



The Realtors Guide To Short Sale Success

By Jeffrey P. Smith

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...



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