



### REAL Real Estate Today

#### Archives Available

March 28th 2017:How to be a Player

On this episode of REAL Real Estate Today, we're teaching you how to be a player...in today's competitive market. We will talk about what's going on in today's market and how you can make the most of it as a seller. We will also talk about how to transition from one home to another in a seller skewed market. We'll also look at the market from the buyer's perspective, tell you how to survive in the market if you are a buyer, and get your dream home. Things are crazy out there, but you don't have to go it alone. Get all the REAL Real Estate advice you need right here!

#### Tune in

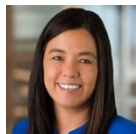
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#### Featured Guest



#### Karan Rastall

After graduating from I.U. Bloomington with a B.S. in Education, Karan unexpectedly began her career in the financial industry in 1994 with The People's State Bank, later making the move to Monroe Bank. During her 14½ years with Monroe Bank she served in many capacities ranging from Loan Operations to Consumer Underwriting to Compliance, but finally found her true passion as a mortgage originator. She's an active member of the Indiana Mortgage Bankers Association and served as Chapter Chair for the South Central Chapter of the Indiana Mortgage Bankers Association. Karan also serves on the Family Selection Committee of the Monroe County Habitat for Humanity and is an affiliate member of the

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