

Guidelines/Instructions for Bird-Dogs

3/4/07

This document describes what is expected for Bird-Dogs. These are people who find properties for our Real Estate purchasing. Pleasant Property Services (PPS) can not be everywhere and does not know every area, so the use of Bird-Dogs helps everyone.

To be a Bird-Dog, simply find vacant properties. The areas that PPS is interested in is the “Bread-and-Butter” properties in Stark County; we will consider south-eastern Summit County as well. These are properties whose after-fixup value is between \$60,000 and \$120,000. They typically are in areas where the percentage of rentals is at least 60%. Bread-and-Butter homes usually have 3 bedrooms, represent houses that are ‘average’ for Stark County, are ‘normal’ (i.e. don’t have weird layouts), and would be easily sold once fixed up.

The most desirable is a Ranch, 3 bedroom, 1.5 bath, with attached Garage, with an after repair value of \$60,000 to \$125,000 (this will vary some with the area, ex: North Canton can go to \$150,000), and needs at least \$7,000 in repair.

No properties that are listed (Realty sign in yard). At this time FSBO’s will be accepted, but this is just for now. The easiest way to learn what a vacant property looks like is to look at the Listed Properties. About ½ of listed properties are vacant (varies with the area).

On a random Saturday, we drove around for about 1 hour and found 6 houses that we considered vacant, and we were just trying to find various areas as sample areas.

The kinds of things that indicate a **house is vacant**:

- No blinds or window treatments in the windows
- No furniture/stuff on the wall, as seen thru the windows.
- No newspaper in the box or on driveway – although many newspapers may indicate a recently vacated property.
- No vehicles to be seen.
- Undisturbed snow on the driveway; uncut grass (especially right around Memorial Day). On the snow, look to see if it was shoveled by hand (evenly distributed along driveway) or commercially done (all the snow in a pile at the end of the driveway).
- No stuff in the yard, like toys, snow shovels, flower boxes (with flowers/plants), extensive grass growing in the driveway, unkempt flower beds.
- Each neighborhood will have a slightly different look, and something that is out of place may be vacant.
- There is a look that you will recognize after you’ve been looking for a little while.

Geographical boundaries:

- Only Stark and Summit counties.
- Plain Township - this includes north of 62 from 77 toward Alliance
- Perry Township
- Massillon
- Canton South (not all areas are ok)
- North Canton (in the ‘less’ desirable area)

- Other areas – to be evaluated as the properties come in.
- Examples – these are representative houses, so you can get a general idea of what kinds of houses to look for (there are lots of this type of house in the various areas):
 - o North of 62 between Maple, Rowland on 31st to 35th (East of Martindale)
 - o South of 44th East of Cleveland Ave – Across from Colinwood Middle School till approx 35th St
 - o Same area West of Cleveland for a few blocks (approx 35th to 44th).
 - o North Canton (inside city limits) Between Maple and Portage West of Cleveland (from Willaman to Lindy Lane)

Areas not wanted:

- Inside the city of Canton – Canton School district
- War Zones (If you feel uncomfortable, then we do too).
- High-end houses – if the sale price is over \$200,000 it is difficult to get at a good price for what we want to accomplish at this time.

Fee Schedule:

- Find a empty house - \$5 – must have at least 2 pictures and address and directions if address is not clear.
- Do some additional research - \$5 – find owners name and current address and phone number (if possible).
- If we close on a deal, then an additional \$500. Note: only a small percentage will close. This is payable at either the re-sale of the property or at the end of the rehab whichever comes first.

Bird-Dogs provide a valuable service for Pleasant Property Services (PPS) by allowing PPS to focus on other aspects of its business. These include evaluating the properties, purchasing, rehabbing, and selling.

Send the information to: birddog@askent.com or FAX to 330-966-8514 or call 330-904-5964.

Determining Owners Name and their current address

The second step of locating the owner information, use the Stark county recorders and treasurers web site. You will need to create a logon. These are located at:
<http://app.recorder.co.stark.oh.us/search.asp> -- handles the ownership records for the county, and
<http://www.auditor.co.stark.oh.us/AccuGlobe/iView.asp> -- handles the Tax information records for the county. Using the recorders site to determine parcel number and current owner. Use the Tax information to determine if the tax bill is being sent to a different address. Note: if the address looks like a bank (like First Federal Escrow Dept, 123 Main Street, Indianapolis, IN), this it not the address of the owner, thus is meaningless.

Then if the owners address is different from the property address, this is a good thing. In either case also lookup the owners phone number given their name and address. If it can not be easily determined, then indicate this in the information provided to PPS.