



Tips & Traps for Negotiating Real Estate, Third Edition (Tips and Traps)

Robert Irwin

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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.

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