SHIFT Book Club Session 11

Tactic #10 & 11: Financing & Markets of the Moment

(p. 197-240)

Self-Reflection:



1. What does my current market look like? Given the market of the moment in my area, what creative things can my sellers do to sell their homes?

2. If I wanted to learn more about distressed properties, where will I turn? What resources and people are available to me?

3. What would my business need to do in order to capitalize on short sales, foreclosures, and REOs?