

- Look at after-repair value (ARV). - Deduct estimated rehab costs. - Run rental comps to see if cash-flow works. - Use ChatGPT to test strategies: • Fix & flip ROI • Buy & hold cash flow • Short-term rental viability

Pro Tip: I provide Comparative Market Analyses (CMAs) and advanced tools most investors don't have — so I can double-check if numbers make sense before you commit.

Advanced Tips

- Network with foreclosure attorneys — they often know motivated sellers before filings hit public record. - Layer data: combine lis pendens with code violations, tax delinquencies, or probate cases to

stack motivation. - Move fast — speed increases your odds.

With me on your team: I navigate liens, title, and Florida law as a Realtor®. I have marketing tools, skip tracing access, and negotiation strategies you can't Google.

Action Plan

Search 'Lis Pendens' in your county clerk's portal. Copy filings into ChatGPT and ask for an investment breakdown. Pull contact info via WhitePages and make your first call. Save this guide for reference.

Work With Me

If you want to build your portfolio faster and with fewer mistakes... work with me. Samuel Bengisu
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me directly: <https://calendly.com/samuel-bengisupremierhomes/30min?month=2025-08> *Born &
raised in Florida. I know these markets inside & out.*