



Tips and Traps When Selling a Home (Tips & Traps)

Robert Irwin

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The classic guide to getting the best deal when selling a home--from America's #1 real estate expert

This latest edition of Bob Irwin's classic *Tips & Traps When Selling a Home* brings you up to speed on all the recent changes, regulations, and trends in real estate--whether you're new to the selling process or are an experienced home seller. 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, dealing with "fee-for-service" and discount brokers, and holding a home for investment.

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