



Negotiation is both a Life and Business skill.

In Real Estate, negotiation skills are used more than any other skill during the process of Selling or Buying your home. Real Estate professionals can significantly improve the “net sale” results through the mastered application of proven negotiation strategies.

A REALTOR®, such as Oscar Castillo, with a CNE designation has gone through extensive negotiation training and is able to apply these earned skills to help facilitate the desired Seller or Buyer net result in all residential Real Estate transactions.

As in any business, excellent communication and negotiation skills are needed in order to help produce superior results. No other skill in the Real Estate industry is more important to REALTORS® than the art of negotiation.

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