



## The Real Estate Primer: The Golden Rules of Buying and Selling

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By Geoffrey Gibson

Modern History Press, United States, 2014. Paperback. Book Condition: New. 203 x 127 mm. Language: English . Brand New Book \*\*\*\*\* Print on Demand \*\*\*\*\*.You would not set out to climb Everest without the right training and equipment. Same with real estate, do not even start unless you know what you are doing. This book can be your guide, it is the result of thirty years in a very competitive real estate market. Let the author walk you through the marketplace in this easy step-by-step guide. This will help you achieve your real estate goals and save your hard earned money. Learn how to: Set up your search. Assess value. Understand the golden rule of real estate. Overcome the hurdle of price. Read the real estate market. Negotiate to buy or sell. Auctions. Successfully invest. Geoffrey Gibson spent thirty years in the highly competitive real estate market of Sydney s Lower North Shore. He has sold some of Sydney s finest homes, and was also known for his marketing of the area s commercial, retail and industrial property. Learn more at Business Economics: Real Estate - Buying Selling Homes.



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