



# Tips & Traps When Negotiating Real Estate (Tips and Traps)

*Robert Irwin*

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**Tips & Traps When Negotiating Real Estate (Tips and Traps)** Robert Irwin

## **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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