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A Master Guide to Income Property Brokerage: Boost Your Income By Selling Commercial and Income Properties (Hardback)

By John M. Peckham

John Wiley and Sons Ltd, United States, 2006. Hardback. Book Condition: New. 4th Revised edition. 240 x 196 mm. Language: English . Brand New Book. The reliable, classic guide to INCOME PROPERTY BROKERAGE--now updated for the 21st century For more than thirty-five years, this guide has been the most reliable, trustworthy resource for real estate brokers and agents who want to increase their commissions and start selling income property. Now in a new Fourth Edition, A Master Guide to Income Property Brokerage is back and better than ever. With significant new material on the Internet and powerful, up-to-date tactics, brokers and agents alike will find in these pages all of the high-quality information they need to succeed. Sixteen power-packed chapters feature step-by-step income-building information that will help you: Profit from five quick ways to find property owners who will sell Turn your leads into listings that sell Nail down sales using today's new and ingenious ways to finance income properties Price income property to sell quickly Set up operating statements that promote sales Present the unique benefits of income property Access thirteen immediate sources of buyers Easily qualify buyers Advertise income property--and make it pay off big Show income...



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