

Katy Realtor

Susan Smith Alvis

The Complete Idiot's Guide to Selling Your Home Katie Severance,Nancy Gentile,2010-01-05 In good times and bad, the home-seller's bible . . . In today's uncertain real estate market, sellers are deeply concerned with getting the most value for their homes. Now more than ever, readers need books that will help them find the most effective ways to make their homes attractive to buyers, save money, and make the sales process easier. This unique guide will teach readers everything real estate agents and brokers know—and more! • Reflects changes in the real estate market in the past several years—and explains how to deal with the market no matter when the reader is looking to sell

The Brilliant Home Buyer: 101 Tips For Buying a Home in the New Economy Katie Severance,2020-12-30 This is a book of insider real estate advice that will give homebuyers a major advantage in creating personal wealth. Buying and owning a home long term is, by far, the most dependable path to wealth for most people. The potential profit when you sell one day is enormous. But the entire real estate industry has changed dramatically in just the last five years. Nearly everything about the process is new. It is critical to know what you are doing and to have the edge over sellers --and even other buyers. To make a huge profit tomorrow, you have to know what you are doing today. Written by a 20 yr veteran agent, and the author of The Complete Idiot's Guide to Selling Your Home, Katie Severance now offers her insider tips and strategies to buyers looking for a home in this new, fast paced and ever-changing economy. She has represented thousands of buyers and sellers in the post 9/11 era, the housing crash of 2008, and most recently the Coronavirus pandemic of 2020-21. She will show you how to find and target a community (and neighborhood) that is growing in value, read market conditions, find a home that will sell for the most money in the future, outmaneuver the seller in a negotiation, understand the new inspection process and negotiate cash credits, and find the right loan products, insurance products and best professionals. Katie Severance has been interviewed on MSNBC, bankrate.com, radio shows, and in magazines such as U.S News and World Report, Woman's World, and Realtor Magazine.

The Art of Buying and Selling Real Estate Featuring Kathy Bartle Kathy Bartle,2016-03-07 In business, you don't get what you deserve;You get what you negotiate.- Kathy BartleKathy Bartle was born and raised in Fremont, California and she started her career in real estate in 1981. Specializing in residential real estate, Kathy is a very successful Realtor(r) who truly cares for the success of her clients. Since 95% of her business is built on referrals, her reputation as a trustworthy, reliable and honest Realtor(r) is second to none. Kathy is a former real estate manager and trainer and a consistent multi-million dollar producer. She has won numerous awards and belongs to several real estate associations. Kathy was chosen to be featured in this book because of her vast experience, knowledge, ethics and reputation. I have known Kathy since 1983 when she sold me my first house. I have purchased 7 homes using Kathy as my agent and for good reason.- Christine EnderesI want to thank you for all your efforts during the sale of my house. I appreciated the constant updates via e-mail and phone. You are a true professional and it showed with everything you did.- Alan BaileyIn The Art of Buying & Selling Real Estate, Kathy joins 14 other California real estate experts in sharing their best strategies and advice to help you understand the ever-evolving real estate landscape. They share with you valuable insider secrets that they've gained through their many years of experience.

Blueprint for 100 Deals Or More Than \$1 Million Per Year in Income Alan Shafran,Rick Bengson,2011-06-28 As successful top REALTORS(r) and technology gurus who have continued to rise amid tough market conditions, Rick Bengson and Alan Shafran share insights, tips, tricks and tools that have worked to help them close 100 deals and reach \$1 Million in commissions per year in all different markets. With inside information on technology, marketing, teams, negotiations, and more, Blueprint for 100 Deals takes readers through Alan's entire system step by step. Key 100 tips highlight crucial concepts Alan has followed in order to achieve his 100-deal goal, while still having time left for family life - the perfect balance that everyone strives for. Truly Alan's ultimate system for his continued success in the unpredictable real estate market, Blueprint for 100 Deals shows you how Alan has actually sold over 100 homes per year, every year and earned over \$1 Million in commissions - no matter the market conditions.* Listen to this: Alan has been one of our company's top brokers in Southern California for years, producing millions of dollars in volume through the incredible use of networking, relationship building, technology, systems and a relentless discipline around training. Any sales professional striving to reach the next level should read this book... and if needed read it more than once! Mark Johnson Vice President Marketing and Sales Technology Prudential California Realty A Home ServicesOf America and Berkshire Hathaway Affiliate If you have a desire to build a big business in the real estate industry, Alan is revealing his step by step guide on how to do it. Tom Ferry North America's Top Real Estate Coach * Blueprint for 100 Deals is based on the strategies and systems that Alan Shafran has used to establish and maintain his own real estate success. The plans and techniques within this book have worked to help him sell over 100 homes and make over \$1 Million per year in his market. The authors of this book make no guarantees that readers will have similar results. Your results may vary.

The Art of Buying & Selling Real Estate Suzanne Doyle-Ingram,Cecily Tippery,Duarte Teixeira,Quincy Virgilio,2015-12-09 For most people, your home is the largest and most important investment you'll ever make. For this reason, it's critical that you have the support of an experienced real estate professional when undertaking any real estate transaction. In The Art of Buying & Selling Real Estate, we've invited Real Estate experts from all over California to share their best strategies and advice to help you understand the ever-evolving real estate landscape. They share with you valuable insider secrets that they've gained through their many years of experience. The real estate professionals featured in this book are: Stacy Young Rudy LaBrada Roy Tedsen Danny Alvarez Yashu Toprani Kathy Bartle Mark Hoadley Annette Marchain Cecily Tippery Quincy Virgilio Denise Aquila Duarte Teixeira Scott Histed Tony Ayon Inside, you will learn tips on: How to Maximize the Value of Your Home How to Sell Your Home Quickly Buying a Home Why You Need a Realtor(r) Common Pricing Mistakes The Most Important Questions to Ask Your Realtor(r) How to Avoid Costly Mistakes How to Set Up Your House For Sale Financing Tips ...and much more! Whether you are looking to sell your home, buy a new home or invest in an income-producing property, these interviews give all homeowners valuable advice that they can't afford to be without.

Super Agent Joseph Callaway,JoAnn Callaway,2014-03-25 Reading Super Agent is like spending a day with two of the most successful real estate agents in America. Joseph and JoAnn Callaway sell 300 to 500 high-end homes per year. Now they share the secrets of their incredible success. Based on those Callaways' core concepts of honesty, competence, and caring, Super Agent is filled with practical, money-making advice that will turn beginner and veteran real estate agent alike into a Super

Agent. Every chapter is a lesson in the fundamentals of listing and selling more real, including: The five superpowers that make you a super agent The secrets of super time management, how best to use assistants, and how to run a super team The two quick fixes that can double your income overnight without so much as one new client With tested tips and tactics and a unique and positive approach, Super Agent will inspire and propel you to build a steady stream of buyers and sellers, get more listings, and close more deals.

Real Estate Asset Inventory ,1990

1,200 Great Sales Tips for Real Estate Pros Realtor Magazine,2011-01-06 Perfect for brokers, agents, and other real estate professionals, this handy guide brings together the best ideas from years of incredibly practical lists and checklists published in REALTOR Magazine. This practical, one-of-a-kind guide is perfect for learning the business of real estate and perfecting the best and most effective tactics and techniques for helping your real estate career and business grow.

Real Estate and Bankruptcies Katy Meador,2003-09-01

My Journey as a Realtor Pat Morrell-Donnelly,2011-08-09 This is a book about the life and experiences of Pat Morrell as a Realtor, and a real estate broker. On her long journey she spent over fifty one years in the real estate industry as an active agent. She traveled through many valleys and over many mountains, experiencing challenges, losses, and trying times. It required faith, determination, and persistence. There were constant, new experiences, and changes in the market, and the paper work requirements. The book includes articles and poems Pat wrote that were published over the years in the Real Toro, Real Estate Guide, and SACBOR by her real estate board. Some of the articles are motivational, and some are about the lives of realtors, including Presidents of her Board of Realtors. Her book, So You Want To Sell Real Estate was started over thirty years ago, and never completed. Because of other obligations, and life's challenges, it was filed away until just recently. Those pages are included in her book, as well as other miscellaneous, inspirational, motivational, and thought provoking articles and poems. The survivors can take a trip down memory lane, journeying back through the years.

Real Estate Etiquette - a Realtor's Guide Catherine Richardson,2015-11-16 Real Estate Etiquette will open your eyes to the proper way to successfully sell homes. What is the etiquette of showing a home? Making appointments? Open Houses? Offers? Anyone can get a real estate salesperson license - there are very few really successful realtors in comparison to the number of licensees. Learn how the cream of the crop conduct themselves on appointments with sellers, buyers and other realtors. Why do some realtors achieve such great success while others just don't get it? You can read firsthand, the right and wrong way to be a polished, knowledgeable and respected realtor. How you conduct yourself makes a huge difference in your business and in turn, impacts your income. Become aware of the proper etiquette of how to treat your clients so that referrals will fill your pipeline. This guide is a must read for new licensed and seasoned veteran realtors alike.

Start Selling Real Estate Valerie Thorne,2022-12-27 Eager to pass that state exam and jump into a lucrative new career as a realtor? Want the street-smart advice no one else will give you? Sidestep beginner mistakes from the start with these insider tips. Do you want to avoid becoming one of the eighty percent of novice agents who quit? Are you worried about surviving your crucial, make-or-break first year? Wondering what type of real estate agency is the optimal fit for your needs and lifestyle? Feeling unprepared to help homebuyers and sellers navigate contracts? With a decade of invaluable real-life practice learning all the industry's best-kept, and sometimes dirty little secrets, skilled real estate agent Valerie Thorne has left rookie errors in the dust. And now she's here to take you under her wing and share how you can skip the missteps, bypass time and money-wasting blunders, and earn faster. Start Selling Real Estate: The Empowering, Street-Smart Survival Guide for New Agents is a must-have manual for anyone interested in beating the odds and lasting in the field of real estate sales. Using down-to-earth advice, expert knowledge, and step-by-step breakdowns about the licensing process and how to choose your first office, Thorne walks newcomers through the details they never knew they'd overlooked. And by following her methods, you'll bypass the frustrating downsides of being a novice realtor and reap the rewards of her hard-won experience. In Start Selling Real Estate, you'll discover: - Why so many people fail, how to guarantee you're not one of them, and ensure success - A breakdown of the pros and cons of every type of office, prevent constant office-hopping, and make the best choice from the get-go - How to identify hidden fees, agendas, and hierarchies in brokerages so you can dodge unnecessary spending requests, avoid being used as a pawn, and earn what you deserve - What the timeline and expenditure look like for the licensing process and how to plan accordingly - Ways to evade predatory employer demands, how to recognize the tell-all warnings about common pitfalls, cut-throat business practices, and much, much more! Start Selling Real Estate is a revised and updated welcome to the rough-and-tumble world of being an agent. If you like detailed information, conversational guidance, and in-depth discussions, then you'll love Valerie Thorne's priceless roadmap. Buy Start Selling Real Estate to arm yourself with critical survival skills today!

Social Media for Real Estate Agents & Realtors ,

How to Make Your Realtor Get You the Best Deal: Indiana Sandy Trusler,Ken Deshaies,S. Trusler,2001 It's time for you to take control The historical system of buying a home left buyers unrepresented and at the mercy of both sellers and their real estate representatives. This pioneering work shows you how to get the best deal, from selecting the right Realtor and getting them to work for you, to negotiating, financing the transaction, and inspecting the property.

YOUR FIRST 365 DAYS IN REAL ESTATE Shelley Zavitz,2019-06-03 Your successful career in real estate starts here! The first 365 days of working in real estate can be one of the most tumultuous times in your career - full of hard lessons, heart breaks and hard work. Just because you have a license, doesn't mean you have a business. But if you get the important stuff right, a great future is yours for the taking. This honest, eye-opening and completely practical insider's guide shows you how to get where you want to be - even if you're starting from nothing. Author and successful real estate agent Shelley Zavitz reveals in unprecedented detail: - what to expect the first year of your career - how to implement systems that will impact your business in the next 90 days - how to build a marketing plan in a digital world - how to work your contacts to start your referral pipeline - how mindset can make or break your business and what to do about it - why surrounding yourself with the right people is essential. Shelley shares her own story as a new real estate agent - including how she built a brand starting with a network of just four people in a totally new city. The book also comes complete with worksheets, hot lists and examples of great branding so that you can catapult your business into the fast lane

right now. Your First 365 Days in Real Estate is the number-one resource for new agents in the industry - don't miss out on your potential as a realtor without it.

How to Become a Million Dollar Real Estate Agent in Your First Year Susan Smith Alvis, 2007 You will learn to quickly attract new prospects, get the highest possible commissions, and get return business and referrals, while still having a life outside of work. In this new book you will learn: how NOT to make the big mistakes most new agents make, licensing and exam fees, Multiple Listing Service (MLS), local Board of Realtors, real estate boards, expenses of doing business, your vehicle and insurance coverage, sales techniques, simple methods to get hundreds of referrals, how to make buyers and sellers happy, how to quickly and easily locate the best deals for your customer, presenting offers, software programs that make running your business effortless, the luxury housing market, dealing with FSB0's, the commercial market, secrets to using the Internet, setting up a record keeping and computer system, brokers and how to work with them, your professional image, the new frontier, online tools and ideas, and much more.

#Getsocialsmart Katie Lance, 2017 Tired of spinning your wheels when it comes to social media? In this book, I take you through the nuts and bolts of what it takes to create a smart and sustainable social media strategy that will help you grow your business!

Finding New Neighbors Wesley C. Brooks, 2013-03-29 Clearing the way to close can be a defining process for many professionals in the real estate industry. This process can easily separate the professional from the amateur or part time agent. Professional Real Estate Agents and Real Estate Brokers face a tough challenge every day. Negotiating an offer written on behalf of a buyer; Professional Realtors stand out from the general public as experts in their field. Whether it's a matter of disclosure requirements, ethics or simply due diligence on behalf of a transaction, it's important to seek the advice and representation of a true full time professionally licensed Realtor in every real estate transaction regardless of what side you may be on. Finding New Neighbors takes the reader into the trenches of buying real estate. If the buyer is looking to purchase a residential home, vacant land or a commercial investment property, this book will cover many of the specialized elements that they will encounter along the way. No single publication makes up an entire library of information. As this book reflects the buyers side of real estate, my next book Echoes in the Hall will represent the seller's side of the industry. In my last book; Guide to New Custom Home Ownership, the reader learned about the process of new construction. Additional publications will be added along the way. It is my intent to supply the reader an easy to understand publication that they can use as they proceed in searching for their new home or additional property for their family, future and investments. This book is designed with sections dedicated to writing notes and outlines so the reader can share their thoughts and ideas with their chosen agent or lender.

Heart & Sold Valerie Fitzgerald, 2009-05-19 Heart and Sold is an insightful journey through the emotional and tangible challenges of regaining one's personal power while building and maintaining a successful business -- regardless of the country's economic situation. Valerie Fitzgerald, one of the country's leading real estate agents, candidly recounts her personal journey from unemployed single parent to entrepreneur, philanthropist, and renowned corporate executive. From beginners just getting started in residential real estate to seasoned agents -- or anyone in business looking to take their game to the next level -- this step-by-step guide teaches readers the art of selling. With her personal touch, Fitzgerald shows readers how to manage clients with style, choose the right company and the best mentor, establish a stellar reputation in their field, develop a daily schedule for running a home office, and maintain a successful attitude every day. With all of her tools at their fingertips, readers will also soon be shooting for the stars. Heart and Sold shares the mind-set of a respected businesswoman who gracefully balances the demands of an empire with the intimacy of her family, and is a model for working and living that can be applied to any desire or discipline.

The Consultative Real Estate Agent Kelle Sparta, 2006 The most successful real estate agents help their clients do more than just complete a transaction. They establish a strong personal bond and help their client through a major life transition. The Consultative Real Estate Agent shows readers how to increase their sales, win more referrals and make more money by becoming one part entrepreneur, one part negotiator, one part problem-solver and one part counselor. It is a unique and invaluable guide to truly deepening their client relationships and improving their business.

Embark on a breathtaking journey through nature and adventure with Explore with is mesmerizing ebook, Witness the Wonders in **Katy Realtor** . This immersive experience, available for download in a PDF format (PDF Size: *), transports you to the heart of natural marvels and thrilling escapades. Download now and let the adventure begin!

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Katy Realtor Introduction

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