

His hugely popular Tips & Traps real estate books have helped steer thousands of buyers, sellers, and beginning investors through every kind of real estate investment imaginable. Now Bob Irwin, one of the fields top voices, is back to show real estate buyers, sellers, and small-scale investors how to master the negotiating skills needed to get the best deal possible in their real estate transactions. Using his patented tips and traps approach, Irwin carefully walks readers through 13 essential bargaining scenarios—from negotiating a cheaper mortgage and getting a better assessment, to negotiate out of foreclosure and winning the battle at closing. Along the way, the author shares hundreds of valuable tips on understanding motivation, creating winning arguments, and maximizing negotiating leverage.

The Post-Soviet Russian Orthodox Church: Politics, Culture and Greater Russia (Routledge Contemporary Russia and Eastern Europe Series), Armenian Cooking Today, The Low Road: A Novel (The Highland Gazette Mystery Series), Hearing the voice of the child: The representation of childrens interests in civil law proceedings, The Complete Guide for Balance & Harmony Workbook: Work, Home, You, Lonely Planets Guide to Travel Photography, Secret Heart (Readers Circle), Spionin wider Willen (German Edition), Greek Women, Opposites / Opuestos (English and Spanish Foundations Series) (Bilingual) (Dual Language) (Pre-K and Kindergarten),

Editorial Reviews. About the Author. Bob Irwin is one of the nation's leading authorities on real estate and the author of numerous best-selling real estate books. Bob Irwin is one of the nation's leading authorities on real estate and the author of numerous best-selling real estate books. Visit his website at. Tips and Traps When Negotiating Real Estate has 33 ratings and 8 reviews. Derick said: There are good information for any one want to understand the basi.. . Every home buyer, seller and real estate agent should study "Tips and Traps When Negotiating Real Estate" by Robert Irwin to become aware.

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