

Buyers Are Liars & Sellers Are Too!: A Lighthearted Look At The Truth About Buying And Selling Your Home By Richard Courtney

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Richard courtney - nashville realtor and author of

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Why buyers are liars (+ how to establish honesty)

Is it true that buyers are liars? We take a look at why this stereotype exists, and what you can do as a Realtor to cultivate a culture of honesty.

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I work with both buyers and sellers. If I summarize what I do for each of them in one sentence, these are the sentences I would choose. When I work with sellers

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Ever since coming into real estate (1985 for me), my colleagues have always warned me, buyers are liars and sellers are yellers. Some still believe it to this

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