

Saving the deal: how to avoid financing fiascos and other real estate deal killers

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Abstrak

In a perfect world, real estate agents would work only with prospective home buyers who have preapproved financing, and sellers who are fully aware of their property's title status. In reality, Realtors can do everything right to get listings, present houses, and make deals . . . only to have them fall through at the last minute. Saving the Deal gives readers proactive tips and valuable advice that will help save them the pain and heartache -- not to mention the cost -- that comes from losing a deal.