

## The Realtors Guide To Short Sale Success

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## Reviews

This publication will not be easy to get going on reading but really exciting to read through. it was writtern really perfectly and beneficial. I found out this pdf from my i and dad suggested this publication to find out. (Garrett Adams)

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## THE REALTORS GUIDE TO SHORT SALE SUCCESS



Paperback. Condition: New. 142 pages. Its a new real estate world. The business has changed tremendously in the last five years. Have you wondered if you had what it takes to be successful in Real Estate One third of real estate agents leave the business each year but, for the ones that stay, tremendous opportunities are available in the niche market of short sales. This is a book written for Real Estate Agents by a real estate agent that does short sales almost exclusively. Learning everything he could about the short sale process, Jeff soon became a recognized expert before short sale certifications even existed. In this book, he shares how to have more leads than you can handle flowing into your computer. How to find the homeowners that are willing to co-operate and want to be helped. How to price the home correctly and get an offer quickly so that there is time to work with the bank. Youll also learn how to deal with the buyers agent, keep the buyers from walking away if the bank is indecisive deal and have the buyers agent your biggest fan by being able to help him keep his buyers in the loop. The book also tells you tricks influencing the BPO and why that is one of the most important things youll do as a short sale agent. With the knowledge gained from this book, youll get the file approved over 90 of the time like Jeff does, (for a variety of reasons, nobody can win them all!) A short sale transaction is not your usual standard real estate transaction and takes more work but has many emotional rewards and youll know youre doing something very useful and what few other agents are capable of. This book is a useful...

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