


 **The Medemar Methods**  
**Deal or No Deal?**

 **Why are they Critical?**

- Realtors don't always tell the truth
- There's normally a reason it's still on the market
- Investors will want to know WHY
- Saves you time looking at comps

 **Critical Questions**

- How long has it been on the market?
- When was the last price change?
- Has there been any accepted offers that backed out?

 **Ideal Answers**

- Just hit market
- End of month for asset managers
- No recently accepted backouts
- Price changed in last day or two.