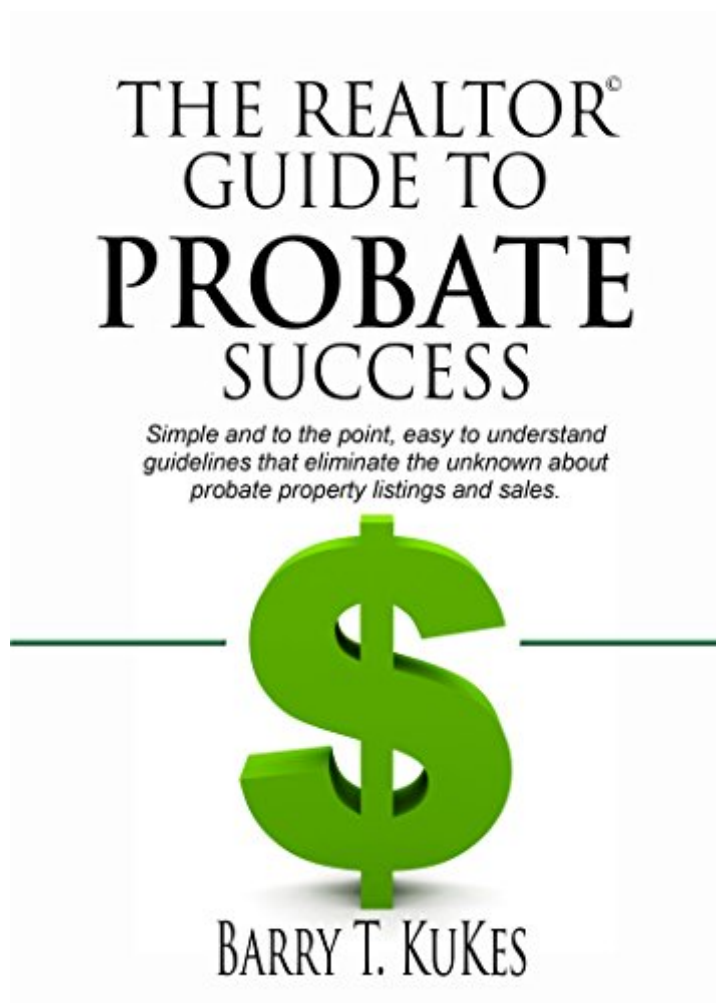




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# The Realtor Guide To Probate Success



## Synopsis

Every real estate agent or broker (depending on the state in which you practice) all have one challenge in common; where are they going to get their next sale? Traditional methods of finding buyers and sellers such as contacting FSBO owners, â œfarmingâ • specific neighborhoods, hosting open houses, and pursuing â œExpiredâ • listings can be successful, however, are often very competitive and can leave agents weary. One avenue that remains constant and viable is estate-related properties that are in probate, many of which are sold in the first 6-12 months after the owner passes. As of this writing, probate is going to be the next hot market segment for real estate brokers, agents and agencies. A few years ago foreclosures, bank owned properties and short sales were all the rage because the housing market took a major hit beginning in 2006 and most available inventory came with a stigma related to the collapse of the market. Now that the housing market is on the mend and short sales are not nearly as plentiful as they once were, the smart real estate agent is looking for the next big thing.

## Book Information

File Size: 633 KB

Print Length: 40 pages

Simultaneous Device Usage: Unlimited

Publication Date: September 29, 2014

Sold by:Â Digital Services LLC

Language: English

ASIN: B00O25QHVU

Text-to-Speech: Enabled

X-Ray: Not Enabled

Word Wise: Enabled

Lending: Not Enabled

Screen Reader: Supported

Enhanced Typesetting: Enabled

Best Sellers Rank: #161,611 Paid in Kindle Store (See Top 100 Paid in Kindle Store) #19

inÂ Kindle Store > Kindle eBooks > Law > Taxation #71 inÂ Books > Law > Estate Planning >

Estates & Trusts #97 inÂ Kindle Store > Kindle eBooks > Business & Money > Real Estate >

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## Customer Reviews

I am a real estate investor and this book is geared specifically toward real estate agents looking for listings. There are a few nuggets of good information however.

Very succinct information for realtors looking for a high level view on probate transactions. There is information on finding and servicing these kinds of clients. Definitely worth the price.

I thought this book was very helpful since I plan to get into probate listings. It explains everything from start to finish.

I got one really great tip from this book- saved me money and paid for the price of the book zillion fold

It was well written. It answered some questions that i was thinking about. Great for beginner real estate agent that use probate.

Very informative

Good good good good great great great awesome awesome awesome note taking awesome lift your spirits good can't go on without it

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