

Tips And Traps When Selling A Home - Robert Irwin

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"Robert Irwin is America's #1 real estate expert. But don't take our word for it--the sales figures speak for themselves. To date, his real estate titles have sold more than one and a half million copies. Of all of his books, those in the bestselling ""Tips and Traps"" series continue to be the most popular(more than 500,000 sold), and two of those--Tips and Traps When Buying a Home and Tips and Traps When Selling a Home--have gone on to become the #1 guides in their respective subjects. In the seven years since those two classics were last revised the real estate market has undergone many dramatic changes. Irwin has updated these bestsellers to reflect these changes so readers can be successful in their real estate endeavors. This latest edition of Bob Irwin's classic Tips and Traps When Selling a Home brings new and experienced home owners up-to-speed on all the recent changes, regulations, and trends in real estate. It provides important information on market conditions, new tax advantages, toxic materials in the home, alternatives to the traditional broker, as well as proven strategies for: Handling multiple offers Negotiating from a position of power Dealing with the new ""fee-for-service"" and discount brokers Holding a home for investment, instead of selling And much more "Words: america home, buying home, buying selling home, buying when, discount home, discount new, home america, home buying selling, home classic, home discount, home materials, home owners, home selling, home series, home serviceAuthor: Irwin, Robert Publisher: McGraw-Hill Illustration: N Language: ENG Title: Tips and Traps When Selling a Home Pages: 00000 (MicrosoftReader.lit) / 00000 (Encrypted PDF) On Sale: 2004-08-30 SKU-13/ISBN: 9780071418300 Category: Business & Economics : Real Estate - General

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