Win the First Move in Any Property Deal

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Prepare for a property negotiation by examining price, limits and possible deal terms.

What this guide covers

- Set a personal walk-away limit.
- Review comparable properties and the other party's priorities.
- Consider offers that combine price and other terms.

Who this is for

For readers learning about real-estate negotiation.

Putting the ideas to use

Use the checklist to organize questions for qualified local advisers before an offer.

Book details

Format: Guide. Pages: 14. Words: 1888.

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