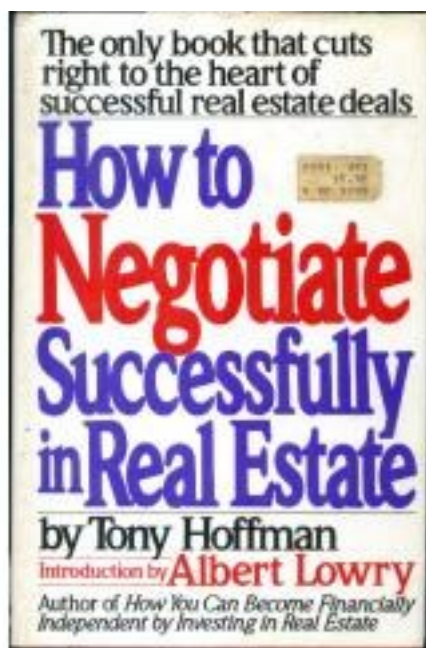


How to Negotiate Successfully in Real Estate



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Unlike real estate guides that merely outline the basics of an investment plan, this is the only book that shows you how to apply the art of negotiation at every step: with buyers, sellers, tenants, real estate agents, appraisers, financiers, attorneys, even title or escrow

company officers.

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