

# Home Buyers Guide Magazine

*The inside scoop... for when you want more than the official line! From real estate supersites to online financing sources, the Internet has made buying a home dramatically easier—or dramatically more complicated. If you're looking to use the Internet to buy a new home, you know you need a guide that alerts you to all your alternatives, from the initial investigation to pulling off moving day. You want the inside scoop! The Unofficial Guide™ to Buying a Home Online is designed to give savvy consumers like you a foolproof appraisal of how to use the Internet to research cities and neighborhoods, tap into the smartest sources of residential financing, and find insurance. In this book you'll get*

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*unbiased recommendations that are not influenced by any company, product, or organization. The Unofficial Guide™ to Buying a Home Online is intensively inspected by The Unofficial Panel of Experts: Tamara and Robert Gordon, who are currently searching for a home online; Al Napier, a successful Realtor who pioneered the use of the Internet for buying a home online; Howard Savage, a U.S. Department of Commerce economist whose current work involves analysis of residential mortgage markets; and Timothy W. Thompson, a real estate developer and builder who has launched several online real estate sites. These specialists ensure that you are armed with the most up-to-date insider information on the subject of buying a home online and are told exactly what "the Official establishment" doesn't want you to know. Vital Information on tapping into the vast*

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*array of online home-buying resources available Insider Secrets on the pros and cons of FSBOs, securing the lowest down payment, negotiating a great deal, and finding the most reasonable home inspection and insurance options Money-Saving Techniques on using the Internet to track down financing options and making the most of the tax benefits of home ownership Time-Saving Tips on improving your credit rating, calculating your maximum mortgage amount, and selecting a Realtor The Latest Trends in building your own home, finding financing online, and marketing and selling your home online Handy Checklists and Charts to help you determine your net worth, choose between renting and buying, prequalify for a mortgage, and more visit us on-line at [www.idgbooks.com](http://www.idgbooks.com)*

*An eight-stage strategy covers how to time*

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*the sale of a home, preparing the property, selecting and contracting a broker, setting a price range, marketing, negotiating a contract, and closing.*

*Original. 30,000 first printing.*

*Save your time and money by becoming an informed home seller! This book provides you with hands-on, agent-in-the-field, advice and real life stories (some humorous) to back up the tips and information provided. Learn all of the home selling steps from A to Z, including a Glossary that explains real estate terms in easy to understand language. Organize your home sale, find out how to interview agents and avoid manipulators. Learn what questions to ask and red flags to watch out for! What is a seller disclosure statement? What are the extra steps in a condo sale? When is a Resale Certificate needed and how much does it cost? What is dual agency and is it in your best*

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*interest? How do I choose my list price? When should I receive an Estimated Seller's Net Proceeds sheet? What is really crucial when marketing my property? What are the important factors when reviewing an offer? What are the traits of a good listing agent? Whether you are a first time home seller or a repeat home seller, this book has great, no-hype, detailed, insider information; something for everyone! Written by veteran Managing Broker who has taught hundreds of free, certified real estate consumer classes.*

*Homebuyers Guide Online*

*How to Buy Your Home*

*Hud Homes for Sale*

*The New Home Buying Guide*

*Home Staging For Dummies*

*The Essential First-Time Home Buyer's Book*

*Field Guide to Home Buying in America*

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Housebirth is a guidebook for buyers of custom, semi-custom, or production built homes. It gives suggestions for selecting a builder and floor plans that work best for you, and contains checklists and worksheets to help keep track of information and make timely decisions. It also has detailed descriptions of home products and features that deliver the benefits of energy efficiency, a healthy indoor environment, durability, and easy maintenance.

Given the small cost of this book, you would be foolish to spend thousands on an example of Citroën's classic and iconic 2CV without taking it's expert advice

...

Covers home selection, financing,

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real estate agents, negotiation,  
contracts, title, closing,  
insurance, and moving

A behind-the-scenes look at the  
entire real-estate process helps  
prospective home buyers find the  
house of their dreams, guiding  
them step by step through the  
home-buying procedure, from  
selecting a real-estate agent to  
getting a mortgage to making an  
offer, and furnishes sound advice  
on what to do before looking at  
houses. Original.

Essential Insider Advice for  
Surviving in a Competitive  
Market

The Smart First-Time Home  
Buyer's Guide

Citroën 2CV

Homebuyers Guide Online

A Complete Buyer's Guide 2011

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The Essential Guide to Everything You Didn't Know-But Should-about Buying Your Next Home

THE FIRST TIME HOMEBUYER BOOK will help make the largest purchase of your life as simple as possible. Buying a home today can be like break-dancing in a minefield - one wrong move, and the whole thing can blow up in your face! After reading this book, you will be able to grace your way into your first home without the risk of everything going to pieces. Coming from the



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standpoint of a Professional Realtor that works everyday with first time homebuyers, this book provides an accurate and realistic account to give you the best perspective as you embark down the path of homeownership. This is not a dummy-book! This book is filled with real world accounts of great examples of what to do and what not to do. This book will guide you through each and every step of the homebuying process, from the minute you decide on buying a home all the way to the

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close of escrow. The process is part of the adventure! This is the largest purchase of your life, and a good education will reduce stress and make the process fun, exciting and successful! MICHAEL WOLF is a Realtor, GRI and author and currently practices real estate in the San Diego area. His background is in Architecture and Economics. He studied for his Masters in Architecture at the New School of Architecture and Design in Downtown San Diego, and received his

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Bachelors in economics at the University of California at Santa Cruz. He has been practicing real estate as his professional career since 2005 and has been recognized with several production and sales distinctions. He is part of Ascent Real Estate, a widely respected and highly successful brokerage that specializes in the metro area of San Diego.

A crack real estate reporter covers every aspect of buying a first home during economic tough

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times and shows why--and how--achieving this part of the American Dream is both smart and doable.

The authoritative consumer guide to manufactured homes and purchasing land or leasing a home site, providing up-to-date, essential information home buyers need to make an informed purchase decision. This second edition of the bestselling guide is completely revised and updated, including a new annotated construction rating table with 56 criteria you can use to evaluate any

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home'before you buy. In this comprehensive book, John Grissim, author of the best-selling companion resource, The Grissim Ratings Guide to Manufactured Homes, gives you everything you need to safely'and successfully'navigate the tricky waters of the manufactured home marketplace. He explains how the manufactured home industry operates, how to find a dealer worthy of your trust, how to make the right home selection, and, as important, how to be informed, empowered and

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swindle-proof.

Exhaustively researched, with extensive input from both industry insiders and consumer advocates, this guide contains much information that retailers, even the good guys, don't want you to know. In addition to clear step-by-step guidance in the home buying process, John Grissim provides up-to-date, essential information together with authoritative, no-nonsense insights that have made him a respected industry observer and voice for the home-buying consumer.

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Egypt Sherrod knows how to take nervous prospective home-buyers by the hand and lead them through the process. She does it every week as host of HGTV's highly-rated show, Property Virgins. Now she translates her reassuring personality onto the page, with this "No-Stress" guide to buying a home. Egypt takes readers through, simplifying all the many steps of the process, and giving them invaluable information, including: -Top ten things to consider before buying a home -How sticking with

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one agent works in your favor -Eight ways to be an attractive homebuyer on paper, and ease the mortgage-approval process. -What to do in a bidding war -Why you should NEVER overlook the home inspection -And much more!

Egypt blends her professional know-how and her personable touch with this down-to-earth guide, providing plenty of anecdotes, handy lists, and even a glossary to ensure that readers keep calm...and experience the thrill of home ownership.

Consumer Reports



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The Brilliant Home Buyer:  
101 Tips For Buying a Home  
in the New Economy

Beef, Lamb, Veal, Pork,  
and Poultry

The Corporate Directory of  
US Public Companies 1995

Keep Calm . . . It's Just  
Real Estate

Tough Times, First Time,  
Any Time : Smart Ways to  
Make a Sound Investment

***Your home is the most valuable  
physical possession you will  
ever own. It is also the only  
physical possession you will  
ever own that will truly dictate  
your health, your happiness, and  
the quality of your relationships.  
Using data from the United***

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***States Bureau of Labor Statistics, Gallup, The National Association of Realtors, and multiple American and European scientific journals, Real Estate Smart analyzes the surprising effect your primary residence has on your person, interrelational, and financial well being. " --Back Cover.***

***The procedure of buying a home can be a scary experience. There are a lot of people to deal with, from a Realtor to attorneys to bankers. There's tons of paperwork with terms and vocabulary that read like a foreign language. In this new book you will find vital information and great strategies***

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***that will allow you to find your dream home faster and feel confident about the purchase. You will learn to avoid some of the most prevalent - and potentially dangerous and expensive - mistakes made by first-time home buyers.***

***According to Money Magazine, "Over the past five years, home values nationally have risen 65 percent while the stock market has fallen." Now is the time to get into the real estate marketplace. With the help of this comprehensive new guide, you will learn how to find the best opportunities, negotiating, financing, budgets, needs and wants, credit reports, home-***

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***buying timeline, the process of building a house, manufactured homes, real estate and mortgage glossaries, setting values, home warranties, homeowners insurance, creative financing, buying with little or no money down, closing, moving plans, walkthroughs, closing and settlement inspections, legal contracts, mortgages, what you can afford, deciding which neighborhood to choose, hiring a realtor, which government agencies can help, considerations for veterans, IRA use, hiring an attorney, the offer, calculating monthly payments, and escrow. This comprehensive resource contains a wealth of***

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***modern tips and strategies for financing and closing on a property. The author shows readers how to find out how much they're really worth, how to uncover unknown assets, and how to enhance credit ratings within six months, provides information and suggestions on everything from no-down-payment mortgages to finding the right agent. It leads you down the path to home ownership, one step at a time. Though you may be relatively cash-poor or have a less-than-perfect credit rating, you can acquire a mortgage and find the house you've always wanted. The companion CD-ROM is included with the print version***

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***of this book; however is not available for download with the electronic version. It may be obtained separately by contacting Atlantic Publishing Group at sales@atlantic-pub.com Atlantic Publishing is a small, independent publishing company based in Ocala, Florida. Founded over twenty years ago in the company president's garage, Atlantic Publishing has grown to become a renowned resource for non-fiction books. Today, over 450 titles are in print covering subjects such as small business, healthy living, management, finance, careers, and real estate. Atlantic Publishing prides itself on***

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***producing award winning, high-quality manuals that give readers up-to-date, pertinent information, real-world examples, and case studies with expert advice. Every book has resources, contact information, and web sites of the products or companies discussed.***

***What should you know about environmental conditions before you buy a house? This book has the answers and provides the tools people need to make smart decisions about real estate.***

***When buying a house, most people worry primarily about whether they can afford it or whether they will qualify for a mortgage. But environmental***

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***considerations can be more crucial than the purchase price. Although real estate agents are excellent sources of information on neighborhoods, schools, social amenities, and housing values, many are unfamiliar with more specialized concerns like environmental hazards. In this book, Barry Chalofsky provides a comprehensive checklist of environmental factors that customers should consider before buying a house or a piece of property. He explains in easy-to-understand language how to evaluate the potential impact of environmental factors and directs readers to the best sources of information on***



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***specific problems. Chalofsky begins his work by examining natural environmental factors including floodplains, wetlands, drainage, high water tables, steep slopes, soils, vegetation, earthquakes, hurricanes, fire, volcanoes, radon, insects, and sunlight. Chalofsky then examines man-made environmental factors, including asbestos, lead, electromagnetic fields, noise, odor, sinkholes, abandoned mines and landfills, underground utilities, underground pollution, hazardous waste sites, oil tanks, pesticides and herbicides, and air quality. A final portion of the book looks at vital utilities—like***

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***wastewater and solid waste disposal, water supply, and heat, electrical, and telephone service. Developmental considerations, such as zoning and other land-use regulations, and confusing legal terms like access, rights-of-way, easements, deed restrictions, and eminent domain, are also translated into language every home buyer can understand. This is an essential guide for anyone planning to buy a house or a piece of property. Whether you're buying your first home or your fifth, it's important for buyers to learn the latest real estate rules about mortgage lenders, interest rates, down payments, real estate agents,***

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***disclosures, FHA loans, and other basic of home buying. That's where this book from the editors at realtor.com can help! In this step-by-step book, we'll guide you through the home-buying process and point out the pitfalls, so that first-time home buyers can navigate the real estate market with confidence. Here's some of the home-buying info you'll learn in this book: What price house first-time home buyers can afford and other mortgage info so that home ownership is financially feasible Advice to help home buyers clean up their credit score, and why it's key to get the best mortgage from a lender How first-***

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***timers can find the right mortgage lender, and what it means to get pre-approved verses pre-qualified for a home loan What buyers should know about FHA loans, USDA loans, and other mortgage and down payment options for a new home How a real estate agent or Realtor can help first-time buyers with home buying, mortgage loans, down payments, home sellers, and beyond Advice for home buyers on picking the right real estate agent or Realtor, as well as the best first home, mortgage loan, and more Step-by-step advice on how buyers should make an offer on a first home, and negotiate a real estate***

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***deal with home sellers What happens during a home appraisal, home inspection, home closing, and other stages of the home-buying process A guide for first-time home buyers on moving into their first home with minimal hassles***

***The New-home Buyer's Guide Home Buying 101 Secrets Tips and Lies from a Beverly Hills Super Agent***

***The First Time Home Buyer Book Start Your Own Home Inspection Service***

This valuable and accessible work provides comprehensive information on America's top public companies, listing over

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10,000 publicly traded companies from the New York, NASDAQ and OTC exchanges. All companies have assets of more than \$5 million and are filed with the SEC. Each entry describes business activity, 5 year sales, income, earnings per share, assets and liabilities. Senior employees, major shareholders and directors are also named. The seven indices give an unrivalled access to the information.

Most first-time home-buyers have never gone through the stressful experience of buying a home, and they often have to learn the hard way when buying

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their first home, but by making only a tiny mistake during the home buying process, it can be extremely costly and frustrating. Consumers Union, the publisher of Consumer Reports, has been an influential and defining force in American society since 1936. The organization's mission has remained essentially unchanged: to work for a fair, just, and safe marketplace for all consumers. The Consumers Union National Testing and Research Center in Yonkers, New York, is the largest nonprofit educational and consumer product testing center in the world. In addition

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to its testing facility in Yonkers and a state-of-the-art auto test center in Connecticut, the organization maintains advocacy offices in San Francisco, Austin, and Washington, D.C., where staff members work on national campaigns to inform and protect consumers. In addition to its flagship publication, Consumer Reports, Consumers Union also maintains several Web sites, including [www.ConsumerReports.org](http://www.ConsumerReports.org) and [www.ConsumersUnion.org](http://www.ConsumersUnion.org), and publishes two newsletters--Consumer Reports on Health and Consumer



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Reports Money Adviser--as well as many special publications. The Real Estate Survival Guide: Secrets, Tips & Lies from a Beverly Hills Super Agent - A Guide For Homebuyers and Sellers Everywhere provides expert advice and tools you need to successfully navigate your way through a residential real estate transaction. A host of insider Secrets, Tips & Lies gathered from some of the top real estate brokers in the world makes this an essential tool for homebuyers and sellers everywhere. Topics include: Secrets, Tips & Lies About Buying and Selling A Home and

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the Mortgage Process, Tips For Staying Out of Court in a Residential Real Estate Transaction, Top 5 Market Conditions for Buying or Selling a Home, Marketing Strategies That Sell, How Unmarried Couples Can Buy Property Together, 21 Things To Look For When Attending An Open House, 5 Qualifications Your Home Inspector Must Have and much more. Karen was recently named 'SUPER AGENT' by Los Angeles Magazine. Contact her at [KarenNorrisEstates.com](http://KarenNorrisEstates.com) or via email at [KarenSNorris@yahoo.com](mailto:KarenSNorris@yahoo.com)

Participant Manual

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Tampa Bay Magazine

The Unofficial Guide to Buying a  
Home Online

Second Homes For Dummies

The Home Buyer's Question and  
Answer Book

Third series

*Introduces online services offered by the "Homebuyers Guide" magazine. Includes maps and information on new-home communities in Southern California and Nevada and a home builders section for information about developers and contractors. Provides a toll-free, 24-hour project information line and access to news and factual information about both*

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*the Southern California and Nevada regions.*

*Learn all the ins and outs of buying a home and give yourself an advantage in the real estate game with this essential house-buying guidebook. Buying a first home can be both exciting and nerve-wracking. Will you qualify for a mortgage? Is your dream home achievable? How do you make sure your offer will beat others? Don't worry—now you can arm yourself with the information you need to know before you begin the hunt! In Home Buying 101, you will learn all the skills you need to find the right house at the right price, with*

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*financing that fits your budget. Full of nuts-and-bolts advice and organized in an easy-to-read format, this book will teach you all the basics of: -Deciding the right time to buy -Getting your finances in order -Choosing a realtor—or going solo -Assessing neighborhood/comps -Deciphering the MLS/reading the listings for clues -Buyers' vs. sellers' markets -Types of mortgage loans -Property insurance -Making a smart offer*

*With the help of this guide, you'll learn how to find the house of your dreams at a price you can afford!*

*Perfect for brokers, agents, and*

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*other real estate professionals, this handy guide brings together the best ideas from years of incredibly practical lists and checklists published in REALTOR Magazine. This practical, one-of-a-kind guide is perfect for learning the business of real estate and perfecting the best and most effective tactics and techniques for helping your real estate career and business grow.*

*Topics covered include: choosing the right agent to represent you; handling short sales; why buying and selling strategies are important; referrals, contracts and*

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*negotiations; and how to avoid common mistakes when buying or selling real estate.*

*The Essential Buyer's Guide  
Homebuying*

*Catalogue of Title-entries of  
Books and Other Articles  
Entered in the Office of the  
Librarian of Congress, at  
Washington, Under the  
Copyright Law ... Wherein the  
Copyright Has Been Completed  
by the Deposit of Two Copies in  
the Office*

*The Grissim Buyer's Guide to  
Manufactured Homes and Land  
The Ultimate Home Buyers  
Guide*

*Suzanne Whang's Guide to*

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### *Happy Home Buying*

Thinking about owning a second home? Whether you want a relaxing getaway spot, a future retirement home, or just a place to rent out for profit, having a second home has always been a good investment. But how will you know where to look, how to invest, and what you need to avoid? *Second Homes For Dummies* gives you the tools you need to handle the entire second-home buying process from concept to completion! This book covers the bases and the basics of buying a



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second home, presenting all information in a logical and modular format so you can find just what you need on the subjects that interest you. You'll find out everything you need to know to: Determine whether or not a second home is right for you Maximize your options for a second home Search for a home and find the money to pay for it Rent out your home for profit Renovate and maintain it to ensure its growing value Make your second home your primary home Look for and purchase a home in

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another country Also provided are a list of the best places in the world to buy a home, ways to improve your home and make it first rate, and rules that you should talk about with your guests. With *Second Homes For Dummies*, you can make your dream of having a second home come true! Tampa Bay Magazine is the area's lifestyle magazine. For over 25 years it has been featuring the places, people and pleasures of Tampa Bay Florida, that includes Tampa, Clearwater and St.

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Petersburg. You won't know Tampa Bay until you read Tampa Bay Magazine.

If you're going through the process of buying a home, chances are there are questions you desperately need answers to - right away! Luckily, The Home Buyer's Question and Answer Book gives you all the crucial information you need, in an easy-to-flip-to format you can easily consult on the run. Featuring more than 150 questions, as well as sample loan applications and other valuable resources, the book provides simple

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answers to fundamental (yet often daunting) questions such as: \* How do I start the homebuying process? \* What if I have blemishes on my credit report? \* What are the different types of real estate agents and how much do they charge? \* How can I ensure an accurate, productive home inspection? \* What can I do to ensure a smooth closing? Taking you through the entire process, all the way from the decision to buy to post-sale responsibilities, The Home Buyer's Question and Answer Book is an essential

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guidebook no first-time home buyer should be without." "

"Buying a first home can be both exciting and nerve-racking. Will you qualify for a mortgage? Is your dream home achievable? How do you make sure your offer will beat others? Don't worry-now you can arm yourself with the information you need to know before you begin the hunt! In Home Buying 101, you will learn all the skills you need to find the right house at the right price, with financing that fits your budget. Full of nuts-and-

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bolts advice and organized in an easy-to-read format, this book will teach you all the basics of: deciding the right time to buy; getting your finances in order; deciphering the MLS/reading the listings for clues; types of mortgage loans; and much more! With the help of this guide, you'll learn how to find the house of your dreams at a price you can afford!"--

Your Step-By-Step Guide to  
Success

1,200 Great Sales Tips for  
Real Estate Pros

Insider's Guide to Home

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Buying, San Francisco  
Edition

Your Guide to Buying an  
Energy-Efficient, Healthy  
New Home That Pays You  
Back

Home Selling for Smarties  
How to Avoid Making First-  
Time Home Buyer Mistakes  
(Avoid Making Common  
Home Buyer Mistakes)

***The Insider's Guide to Home  
Buying, San Francisco Edition  
includes advanced home buying  
secrets for beginners that will open  
the door to becoming a prepared  
homeowner. Shawn Kunkler's latest  
book demystifies the San Francisco  
home buying process with an easy  
to follow home buying blueprint. He***

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***efficiently guides you through the basics of how to begin, who to talk to and what documents are required to get started. This concentrated guide spotlights early warning signs and basic mistakes to avoid. Discover how to identify current market trends to find the best deals. Want to have homebuyers knocking down your door? Home Staging For Dummies delivers all the secrets to making your home stand out, sell faster, and bring in more money! It shows you how to make improvements room by room and generate a higher profit in the most cost- and time-effective way. Featuring eight full-color pages of instructive before-and-after photos, this completely practical guide demonstrates how and why to eliminate clutter, make repairs,***



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***arrange furnishings, and pave the way for buyers to make an emotional connection to your house. You'll get a handle on what buyers want and how to show it to them, find plenty of do-it-yourself tasks that add real value to your home, and get tips on producing photos of your home that will have buyers craving to see more!***

***Discover how to: See your home as prospective buyers will see it Know what needs doing and what doesn't Master the three-step home staging process Add real value to your home without breaking the bank Decide whether to DIY or call in the pros Create curb appeal Make a great first impression with a beautiful entryway Spruce up your kitchen, bathroom, living, and dining rooms Turn your bedrooms***

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***into a buyer's dream Whip your mechanicals into top shape Avoid staging nightmares Get top dollar for your home — all you need is a little help from Home Staging For Dummies!***

***Frances Flynn Thorsen's "HUD Homes for Sale - A Complete Buyer's Guide" is the first complete and authoritative book for home buyers about government owned properties known as "HUD Homes." The book has been revised since HUD redesigned its FHA REO sales program in late 2010. The book is written in layman's terms and outlines the HUD Homes for Sale process step by step. The book includes a comprehensive resource about FHA financing, including 203(k) rehab loans.***

***The Real Estate Agent's Field Guide***

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***provides vital information for new and experienced real estate agents alike. Packed with real-life examples, the book gives you in-depth strategies for: Competing with cut-rate brokers, Working with buyers and sellers who want more for less, Using technology to become more efficient, Helping customers identify their needs, Defending yourself against litigation. Instantly accessible for quick and easy reference -- and featuring a helpful appendix of industry resources -- this is a lively how-to-manual you won't want to be without. Book jacket.***

***Real Estate Agent's Field Guide From Mortgages and the MLS to Making the Offer and Moving In, Your Essential Guide to Buying Your First Home***

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***The Meat Buyers Guide***  
***Home Buyer's Education Handbook***  
***Real Estate Smart***  
***A Complete Guide and Workbook***  
***for the First-Time Home Buyer***

*Handy Around the House?  
Turn That Talent Into a  
Lucrative Business! Home  
inspections have become  
standard for a large  
percentage of the seven  
million homes bought each  
year. This presents a huge  
market for professional  
inspectors. As a home  
inspector, you can earn  
\$500 - \$800 a day  
examining the interior and  
exterior of a home and  
giving potential home-*

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*buyers your professional, informed opinion. Learn everything you need to know to get started in this booming field.*

*Industry experts reveal their tips and advice on:*

- Current typical startup costs for low-end and high-end businesses •*

- Inspection equipment you'll need • Whether to operate from home or an office • How to keep records, manage your finances and stay ahead of your tax liability • How to advertise and promote your business to find clients • Market sectors*

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*you can't afford to overlook If you have construction experience or are simply handy around the house, a home inspection service is the business for you.*

*Log Home Living is the oldest, largest and most widely distributed and read publication reaching log home enthusiasts. For 21 years Log Home Living has presented the log home lifestyle through striking editorial, photographic features and informative resources. For more than two decades Log Home Living has offered so much*

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*more than a magazine through additional resources-shows, seminars, mail-order bookstore, Web site, and membership organization. That's why the most serious log home buyers choose Log Home Living.*

*Shows how to evaluate new houses, and discusses location, financing, investment aspects, negotiation, contracts, title, and warranties This is a book of insider real estate advice that will give homebuyers a major advantage in creating personal wealth.*

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*Buying and owning a home long term is, by far, the most dependable path to wealth for most people. The potential profit when you sell one day is enormous. But the entire real estate industry has changed dramatically in just the last five years. Nearly everything about the process is new. It is critical to know what you are doing and to have the edge over sellers --and even other buyers. To make a huge profit tomorrow, you have to know what you are doing today. Written by a 20 yr veteran agent,*



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*and the author of "The Complete Idiot's Guide to Selling Your Home", Katie Severance now offers her insider tips and strategies to buyers looking for a home in this new, fast paced and ever-changing economy. She has represented thousands of buyers and sellers in the post 9/11 era, the housing crash of 2008, and most recently the Coronavirus pandemic of 2020-21. She will show you how to find and target a community (and neighborhood) that is growing in value, read market conditions, find a*

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*home that will sell for the most money in the future, outmaneuver the seller in a negotiation, understand the new inspection process and negotiate cash credits, and find the right loan products, insurance products and best professionals. Katie Severance has been interviewed on MSNBC, bankrate.com, radio shows, and in magazines such as U.S News and World Report, Woman's World, and Realtor Magazine.*

*Stephen Pollan's Foolproof Guide to Selling Your Home*

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*Your No-Stress Guide to  
Buying a Home  
Real Estate Survival Guide  
Catalog of Copyright  
Entries  
A Real Estate Agent and  
Developer Tells how to  
Save Money and Minimize  
Risk in the Purchase of a  
New Home from a Builder  
How to Buy a House, Get a  
Mortgage, and Close a Real  
Estate Deal*