

# ROBERT IRWIN

## TIPS & TRAPS WHEN SELLING A HOME



# Tips And Traps When Selling A Home

**Robert Irwin**

## **Tips And Traps When Selling A Home:**

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**Robert Irwin's Power Tips for Buying a House for Less** Robert Irwin,2000 Reveals fifty three power tips for saving money when buying a home with advice on negotiating price reductions and strategies for a hot or cold market

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Bargaining down sellers Obtaining sweat equity government homes *Tips & Traps for Negotiating Real Estate, Third Edition* Robert Irwin, 2010-11-03 Fully revised and expanded the classic guide to negotiating every aspect of any real estate transaction Real estate guru Bob Irwin breaks down all the common negotiating tips and traps when it comes to buying and selling in real estate Beginning with the golden rule of real estate everything is negotiable the all new third edition of this easy to read guide helps homeowners and investors like you maximize profits by avoiding the common pitfalls standing in the way of getting the deal you want Fully updated for real estate investors in any economic climate this comprehensive guide delivers useful tools for every step along the way along with rock solid advice for sellers and buyers on Getting a better price in a down market Negotiating a quick sale Dealing with reluctant lenders Keeping the upper hand when buying a foreclosed property Talking a seller into financing your purchase And more Robert Irwin is a real estate broker investor and author He is a regular guest on many radio and television programs as well as the author of more than 35 books on all aspects of real estate including the McGraw Hill bestselling Tips Traps series which has sold well over a million copies Irwin lives in Westlake Village California

*The Homeseller's Survival Guide* Kenneth W. Edwards, 1995 For many people their home represents the most valuable asset in their financial estate and selling is not a simple matter This guide identifies hazards associated with the selling process describes them in sufficient detail and provides practical guidance in understandable and supportive language Covers preparing the home for sale considering purchase offers and much more *A Survival Guide for Buying a Home* Sid Davis, 2009 Buying a home is a complex process that involves a delicate balance of financial emotional and practical factors This essential resource helps readers come out on top revealing the best strategies for finding and buying a new home while saving money every step of the way Whether looking for a house condo co op or manufactured home readers will learn how to Hire the right agent determine financial limits develop relationships with banks and other potential lenders evaluate communities get prequalified or preapproved for a mortgage negotiate the best price and terms and more There's also a checklist of the 15 costliest mistakes homebuyers make and how to avoid every one of them plus crucial information on how to sell a home Owning a home is the American dream but achieving it can be a nightmarish experience With this vital information and great strategies readers will not only find their dream home faster they will do everything right to move in quickly and confidently *Tips & Traps for Getting Started as a Real Estate Agent* Robert Irwin, 2006-09-15 Some steps include Become your own broker and get a bigger percentage Everything you really need to

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**No-Nonsense Guide to Buying and Selling Property** Andrew Winter,2011-01-31 Andrew Winter has had enough of sellers who think their house is the best when the reality is far from it enough of buyers who expect so much more than they can afford and enough of dodgy agents who give the industry a bad name And now for the first time inside this no nonsense guide he has something to say to you If you're buying or selling property you need help from someone who knows what they're talking about Forget the spiel from agents and hype from the media read this straight talking book and discover how to get your foot in the door find a bargain sell for a tidy profit or find the home of your dreams Do you really know how to make money from real estate Do you know what your house is worth Do you know the pitfalls of buying a house based on aesthetics Do you know how to establish a winning tactic for bidding at auctions Do you know what the agent is thinking Andrew Winter knows all of these things and more and he has some cracking stories to tell you along the way With more than 25 years in the property industry including as host of the television series Selling Houses Australia on The LifeStyle Channel Andrew can be trusted to tell it straight     **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

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