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# The Realtor Guide To Probate Success

## THE REALTOR® GUIDE TO PROBATE SUCCESS

*Simple and to the point, easy to understand guidelines that eliminate the unknown about probate property listings and sales.*



BARRY T. KUKES



## **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, "farming" specific neighborhoods, hosting open houses, and pursuing "Expired" 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**

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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 dor beginner real estate agent that use probate.

Very informative

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

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