3 essential real estate farming practices for generating seller leads

Are your attempts at real estate farming producing poor results? Adam Long recently joined Pat Hiban to discuss how real estate farming has changed and how agents can adapt for better results. Adam Long For an overview of the real estate farming practices essential for success in today's markets, read on. To hear Long's strategies for modern real estate farming, including how to figure out who might be moving soon, listen to the podcast below. https://traffic.libsyn.com/hibandigital/Adam_Long.mp3 Essential real estate farming practices If you want to waste less time and achieve better results when prospecting for clients, you must consistently employ the following three practices: 1. Engage the right people Many agents waste too much time engaging people who can't or won't sell a home anytime soon. Renters, for example, aren't worth pursuing as potential seller leads for obvious reasons. Someone who recently moved into the neighborhood is another examp...

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