

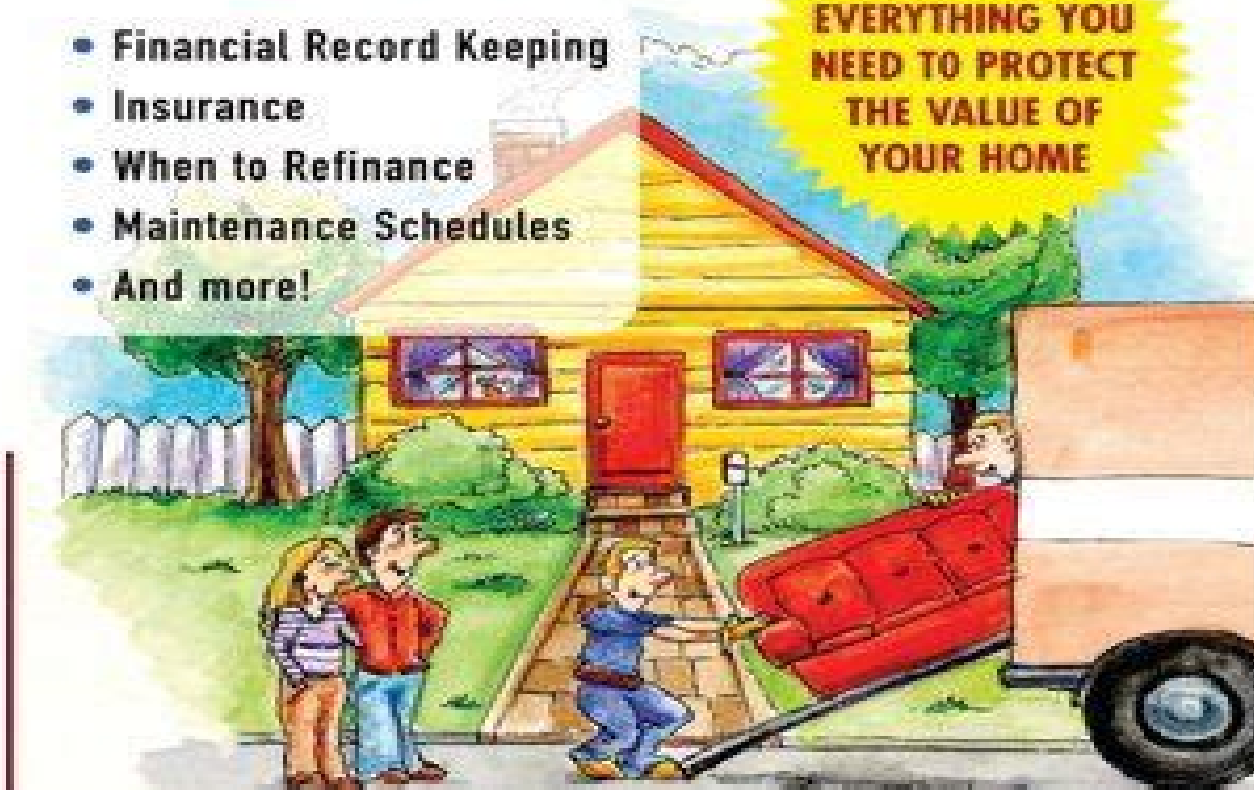
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market realities this second edition is the reliable hands on guide every first time investor needs **Tips & Traps When Negotiating Real Estate** Robert Irwin, 2005-10-17 Surefire techniques for coming out on top in any real estate deal A great book for anyone who is interested in real estate investing or planning to buy a new home Tips Traps When Negotiating Real Estate covers everything from financing and deposits to better prices versus better terms to handling brokers and sellers alike Bestselling real estate guru Bob Irwin breaks down all the common negotiating points by subject and supplies you with checklists forms and boilerplates at every step along the way You learn how to Negotiate a lower interest rate with a lender Lower interest rates with seller financing Gain a lower commission from an agent **Tips & Traps When Buying A Condo, Co-op, or Townhouse** Robert Irwin, 1999-09-21 One third of all homes sold today are condos co ops or townhouses America's #1 real estate expert shows what to watch for when buying one of them Home ownership is still the American dream but not everyone follows tradition by buying a detached one family house Condos co ops and townhouses are increasingly popular alternatives nationwide These shared ownership options have unique pluses and minuses as Bob Irwin reveals in Tips Traps When Buying a Condo Co op or Townhouse Like other books in his best selling Tips Traps series it's packed with targeted reader friendly advice If you're a prospective buyer Bob Irwin will show you how to Decide if shared ownership is right for you Read between the lines of bylaws Deal with homeowners associations Check out the seven warning signs of big trouble Handle disclosures and inspections And much more **Home Buyer's Checklist: Everything You Need to Know--but Forget to Ask--Before You Buy a Home** Robert Irwin, 2001-08-15 Everyone who has bought a home knows that an official inspection is no guarantee against unpleasant surprises and that ultimately the burden to ask the important questions about the physical aspects of a home is on the home buyer But buying a home is one of life's most stressful emotionally fraught activities and it's easy to see why many home buyers fail to anticipate the kinds of exasperating and expensive problems that can crop up after closing Written by bestselling real estate author more than 1 million books sold Robert Irwin Home Buyer's Checklist levels the playing field by equipping home buyers with a comprehensive list of questions pertaining to all the physical aspects of a house that may not be covered in an official inspection From basement to attic pantry to lawn Bob walks readers through every room nook cranny closet and keep asking important questions about windows screens doors and door frames fireplaces light fixtures moldings and much much more And drawing upon his many years of experience in the business he provides pointers on how to deal with each problem including information on how much it will cost to fix how to estimate its short and long term consequences how it should impact on the negotiating process and more

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