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Irish Property Buyers Handbook 2015

By Carol Tallon

Oak Tree Press. Paperback. Condition: New. 246 pages. Dimensions: 9.2in. x 6.1in. x 0.5in. The Irish Property Buyers Handbook deals with buying property at an uncertain time, navigating the current economic fallout and understanding the new opportunities in a dramatically changed marketplace. Aimed at first-time buyers and residential investors alike, The Irish Property Buyers Handbook is the essential guide for anyone looking to enter the brave new world of property buying in Ireland. In this updated and comprehensive guide, prospective buyers will be introduced to new strategies to help source their ideal property at prices well below market value. Property negotiations are covered in three chapters, starting with the powerful strategy of pre-negotiation, moving on to the practical psychology of buying from motivated sellers before looking at how to close the best deal. In addition, this handbook gives critical advice on how to buy a home through auction. Auctions are set to become the reality for residential buyers seeking a bargain in the coming year, which means that homebuyers must understand how to compete in the auction rooms. A chapter, contributed by well-known financial commentator, Karl Deeter, looks at the issues surrounding securing finance in the current market. This updated edition...



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