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***Selling Real Estate
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Tax Free Property
Investing Hybrid Tax
Paying Taxes A Guide
To Capital Gains***

This is a very comprehensive and very helpful booklet on how to sell your house yourself. Anyone can do it. Go ahead, get the book and give it a try. You will be glad you did.

The Fundamentals of Listing and Selling Commercial Real Estate provides a complete foundation for a career in the

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Commercial Real Estate Industry. The text contains a comprehensive study of property and investment analysis, mortgages and leases, as well as practice techniques such as prospecting, presentations, and negotiating.

Federal Taxation of Real Estate

Exchanges is a crash course in the art of the deferred real estate exchange. Learn easy steps to sell old real estate and buy new without paying federal income taxes by using IRS safe-harbor exchange rules. It's the definitive guide to taxation of real estate exchanges for real estate investors and serious professionals who are seeking a growing sophistication and appreciation of how powerful the deferred exchange is in the fast changing world of real estate investments. Federal Taxation of Real Estate Exchanges was first born as a three-day continuing education seminar which author Rich Robinson wrote and taught to

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thousands of real estate agents, CPAs and investors from coast-to-coast. During this time Rich teamed up with real estate broker and Qualified Intermediary, Jim Maxwell. By combining Rich's years of experience as a CPA, writing and teaching federal taxation of real estate transactions and Jim's practical "street smart" knowledge and background in real estate exchanging, they created a new educational program presented at the National Association of Realtors(R) Annual Convention. This course is based on that highly successful program.

Whether your plan is to start selling real estate as a full-time agent, or to be a part-timer with an eye on transitioning to full time after you quit your day job, or you just want to boost your current income by staying part-time, you will be confronted with an array of choices. How can new agents figure out which agency is the right

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fit for their financial goals and lifestyle? Sadly, the dropout rate for new agents is well over 80 percent. The primary reason is the choices new agents make from the start. They do not understand the significant differences between the franchise chains, the boutiques (luxury and otherwise), and the small, home-based brokerages. There are pros and cons for each type of office. Realtors who do not understand these differences hop from company to company. There are also hidden fees and agendas that are not disclosed to the new agent; there are hierarchies and unspoken policies in place at every office. Not knowing about the important details that are seldom disclosed up front causes agents to change companies multiple times, especially in their first year. In doing so, they lose confidence and momentum along with their customers and their listings. The new

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agent who can avoid the common pitfalls will not be one of the 80 percent who fail. What the new agent needs is empowering, street-smart information and Valerie Thorne ' s Start Selling Real Estate offers just that. The author ' s goal is to provide new agents with the kind of real world information that will enable them to make the right choices from the beginning of their careers. It will help new agents avoid time and money wasting activities. This book walks you through the types of agencies and provides you with the information that will help you decide which office is the best fit for you, based on your needs and goals. It explains the financial impact of different combinations of fees and agent/broker splits: the portion of money that goes to you and the portion that goes to your office once a deal has closed. It will explain why your broker ' s agenda is to get you to buy lead-generating

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and marketing services you don't need, and offers tips on how to sidestep their demands. Let Valerie give you the straight-up talk so you can be street-smart in this lucrative but rough-and-tumble game called real estate. Let her empower you to get started the right way. Who should read this book?

- Anybody who is on the fence about a career in real estate or wonders about the initial costs and how long the process takes
- Anybody who is afraid to get started because he or she does not understand how the real estate game is played
- Anybody who is in real estate school now or just signed up for classes
 - Anybody with a lot of questions about what to expect
 - Anybody who is a new agent or is about to become an agent and wants straight-up advice on how not to become one of the 80 percent that fails
 - Anybody who needs guidance in choosing the right office
 - Anybody who

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passed the state exam but never moved forward in real estate because of the minefield of choices and expenses

- Anybody who is jumping from agency to agency, from one bad situation to the next, and needs to know how to stop the cycle
- Any agent who is struggling as he or she comes to that make-or-break first-year mark when most give up and quit Use Valerie's hard-won knowledge to guide you through the process of getting a license, choosing the right agency for your goals and needs, and to help start your real estate career.

Fast Cash with Quick-Turn Real Estate Learn Simple Buying & Selling Strategies In Real Estate, Become Debt Free And Personal Finance

Sell Your Home Yourself: Tips to Help Sell Your Home Yourself Without Paying a Realtor Commission Put That Money in Your Own Pocket

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How Anyone Can Quickly Turn Single
Family Houses Into Cash

How to Sell Your House Without Paying a
Real Estate Commission

Keep Calm . . . It's Just Real Estate

Secrets of Selling Property: Cutting Edge

Techniques for Making Top Dollar Sales

The Art of Wholesaling

**Properties: How to Buy and
Sell Real Estate without Cash
or Credit** distills the

**experiences of two of the
nation's largest real estate
wholesalers who, all told, have
flipped over one thousand
homes. Aram Shah and Alex
Virelles present a step-by-step
guide that explains how others
may replicate their proven
methods in their own
wholesaling ventures. Reading**

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this book will give investors the A-to-Z insights they need for cashing in on the fastest and most profitable ways to flip paper in the real estate market. Moving along a strategic step at a time, The Art of Wholesaling Properties explains how to

- make offers that actually get accepted;
- find hidden, motivated sellers;
- use a real estate agent to find gold mines through the MLS;
- build a strong list of cash buyers;
- negotiate with sellers using proven and tested scripts;
- assign or double close on properties;
- master the A-B, B-C transaction;
- deploy a team

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and put the business on
autopilot; and • achieve
financial freedom without
using cash or credit! If you
find the prospects of making
money exciting, if you get the
feeling there is wealth hidden
in the real estate market in
your community, and if you
desire to learn demonstrably
successful techniques to apply
in your own ventures, then
**The Art of Wholesaling
Properties: How to Buy and
Sell Real Estate without Cash
or Credit will give you the
guidance and education you
need to begin wholesaling
homes and generating profits
without using your own cash**

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or credit.

This new book explains everything you need to know to locate and purchase real estate with no down payment from individuals, banks, and other sources. Whether you are a first-time homeowner or an experienced property investor, this is a tremendous guide for buying real estate in any market with no down payment. You will learn the simple formula that can build massive wealth through a real estate purchase, with no money down. This proven formula works even if you have no real estate experience, bad or no credit,

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or very little money. This formula has been developed out of real-life experience. You will learn how to make smart real estate investments and use those investments to help you achieve financial success. We spent thousands of hours interviewing, e-mailing, and communicating with hundreds of today's most successful real estate investors. This book is a compilation of their secrets and proven successful ideas. If you are interested in learning hundreds of hints, tricks, and secrets on how to purchase a property with no money down, then this book is for you. You will learn how to find the right

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property, locate motivated sellers, make mutually beneficial offers, and possibly even receive cash at the closing. 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. You will receive professional direction through all the complicated legal and tax issues involved. You will uncover secrets that expert real estate investors use every day. This comprehensive resource contains a wealth of modern tips and strategies for financing and closing on a

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property. The author shows readers how to find out how much they're really worth, how to uncover unknown assets, and how anyone can enhance their credit rating within six months. Financing your dream home can be possible, even if you never thought you could. 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

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Publishing prides itself on 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.

Always study with the most up-to-date prep! Look for Barron's Real Estate Licensing Exams with Online Digital Flashcards, ISBN 978-1-4380-1186-8, Eleventh Edition, on sale May

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buying and selling single**

family houses as a business.

**The author covers the entire
process, from locating sellers**

and finding money for

purchase (or purchasing

**without money), to rehabbing
and selling.**

**Save Money Buying Or Selling
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Sell It Yourself

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**Alternatives
Powerful Strategies for
Getting More When You Sell,
and Paying Less When You Buy
Buying Real Estate Without
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Real Estate Without Realtors
Barron's Real Estate Licensing
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Create Massive Wealth Through Real Estate Investing! Should you invest in Real Estate? Which properties offer the greatest returns? Can you develop a Real Estate Strategy that's right for you and your family? Real Estate: Exact Blueprint on How to Grow Your Wealth: Real Estate Investing, Buying and Selling Homes & Property Management explains what it takes to

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be successful in this lucrative business. You'll learn which Real Estate Strategies and Specialties suit your business style, how to Find the Best Real Estate Properties , and how to Master the Real Estate Investment Market. Do you need a Real Estate investment guru? Can you still succeed if you have a full-time job? What if you don't have any "seed money" to help you started as an investor? No matter what your situation, Real Estate: Exact Blueprint on How to Grow Your Wealth: Real Estate Investing, Buying and Selling Homes & Property Management can help you succeed. Real Estate is an excellent "side hustle" - and you don't need to pay a "guru" hundreds or

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thousands of dollars when you can find safer and more profitable advice in this book! Also, this book teaches you how to invest in Real Estate without using your own money - one of the most important skills you can develop!

Based on years of personal experience buying and selling real estate without using realtors, this book will guide homeowners and home purchasers in how to navigate buying and selling without a realtor, and allow them to retain the money paid in real estate commissions.

In Sell with Soul the author shares her rise from a nervous rookie agent to a successful real estate broker in Denver, Colorado. The book contains

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detailed instructions and checklists for many of the activities a new agent must master, such as building a contact database, learning the market, working with buyers, crafting marketing listings, and negotiating inspections. Allan also shares many stories from her own career that will help the new agent better understand her recommendations. Sell with Soul also speaks out against the status quo and asks agents to consider the needs of their clients before considering their own personal need for a paycheck, and counsels agents to welcome every learning experience, even when it does not result in a closed sale. Many new agents have told Allan how her book gave them

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hope that they could succeed without sacrificing their principles or changing their personalities.

With lease options and subject-to deals, investors can control properties worth much more than what they could normally afford to purchase.

The potential for profit is great and the costs of getting started are low.

This book shows novice investors how author Wendy Patton and thousands of other Americans--including well-known real estate developers and business moguls--use lease options and subject-to deals to control valuable property without necessarily owning it. The cost of purchasing an option or subject-to deal is a fraction of what it costs to buy a home. That's

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why these kinds of deals are typically found in every serious investor's portfolio. Sharing the secrets and strategies investors use to profit from low- and no-money-down deals, Patton gives investors all the information they need to succeed. "Finally, a book that explains lease option and subject-to deals in depth and detail. This book is essential for anyone who wants to make money in real estate without using a lot of cash or taking on a lot of risk. A gold mine of great information." --Robert Shemin, New York Times bestselling author of Secrets of Buying and Selling Real Estate? Without Using Your Own Money! "Few can rival Wendy's knowledge and experience

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*with lease option and subject-to deals.
This is a must-read for beginning and
advanced investors and the real estate
agents who serve them." --Gary*

*Keller, New York Times bestselling
author of The Millionaire Real Estate
Investor "The techniques Patton
teaches here are
invaluable--especially for working
with Realtors and still getting
properties for little- or no-money-
down. The detail in this book will
make you want to read every page."*

*--Albert Lowry, PhD, New York
Times bestselling author of How You
Can Become Financially Independent
by Investing in Real Estate
The Ultimate Guide to Buying and
Selling Real Estate*

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*Buying and Selling Real Estate by
Owner*

My Journey as a Realtor

The Frugal Real Estate Investor

*The No Nonsense Guide to Selling
Your Home*

*Selling Real Estate Without Paying
Taxes*

Without Using Your Own Money!

*From the most trusted name in real
estate, a new and fully updated edition
of the indispensable guide that helps
first-time buyers land the home of
their dreams What does "location,
location, location" really mean? How
do I decide what to offer on a house?
What exactly is the closing? Buying a
home is one of the most important
decisions in any person's life. It will be*

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the place where you plant your roots, come home after a long day, raise a family, or make a successful investment. But how, with everything from student loans and an uncertain marketplace stacked against you, do you get to that idyllic future? In 100 Questions Every First-Time Home Buyer Should Ask, Ilyce Glink, one of the most trusted names in real estate, answers all of your questions about home buying--and some you didn't know you had--and takes you on a personal journey from open houses to moving day. Weaving together advice from top brokers around the country with illustrative stories and her own unparalleled expertise, 100 Questions is a one-stop shop to getting the home of your dreams.

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In a slow real estate market, selling your house can be difficult— especially if you owe more on your mortgage than your house is worth. In times like these, it's not enough to simply list your home and wait; you actually have to sell your home. This practical, important book shows you how to use marketing techniques, advertising, repairs and upgrades, home staging, and other creative, effective tactics to get your house sold fast— no matter how bad the market is.

An expert guide to the ins and outs of real estate financing Secrets of Buying and Selling Real Estate . . . Without Using Your Own Money! is the definitive insider's guide to traditional and creative (yet legal and ethical!) real estate financing. In

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understandable, step-by-step language, it walks you through explanations and examples of conventional real estate financing so you understand clearly how most financing works. It examines all the available creative or unusual financing strategies that seasoned investors and homebuyers use every day to buy and finance properties. Drawing on his long experience as a successful real estate investor, Robert Shemin spotlights the advantages and disadvantages of various types of mortgages, terms, and financing strategies so you know all your best options. He also includes informative material on how credit scoring works and understanding credit ratings and credit problems that could scuttle your loan. Offering

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*proven techniques, expert tips, and creative alternatives along the way, Shemin details every important aspect of the financing process, with in-depth discussion of topics such as: * Owners' terms * Contracts for deed, land contracts, and lease options * How to use partners or cosigners * How to get approval after a mortgage company turns you down * How to buy property even if the bank says "no" * Creative ways to obtain down payments, getting the seller to contribute using nonprofit programs*

With current trends concentrating on buyer-related representation and issues such as defects, disclosure, discount points and negotiations it is of paramount importance that the seller be well informed of responsibilities,

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practices and procedures. The market has a bounty of books promising to help the buyer get the best deal, help the buyer negotiate the price, help the buyer save on closing costs... Where is a handy reference tool designed with the SELLER in mind? Right here. Considering all of the materials available to the buyer--you really can't afford not to buy this book! Here's another thought... Property values are increasing in most metropolitan areas. Real estate commissions are typically based on the sales price of your home. Higher property value translates to higher commission! This book will teach you effective strategies for successfully marketing your home—with or without an agent. How to Sell Your Home Without a

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Broker
Sell with Soul
The Real Estate Roadmap

*How to Save Thousands of Dollars
and Acres of Heartache when You
Buy and Sell Your Home*

Real Estate Without Agents

Start Selling Real Estate

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,

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and giving them invaluable information, including: -Top ten things to consider before buying a home -How sticking with 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.

Selling Real Estate Without
Paying Taxes A Guide to Capital

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The must-read summary of Peter Conti and David Finkel's book: "Buying Real Estate Without Cash or Credit: Start Investing and Making Money in Real Estate Today". This complete summary of the ideas from Peter Conti and David Finkel's book "Buying Real Estate Without Cash or Credit" shows that the real estate investment field is still wide open, and anyone who wants to can still make good money by buying and selling real estate. This summary presents the five core skills of real estate investment success. According to the authors, once you master these five skills, you have everything you need to get

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started today making money
investing in real estate. To reap
the big rewards, however, it's not
enough just to know what these
skills are. You also have to apply
them in your own real estate
investment activities day-by-day
and week-by week. Added-value
of this summary: • Save time •
Understand the key concepts •
Develop your business knowledge
To learn more, read "Buying Real
Estate without Cash or Credit"
and discover how to succeed in
real estate.

One of America's leading
consumer advocates and popular
talk show hosts offers his tips
and tricks to successfully buying
and selling real estate -- in any
market Real estate -- whether in
a boom or a bust economy -- is

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still a good investment, but only if you make smart and patient choices. There is a lot of confusing information out there, and many people find it increasingly difficult to navigate the ever-changing world of real estate without losing their shirts, or their minds. In Clark Smart Real Estate, talk show host and bestselling author Clark Howard presents the best of his experience as a consumer advocate. In his simple and clear style, he shows readers how they can build wealth slowly over time through real estate, and how they can capitalize on -- and protect themselves from -- the real estate market's many fluctuations over the long term. Following his own "save more, spend less, and avoid

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ripoffs," philosophy, Howard encourages people to get "Clark Smart" and lays out practical and information-packed answers to common questions anyone interested in real estate might have about buying, selling, or financing. When should you buy your first home? Is it better to purchase a preexisting house or one newly built? What are some hidden closing costs, and how can you avoid them? Should you sell your home yourself? How does one shop for a mortgage? What are the costs of refinancing? Sound advice in a handy format -- this is what Clark Howard's readers have been waiting for, and it's just in time to help the multitudes flummoxed by today's conflicting real estate

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market.

Investing in Real Estate

Sell Your Home Faster and for

More Money Without Using a

Broker

With Answers from Top Brokers
from Around the Country

Review and Analysis of Conti and
Finkel's Book

A Practical, No-Nonsense Guide
to Buying, Selling, and Managing
Low-Income Rental Property

Mastering the Art of Selling with
Soul

Investing in Real Estate With
Lease Options and "Subject-To"
Deals

*"The Secret of Joy in work is one
word - excellence. To know how
to do something well is to enjoy
it." Pearl S. Buck "The more fun*

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you have selling real estate, the more real estate you will sell. " Jennifer Allan, GRI What is "fun" exactly? And how do you have some more of it? Having more fun at work isn't about long lunches, casual Fridays or bring-your-dog-to-work day. It's about being really, really good at what you do. And knowing it. It's about being proud of how you promote yourself and your business. It's about making a comfortable (or even exceptional) income without changing who you are or becoming someone you don't recognize. It's about getting up every morning, eager to get to

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work, because you know you're the best thing that could ever happen to your clients. Now that's fun. In this sequel to Sell with Soul, Jennifer Allan shows you how to: Generate business and referrals from friends without making a nuisance of yourself; Win at the Numbers Game without spending a fortune or filling up land-fills; Become the agent who SELLS houses, not just lists them; Fill your pipeline by productively wasting your time; Painlessly and confidently negotiate commissions; List more houses by tossing out the listing presentation; Trust your gut

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*when choosing a prospecting
strategy; ...and of course... have
more fun, make more money
and enjoy the heck out of your
real estate career!*

*Invaluable advice, tips, and
guidelines for selling your home
the affordable way--yourself
With the high commissions
being charged in today's
housing market and the
convenience of the Internet as a
selling tool, many Americans
find it more affordable to sell
their own homes. This new
edition of the indispensable
home seller's how-to guide can
save you thousands of dollars in
real estate fees and*

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commissions by showing you how to successfully market, negotiate, close, and wrap up the sale of your home-without paying a broker's high fees.

Updated and revised to reflect all the latest trends in real estate, this popular classic takes you through the ABCs of doing it yourself-from making a plan to making a profit when you close. Selling your own home can be tricky; this Fourth Edition provides all the tools and advice you need to save on fees, with:

- * Worksheets, checklists, sample contracts, and other helpful documents*
- * New chapters on seller financing and*

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*second mortgages * The latest tax law changes that affect home sellers * Tips on how to get a buyer to assume your existing mortgage * Guidance on using the Internet to sell your home * Information on using land sale contracts, contracts for deed, wrap-around mortgages, and all-inclusive trust deeds (AITDs) With its step-by-step guidance and its wealth of helpful tools, How to Sell Your Home Without a Broker will help you find a buyer as quickly-and cheaply-as possible.*

FREE \$1,595 Quick-Start Real Estate Success Program! See page 217for details. Buy Real

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*Estate Without Cash or Credit!
Imagine having two multi-
millionaires take you by the
hand and personally mentor you
to get started making big
money investing in real estate.
That's exactly the step-by-step
coaching you'll get in *Buying
Real Estate Without Cash or
Credit*, as Peter Conti and
David Finkel, two of the nation's
leading real estate experts, walk
you through the fastest and
easiest ways for you to launch
your investing business. You'll
learn the same secrets,
strategies, and organized
action plans that their past
mentorship students have used*

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over the last decade to make millions. Best of all, you'll learn exactly how to do it without cash or credit! This book will show you the fastest way to succeed investing in real estate--step-by-step, action-by-action, strategy-by-strategy. You'll learn: * The 5 fastest ways to close your first deal in 30 days or less! * 21 scripts to negotiate profitable win-win deals * The 6 best sources to fund your "nothing down" deals * 7 ways to maximize your cash when investing "This book is a must-read for anyone who wants to live the American dream but thinks they can't invest in real

Get Free Selling Real Estate Without Paying Taxes Capital Gains Tax Alternatives Deferral estate for lack of cash or credit. Conti and Finkel make it simple to understand and easy to achieve." --Attorney William Bronchick, coauthor of the bestselling book *Flipping Properties* "David and Peter have done it again! They've taken their proven millionaire-making real estate program and broken it down into easy-to-use steps that anyone can use. This book will tell you how you don't need cash or credit to succeed in real estate investing." --Diane Kennedy, CPA/Tax Strategist, coauthor of *The Insider's Guide to Real Estate Investing Loopholes*

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How to Save Thousands of Dollars When You Buy or Sell Your Home. This practical book shows why not to use a real estate agent and clears away the misconceptions of buying and selling a home without one. As Terry Ryder demonstrates, anyone can buy and sell their own property - the process is not complicated, and will save time and a considerable amount of money. The fact is, removing real estate agents from the event makes the whole process far more straightforward. Every year, growing numbers of people sell or buy property quickly, easily and profitably by

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themselves. As the many private buyers and sellers in the book reveal, being able to deal direct with each other streamlines the process making it less stressful, and gives both sides a feeling of control and involvement. People who buy or sell without an agent express surprise at how easy it was and satisfaction with the whole process. This book shares the secrets of these successful people. Terry Ryder takes sellers through the all steps of marketing and selling their property. There are many cheap and effective alternatives to the expensive and mostly useless

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advertising promoted by agents.
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It shows buyers how to find
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properties for sale privately, and
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how best to approach the
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The book includes:- Why
not to believe what agents say,
especially about selling or
buying privately- Developing
your Game Plan- How to
negotiate- Using your own
networks to buy or sell- Setting
the sale price for your house-
Mistakes to avoid for buyers and
sellers

*If You're Not Having Fun Selling
Real Estate, You're Not Doing it
Right*

Buy Low, Rent Smart, Sell High
Clark Smart Real Estate

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*The Fundamentals of Listing and
Selling Commercial Real Estate
Real Estate*

*Buy Your First Rental Property
Creating an Extraordinary*

*Career in Real Estate Without
Losing Your Friends, Your
Principles Or Your Self-Respect*

A modern, practical guide to
buy your first rental property
without losing your shirt! If
you are looking for a
comprehensive and
trustworthy resource for
investing in rental properties,
start with this book! The
Frugal Real Estate Investor
shares the most important
lessons learned from a real

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estate investor's true experience of buying a rental income property for the first time, and being successfully profitable from day one. The Frugal Real Estate Investor is full of practical advice from an active real estate investor with his own skin in the game, minus the unnecessary real estate hype or sales talk. This book has three parts, covering a broad range of topics for real estate investors new and old. Part one focuses on effective strategies to strengthen personal finances at home before diving into real estate

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investing. Part two takes a
holistic look at foundational
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concepts and tools to build a
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solid grounding to invest in
Capital Gains
real estate with confidence.

Part three takes the
foundational concepts from
the earlier parts into action
by providing a hands-on,
repeatable approach for
buying and managing rental
properties. For the starting
investor, this book will
provide inspiration and a solid
playbook to help invest more
wisely. For the seasoned
investor, the hands-on tips
from a fellow real estate
investor should provide

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alternative tips and insights. For everyone else, the lessons in this book will help you to build more stability, resilience, and peace of mind into your personal and professional finances, regardless of whether you ultimately decide to buy a rental property or not.

This book outlines conservative methods for reproducing the financial success created by experienced residential real estate investors. These are methods that anyone can use to improve their quality of life and level of financial freedom,

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regardless of their current life situation. By following the same steps that other successful investors have already taken we can reliably duplicate their success. The knowledge in this book can be applied to any business, not just real estate. The skills taught here are of great value to any entrepreneur. The book begins by discussing essential life skills and disciplines that must be developed before you begin in business. It will progress from basic real estate theory to creative strategies, and then it will teach you how to generate

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the leads necessary to implement those strategies. After learning the science of marketing to sustain lead generation, the book will teach you about modern sales and negotiation tactics, two commonly overlooked business skills. It will then show you how to successfully convert those leads into deals by taking them all the way to closing. Finally, it examines the use of corporate entities to protect your profits, and how to lend your earnings to other real estate investors if you choose a more passive role in the business. Not

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everyone will begin this read with the same level of knowledge, so for those just beginning your business pursuits it will be important to take the time to read the information at the beginning of the book that precedes the real estate discussion. Even if you have business or real experience, and are familiar with a particular topic, there is always more to learn, and I promise that even the seasoned pro will walk away with some new nuggets of wisdom. When I began educating myself, the materials I read lacked the

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structure that I desired, which was an organized high level overview of the most popular, the most reproducible, and the most consistent and efficient investment strategies. I was not looking for the quickest way to get rich, but rather I was looking for the most reliable way to get rich. I wanted to know which methods returned the most value with the least amount of time. Most importantly, I was looking for strategies that would generate income that would replace what I earned at my 9 to 5 job. I suspect

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that this is what you are looking for as well. Only a few of the transactions that I explain will be examples, and the majority of the transactions shown are real life deals that I have actually completed. There is no exaggeration or embellishment. This is truly a non-fiction book. However, some names and most addresses have been changed for privacy. It is important to note that the property values that we discuss may differ greatly from your region. While you may need to add another zero (or two) for

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your specific market, you more than likely can apply the same rules and formulas that we discuss. Do not be shocked by the low purchase prices mentioned. They are a product of both buying far below market value and relatively low median home prices in my region during the previous decade. While the values differ in every region, the formulas for success remain the same.

Through case studies and actual client transactions, Selling Real Estate without Paying Taxes discusses basic tax deferral methods for new

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property investors, as well as introducing some uncommon and complex techniques that the seasoned real estate investor/agent may not have considered.

This is a book about the life and experiences of Pat Morrell as a Realtor, and a real estate broker. On her long journey she spent over fifty one years in the real estate industry as an active agent. She traveled through many valleys and over many mountains, experiencing challenges, losses, and trying times. It required faith, determination, and

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persistence. There were constant, new experiences, and changes in the market, and the paper work requirements. The book includes articles and poems Pat wrote that were published over the years in the Real Toro, Real Estate Guide, and SACBOR by her real estate board. Some of the articles are motivational, and some are about the lives of realtors, including Presidents of her Board of Realtors. Her book, So You Want To Sell Real Estate was started over thirty years ago, and never completed. Because of other

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obligations, and lifes
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challenges, it was filed away
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until just recently. Those
Tax Paying Taxes A Guide To
pages are included in her
Capital Gains

book, as well as other
miscellaneous, inspirational,
motivational, and thought
provoking articles and poems.
The survivors can take a trip
down memory lane,
journeying back through the
years.

THE ART OF WHOLESALE PROPERTIES

How to Buy and Sell Real
Estate without Cash or Credit
The Empowering, Street-
Smart Survival Guide for New

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Agents
Summary: Buying Real Estate
Without Cash or Credit
Federal Taxation of Real
Estate Exchanges

Real Estate Investing for the
Long Run

Exact Blueprint on How to
Grow Your Wealth - Real
Estate Investing, Buying and
Selling Homes & Property
Management

*** Real Estate Investing - 2

Manuscripts *** Book 1: Beginners
guide to invest in Real Estate! This
guidebook is going to spend some
time talking about real estate
investing and how you will be able
to make this work to see your

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income grow. Whether you are interested in wholesaling homes, flipping homes, or using them as rental properties, you will find all the answers that you need and more inside this guidebook. There is so much that you can learn about real estate investing include: What is real estate investing The best strategies to make your money grow How to find the perfect strategy Who you need to have on your team for success Selling the property Property updates that increase the value And more When you are ready to start putting your money to work and seeing where your income can go, make sure to check out this guidebook and see what real estate investing can do

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for you. This starter book will provide easy understanding strategies, techniques, and many considerations, when facing options on what type of Real Estate should you invest into. Main focus will be on the following topics: -The Basics of Real Estate Investing -Strategies and Options When Investing in Real Estate -Financing Your Investment -Finding Your First Property and Making a Profit -Working with Others Can Make Things Easier -Easy Ways to Increase the Value of Your Property without Spending Too Much -Tips Every Real Estate Investing Beginner Should Know Book 2: Are you ready to begin your career in real estate? Then give yourself a

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kick-start in the industry by reading this book. You'll learn a step-by-step licensing process, and what comes next to bring you success as a Realtor(R). Do you have

questions about how to build your business? We can help with those concerns. After reading this book, you'll learn how to generate leads, create marketing plans that will help you compete with today's top producers, and know how to help sellers get the highest price for their homes. When you study and apply our unique strategies and proven skills, you'll soon take advantage of all the opportunities the real estate industry offers. We'll teach you how to adopt the professional attitude of a top producer. Your new skills and

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knowledge will give you the confidence and assurance you'll need to conquer market challenges and become the director of your professional destiny. Before long, you'll be setting a new standard of excellence, and others will be coming to you for advice and guidance. Presented with the current management software and digital tools, you'll be able to brand yourself and create a remarkable image of success. We'll teach you how to set and attain goals you never thought possible, turning yesterday's dreams into tomorrow's reality. Chapters will cover the following topics: The Attitude of a Real Estate Agent Step-by-Step Guide to Getting Licensed Five

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Activities Your First Five Weeks in
the Business Keys to the Listing
Appointment Working as a Buyer's
Agent Marketing Yourself in a
Digital World Become Goal
Oriented & Results Driven The
Advantages of a Career in Real
Estate

This work is absolutely essential for anyone who wants to know how to sell his/her home without a real estate agent or what to look for in purchasing a home.

Provides tips on how to save money on real estate commissions by selling a house yourself with information on topics such as the multiple listing service, using the Internet, dealing with hidden costs, and handling the paperwork

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Its no secret that the majority of
wealth is tied to real estate. After
experiencing success, my wife and
I have become somewhat
evangelical about real estate.

Furthermore, this is a great way to
build self-esteem, equity, and
retirement for yourself and your
family. If youre interested in a get-
rich-quick scheme, put this book
back on the shelf and pick up one
of the many other books on the
topic. I do not have seminars and
progressive steps to my approach,
at least not yet. What I have done,
and my philosophy, is to provide a
somewhat simple and realistic
approach to property investing.
Hopefully, you will see the benefit
of property investing and try this on

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your own. Perhaps the greatest barrier to investing in property is overcoming fear. I am reminded of the Nike slogan from the eighties Just do it. Whenever anyone

incredulously asks me how I got into real estate, the simple answer is that I simply did.

The Complete Guide to Financial Freedom Through the Purchase, Leasing, and Sale of USA Real Estate

How to Buy Real Estate Without a Down Payment in Any Market

How to Sell a House Fast in a Slow Real Estate Market

100 Questions Every First-Time Home Buyer Should Ask, Fourth Edition

Insider Secrets from the Experts

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Who Do It Every Day
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How to Invest Successfully in Real
Estate / How to Become a Real
Estate Agent

Facing a volatile stock market, many people have turned to real estate as a way to invest their hard-earned money. While many investors opt to buy property and then sell it quickly, other investors choose to hold onto their property for a longer period of time to realize a greater return on their investment. Real estate

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experts Scott Frank and
Andy Heller have
developed a proven and
diversified program for
real estate investing
that incorporates both
approaches and enables
investors to take
control of their
financial futures and
build wealth over time.
Their new book, Buy Low,
Rent Smart, Sell High:
Real Estate Investing
for the Long Run
outlines a win-win-win
program, one where
average people can reap
significant financial

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rewards by investing in
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real estate. * Win One:
Free Property Investing Hybrid
Buying Low - The
Tax Paying Taxes A Guide To
investors first win
Capital Gains

occurs by purchasing
real estate at a 10-20
percent discount by
seeking out motivated
buyers and avoiding
paying agent
commissions. The book
reveals the secret to
buying foreclosed homes
with clean titles from
banks and mortgage
companies. * Win Two:
Renting Smart - The
property is rented
through a lease/purchase

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agreement. Not only does the investor get a down payment from the lease/purchasee, but he or she also receives monthly rent that usually exceeds the monthly mortgage payment. Also, the lease/purchasee takes on the maintenance and repair responsibilities and tends to be a better tenant in return for their special lease/purchase terms. In addition, as the owner of the property, the investor is able to

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receive tax write-offs.
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* Win Three: Selling High - The final win results when the lease/purchasee exercises his or her right to purchase the property. The owner has realized the benefits of owning the property and has sold it to the lease/purchasee without agent commissions. If the lease/purchasee decides not to exercise his or right, the investor still wins because he or she can either extend the lease

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purchase agreement and
increase the purchase
price (based on property
appreciation) or enter
into another

lease/purchase agreement
with a new tenant and
begin the cycle of wins
all over.

This book will prepare
you for all the expected
and unexpected twists
and turns of rental
property investments.
You will be equipped
enough to get down to
business and create a
healthy and stable cash
flow. More and more

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people are turning
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toward rental property
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investments as a
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monetary safety net for
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their future and
retirement. Having a
stable passive income
gives you the freedom to
do the things you love,
and that's the kind of
freedom we have helped
you find. Many times,
you want to just quit
your job and start
afresh with something
new, but passion does
not pay bills, but a
healthy source of
passive income, on the

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other hand, does. If you implement everything you will learn that you should have enough knowledge to get started on buying real estate properties that generate rental income. We have outlined all the information you could need to confidently speak to lenders, find properties that will offer the best value and how to stay in the driving seat at all times. From this point onward, you just need to stay on track and follow

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the footsteps of those
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who have successfully
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created thousands of
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dollars in positive cash
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flow through rental
property investments. You
have the information;
you just need a plan
now. Keep this book
handy at all times and
give each relevant
chapter a read before
you jump into the
decision making process.
The more you read
through the information,
the more sense it'll
make. Know that each
journey is different,

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and while this book has empowered you, it can only take you so far. You hold the reins to your success now... you just need to ride through it! Do you owe too much money? Are your debts crushing your spirit, embarrassing you, and stressing you out? You're not alone. The good news is that you can fix that. And this book will show you how. The debt trap is a serious problem. Who is in her, has a real problem. But most people

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react like rabbits to
snakes: they just stand
there paralyzed and do
nothing until they are
eaten. Keep a clear head
and always tell
yourself: There is
nothing that can not be
solved. You have to get
out of your own rigidity
and tackle the problem
before it eats you. As
usual in life, every
problem also offers a
chance to do better. You
just have to analyze it
clearly. When I have a
mountain of debt, I have
to part with things and

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habits that have become dear. Of course, it is difficult for those who have always sat only at the fleshpots, now only to be allowed to spoon the soup. But this is the way out of the debt trap, and you want to get out of it. You're about to learn time-tested strategies for winning your battles with debt. And I'm also going to share with you some strategies for increasing your income, as well as some important precautions

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you can take to minimize
the risk of unforeseen
events ruining your
plans.

A 30-Day Plan for

Motivated Sellers

Ideas and Strategies:

What Works, What

Doesn't, and Why

So You Want to Be a

Landlord

Selling Real Estate

Without Paying Taxes,

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Your No-Stress Guide to

Buying a Home

Current Opinion

Real Estate Investing