

No Nonsense Real Estate What Everyone Should Know Before Buying Or Selling A Home

Don't Buy This Book is a no nonsense step by step instructional guide on how to make a fortune in real estate. It is written to specifically benefit those with limited money to invest and whose busy life schedules don't offer much free time to pursue new ventures. It is the perfect set of lessons for the beginner but it also includes simple and easy to understand strategies used by the pros. The book is written to benefit a person acting completely on their own and independent of any firm or organization. None of the information found in this book is offered in any real estate licensing course. Only real true life experience practicing real estate can teach such valuable lessons. If you believe your path to personal prosperity may be in real estate then this book is a must read. You will reference its chapters over and over again. This is a book you will never give away. If you are serious about becoming independently wealthy then ignore the book's title and buy it while you can.

Negotiate a great price Find your best mortgage Discover applications and checklists online Get the Best Deal on Your New Home! When it comes to buying a home, it's hard to know where to begin. You want to buy at a fair price at the right time—not always easy in a fast-changing market. The updated Home Buying Kit has all you need: strategies to secure the optimal deal, the ins and outs of home financing, how to evaluate rent vs. buy, and the latest on regulations around mortgage interest and property tax. Whether a first-time buyer or veteran homeowner, this book will help you make the smart decisions that move you into your dream home in no time! Inside... Get your finances in order Improve your credit score Choose the right mortgage Build your real estate team Maximize your financial health Inspect and protect your home Understand and minimize closing costs

A no-nonsense guide to general real estate, investing in real estate, and being a landlord. There are practical tips and lists to be used in your real estate pursuits. The book covers the benefits of real estate, considerations of investing in real estate, and ways to be successful in your career. It also contains land-lording lessons learned and recommendations from experience in renting properties. All this is brought to you in an easy-to-read format with useful tips and tricks without all the fluff to read through.

"Look at market fluctuations as your friend rather than your enemy; profit from folly rather than participate in it." —Warren Buffett Investors shouldn't hate the market because of its up and downs. They should capitalize on it—and give a middle finger to those brokers wasting their time (and money) buying and selling, viewing investing as just buying stocks and not taking ownership of a company. In this book, Joe Ponzio gives an "f-you" to Wall Street and teaches you how to become a sharp value investor who uses economic downturns to your advantage. By buying into companies you believe in—but that may be selling for less than their intrinsic value, like high-end retailers in a weak market and discount retailers in a strong one—you will profit from their long-term performance. It's the perfect guide for anyone fed up with Wall Street's bull.

The Real Estate Agent's Guide to Free Up Your Time, Build Your Business with Confidence, and Finally Have a Life Outside

The No-Nonsense Book on Finding Deals, Financing the Right Way, and Managing Wisely

How to Make Money With Real Estate Options

No-Nonsense Marketing

9 Steps that Grow the Value of Your Home and Net Worth

The Right Systems and Approaches to Cut Years Off Your Learning Curve and Become Successful in Real Estate.

A Practical, No-nonsense Guide to Reducing Real Estate Taxes on the Single Family Home

*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 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. A house is the biggest purchase most people will ever make, but most people don't know the best way to buy a home. The book covers everything you need to know about the home buying and selling process so that you are not taken advantage of. including:- Deciding on how much money to spend on a house(don't let your lender or agent decide for you!)- Deciding whether you should buy or rent- How to get a great deal on a house that will build instant equity- How to get the best loan with less money down (if that is your goal) and the lower overall cost- How to find the best real estate agent and lender and why you need them- How the process works including inspections, appraisals, title insurance, mortgages, closings, escrows, HOAs, etc...- How to fix up your house and maintain it- How to find contractors to help you fix up your house- How to sell your house for the most money- When and if you should refinance your house- A glossary full of definitions for real estate terms- Plus bonus chapters on starting a career in real estate*There has been a lot of talk about real estate being a bad investment. Many financial and economic advisers suggest buying a home may be worse for your finances than renting. However, I think most people do not take the home buying or selling process seriously. They put all their faith in other people to get the right deal done for them.If you blindly buy a house based on what your real estate agent or lender tell you, it may not be a good investment! However, if you are able to find great deals, get a good

loan, and take care of your home, real estate can be an incredible tool to build wealth. I am a real estate agent, and real estate investor who has done very well buying hundreds of houses. I try to teach what I know to others to help them make smarter and better decisions. If you know the right way to buy a home, it beats renting every time. There is a lot of information in this book, and depending on your real estate experience you may know some of it, or be familiar with a lot of it. I have created four sections with many chapters to make it easy to navigate. The first part of the book focuses on the bare basics of buying and selling houses, while the later sections go deeper into each aspect of real estate. I hope you enjoy the book and learn how to make your real estate purchases awesome investments.

Your successful career in real estate starts here! The first 365 days of working in real estate can be one of the most tumultuous times in your career - full of hard lessons, heart breaks and hard work. Just because you have a license, doesn't mean you have a business. But if you get the important stuff right, a great future is yours for the taking. This honest, eye-opening and completely practical insider's guide shows you how to get where you want to be - even if you're starting from nothing. Author and successful real estate agent Shelley Zavitz reveals in unprecedented detail: - what to expect the first year of your career - how to implement systems that will impact your business in the next 90 days - how to build a marketing plan in a digital world - how to work your contacts to start your referral pipeline - how mindset can make or break your business and what to do about it - why surrounding yourself with the right people is essential. Shelley shares her own story as a new real estate agent - including how she built a brand starting with a network of just four people in a totally new city. The book also comes complete with worksheets, hot lists and examples of great branding so that you can catapult your business into the fast lane right now. Your First 365 Days in Real Estate is the number-one resource for new agents in the industry - don't miss out on your potential as a realtor without it.

LONGLISTED FOR THE 2019 NATIONAL BOOK AWARD FINALIST, 2020 PULITZER PRIZE IN HISTORY By the late 1960s and early 1970s, reeling from a wave of urban uprisings, politicians finally worked to end the practice of redlining. Reasoning that the turbulence could be calmed by turning Black city-dwellers into homeowners, they passed the Housing and Urban Development Act of 1968, and set about establishing policies to induce mortgage lenders and the real estate industry to treat Black homebuyers equally. The disaster that ensued revealed that racist exclusion had not been eradicated, but rather transmuted into a new phenomenon of predatory inclusion. Race for Profit uncovers how exploitative real estate practices continued well after housing discrimination was banned. The same racist structures and individuals remained intact after redlining's end, and close relationships between regulators and the industry created incentives to ignore improprieties. Meanwhile, new policies meant to encourage low-income homeownership created new methods to exploit Black homeowners. The federal government guaranteed urban mortgages in an attempt to overcome resistance to lending to Black buyers - as if unprofitability, rather than racism, was the cause of housing segregation. Bankers, investors, and real estate agents took advantage of the perverse incentives, targeting the Black women most likely to fail to keep up their home payments and slip into foreclosure, multiplying their profits. As a result, by the end of the 1970s, the nation's first programs to encourage Black homeownership ended with tens of thousands of foreclosures in Black communities across the country. The push to uplift Black homeownership had descended into a goldmine for realtors and mortgage lenders, and a ready-made cudgel for the champions of deregulation to wield against government intervention of any kind. Narrating the story of a sea-change in housing policy and its dire impact on African Americans, Race for Profit reveals how the urban core was transformed into a new frontier of cynical extraction.

What Everyone Should Know Before Buying Or Selling a Home

Rental Properties Made Simple

Race for Profit

Why some organisations consistently outperform others

Low-Cost, Low-Risk, High-Profit Strategies for Controlling Undervalued Property....Without the Burdens of Ownership!

Don't Buy This Book Unless You Want to Make a Fortune In Real Estate

F Wall Street

Mark Ferguson "describes exactly how he has made it big in real estate and what to expect as a real estate agent. Mark breaks down how much money real estate agents can really make as well as how much work an agent will have to do. ... real estate can be a wonderful business if you treat it as a business and plan accordingly. There are many things an agent can do to be successful, which Mark details in this book. ... Choosing the right broker; Getting off to a fast start selling houses; Finding the right lead sources; Where to spend your money; Where not to spend your money; The best ways to network; How to build a business, not create a job; How to make your real estate agent business a sell-able asset..."--Amazon.com.

In The No-Nonsense Real Estate Investor's Kit, noted author and real estate expert, Thomas J. Lucier provides detailed information, step-by-step instructions and practical advice for both beginning and experienced investors, who want to join the ranks of

America's real estate millionaires! You get Tom Lucier's lifetime of real estate investing expertise and experience in twenty-three meaty chapters. You also get all of the nitty-gritty details on five proven strategies for making money in real estate today. You'll learn all of the fundamentals of successful investing and get the guidance that you need on these and many more vital topics: Choosing the right investment strategies Financing your deals Limiting your risk and liability Earning tax-free income from the sale of real estate Setting up and operating your own real estate business Investing in undervalued properties Following state and federal real estate related statutes Negotiating the best possible deal for yourself Buying properties at below-market prices Performing due diligence, inspections, and estimating property values Preparing purchase and sale agreements The No-Nonsense Real Estate Investor's Kit is as close as you can get to a graduate degree in real estate investing without ever going to college. It arms you with the specialized knowledge that you need to compete successfully against the seasoned real estate professionals in your local real estate market. And this book comes complete with FREE downloadable and customizable forms to help you get started on the fast track. Real estate investor and property management consultant Shiral Torres takes you on a journey to master basic, yet effective property management skills that help you become a confident, successful landlord. Through her stories and struggles (from being a teenage mother to now owning many rentals across the country), she gives the reader real life landlord examples and solutions that anyone can apply to their own rental property business. Shiral's philosophy about keeping life and business simple makes property management fun and exciting. Being a landlord has its challenges, but it doesn't have to be a nightmarish experience. Let Shiral Torres teach you applicable property management skills and show you how to consistently stick to them. After reading Shiral's book you may even enjoy property management enough to turn it into a full-time career! Shift your real estate business into high gear, this REALTOR training book makes listing and selling property easy Learn lead generation, marketing strategy and tips, client prospecting, systems, formulas, scripts and more No more stumbling blindly trying to build a successful real estate business, follow Wade Webb's proven real estate success system and generate a great income while creating the lifestyle of your dreams Simply follow the field tested tactics in this realty handbook loaded with creative advertising and promotional ideas for the beginner and seasoned professional alike. Executive coaching for full time and part time REALTORS seeking effective tools and professional, business and life coaching backed with a solid business philosophy Real Estate Business Training to Build a Market Proof Successful Realty Empire The Lazy REALTOR by Wade Webb is built on universal, proven and tested business principles designed to inspire and educate you into reaching and surpassing your wildest dreams to build a successful real estate business and to enjoy the lifestyle that goes along with it. The Lazy Realtor goes into great detail on all the main components required to start, grow, and maintain a recession proof real estate empire. Learn about getting started, the learning curve, budgeting, goal setting, how to become an EXPERT Buyer & seller cycles, listing cycles, pricing psychology Databases & relationship lists, expanding your database Potential clients everywhere, multiplying leads, lead generation, cashing in on leads Glengarry style, sales and power prospecting methods Enter the World Wide Web, power of connecting, new Marketing IT Open House strategies Triggering emotions, features vs. benefits, psychology in sales Staging homes, selling sellers on staging Farming, direct mail, cold calling, warm calling Expired listings, for sale by owner, FSBOs Making listings more salable Managing your time, time blocking, breaking the realtor-phobia, selling yourself Showing luxury homes In buyers shoes, one house at a time, Exclusive Agent anyone?, helping owners with direct sales Winners never quit, quitters never win, discipline can go a long way, 3-Part Formula for Success Pricing strategies, connecting with your sellers, getting inside their head 22 solutions to kick-start your business (and yourself!) Insider's Tips 7 figure income for me? Specifications 6" x 9" (15.24 x 22.86 cm) Black & White on White paper 126 pages Wade Webb Real Estate Coaching Handbook for Seasoned Professionals and "Dummies" Alike Why stumble through your real estate career learning the hard way when you can learn from a master who has "been there, done that" and chiseled through all the trial and error for you? The last thing you want when trying to attain your financial and professional goals as a REALTOR is to waste days, months and even years spinning your wheels not to mention thousands of dollars on mis-spent advertising dollars and business expense... and let's not forget the potential lost income of doing it right the first time. Buy Wade Webb's The Lazy Realtor and Receive the Following All the rock solid real estate training mentioned above and much more Bonus training materials Bonus videos from Wade and marketing materials Product Guarantee - The

ONLY Real Estate Coaching eBook Backed by a Lifetime Satisfaction Guarantee Order Now as You Risk Nothing With Our Guarantee. Buy 2 and Get One for a Friend?

101 Practical Ways to Win and Keep Customers

With Answers from Top Brokers from Around the Country

Understanding Buying and Selling a House

Fix and Flip Your Way to Financial Freedom

How Banks and the Real Estate Industry Undermined Black Homeownership

The New No-nonsense Landlord

Success as a Real Estate Agent For Dummies

With more than 350,000 units sold worldwide, this fan-favorite will show you every strategy, tool, tip, and technique you need to become a millionaire rental property investor.

There are plenty of books on how to buy, sell, or invest in real estate. But there isn't one that brings together homeownership with money management investing and retirement planning. This is that book." — Bruce Sellery, author of Moolala and CEO of Credit Canada This handbook for smart homeownership explains how to... **Proactively maintain your home** **Increase property value with smart renos** **Reduce monthly expenses** **Take advantage of debt** **Live life as a happy homeowner** What this book will give you Just because you buy a home—or buy stock or save money—doesn't make it smart. It's what you do with the asset—whether it's a home or stock purchase or savings in some account—that is smart. It's whether the asset ends up being an investment that works to grow your net worth or just an expensive product you own. What you'll find in this book are strategies for maintaining, protecting and increasing the value of your home, while finding small and big ways to save money. Broken down into eight steps, with the final ninth step that wraps up what you've learned. What people are saying about the book Personal finance experts agree, this is a must read for homeowners There are plenty of books on how to buy, sell or invest in real estate. There isn't one that brings together homeownership with money management, investing and retirement planning. This is that book. – Bruce Sellery, author of Moolala and CEO of Credit Canada House Poor No More is the perfect handbook to prepare yourself as a homeowner. After reading House Poor No More, I know what renovations are worth the investment and how to prioritize maintenance, plus so many other homeownership secrets you could never find with a Google search or internet-deep-dive. Romana King's 20 years of real estate experience and homeownership knowledge are pared down into digestible takeaways extremely valuable for the average homeowner. – Alyssa Davies, author of The 100-Day Financial Goal Journal and MixUpMoney Romana offers readers important tools for making strategic real estate decisions. She shows how to fulfil our emotional desire for homeownership while also building long-term wealth — without having to pinch our lifestyle or compromise other financial goals. – Rita Silvan, former Editor-in-Chief at ELLE CANADA and Golden Girl Finance In her new book, Romana King dismisses the notion that homeownership is either a good decision or a bad decision. Instead, she helps us acknowledge the emotional need for owning a home and then sets out a plan to help all homeowners make smarter, more strategic decisions when it comes to their home. – Karin Mizgala, author of Unstuck: How to Get Out of Your Money Rut and Start Living the Life You Want and CEO Money Coaches Canada Romana King helps readers understand if homeownership is the right decision for them (right now.) House Poor No More, King discusses how to set a goal of homeownership and to use it to build your wealth long term. Most importantly she provides much-needed tools to help you navigate today's overheated housing market. – Rubina Ahmed-Haq, creator of Always Save Money, 20-year business and finance reporter House Poor No More does an excellent job of explaining how and why homeownership is a smart, strategic tool for our emotional and financial well-being. Following the tips and tactics outlined in this book, anyone can become a smarter homeowner and grow their personal net worth. – Robert R. Brown, author of Wealthing Like Rabbits

"I am finishing up your excellent book Fix & Flip Your Way to Financial Freedom. I have probably read 6 fix & flip books over the past 6 months and your book is one of the best I have read."-ArtAre you ready to start an exciting career or side job flipping houses? Fix and Flip Your Way to Financial Freedom is written by Mark Ferguson, who runs Investfourmore.com a real estate blog with 300,000 views a month. Mark is also an active flipper, having flipped over 100 homes and is currently flipping multiple homes in today's hot market. Mark is also a real estate agent, a rental property owner and a trusted authority when it comes to real estate investing. This book contains all the details need to start flipping houses from scratch or to build your current flipping business bigger and better.In this book you'll discover how to:Finance your flips with banks, hard money, private money and moreFind killer deals that make it possible to make a lot of money flipping housesAccurately predict the costs and repairs that will come with a flipFigure out what houses you should buy and which houses you should stay away fromStructure offers and negotiateFind contractors and keep good contractors working hardSell your houses for top dollar quickly!Scale your business to get to the point of doing ten or more flips at one time (like Mark)Fix and Flip Your Way to Financial Freedom is a wealth of information on flipping houses. It will help you know what it takes to make it big in real estate and avoid many of the costly mistakes most new flippers make. Table of Contents (Chapter Level)About the Author Introduction 1. How Much Money Can You Make Fixing and Flipping Homes? 2. Why I Like to Fix and Flip Homes; Money, Time, Enjoyment...3. What are possible downfalls involved in flipping houses? 4. Why it is Risky to Buy Old Houses to Flip 5. How Much Money Do You Need to Fix and Flip a Home? 6. What are the Costs Involved in Flipping? 7. How much does it cost to fix up a house? 8. How to Determine What to Repair on a Rental Property or Fix and Flip 9. How Long Does it Take to Fix and Flip a Home? 10. How to Finance Fix and Flips 11. How to Finance Fix and Flips with Hard Money 12. How to Find a Portfolio Lender Who Will Finance Multiple Investment Properties 13. How to Make More Money Fix and Flipping Homes 14. What Is the 70 Percent Rule? 15. Should you use a contractor to repair a fix and flip or do the work yourself? 16. How to Find a Great Contractor 17. How to Make Sure the Contractor you Hire Will do a Great Job Repairing Your Home 18. Fix and Flip Case Study Part 1 19. Fix and Flip Case Study Part 2 20. How and Why I Lost Money on a Flip 21. How to Buy Real Estate below Market Value 22. How Can You Get a Great Deal on a House on the MLS? 23. Why You Should Become a Real Estate Agent if You Want to Buy Fix and Flips 24. How to Determine Market Value on Investment Properties 25. How to Sell a House for the Most Money 26. How Much Does it Cost to Sell a House? 27. Why You Should Always Use a Real Estate Agent to Sell a House 28. How to Find an Investor Friendly Real Estate Agent 29. How Can an Investor Get a Real Estate Agent to Find Them a Great Deal? 30. How to Determine Whether to Fix and Flip or Buy and Hold a Property 31. Is it better to Fix and Flip Houses or Buy and Hold Rental Properties? 32. How to Make One Million Dollars a Year Flipping Houses33. Bonus Chapter; How I Bought My Last 20 Houses

The Top 1% Life helps real estate agents leave their "overworked underachiever" concept behind. Kathleen Black, one of North

America's leading real estate coaches, has worked with thousands of agents and hundreds of teams to solve this problem. After transforming 80% of her clients into top 1% producers, her tried, tested, and true KBCC Ultimate Expansion Strategy shown within The Top 1% Life helps real estate agents: Make it home in time for dinner Spend their nights and weekends with their children, spouse, and loved ones Find some help that actually makes a difference Get their business organized and self-sufficient so everything doesn't depend on them Quit being on call 24/7 Take an actual vacation – without their phone

Build a Rental Property Empire

The Millionaire Real Estate Investor

So You Want to Be a Landlord

First Time Home Buyer's Quick and Easy Guide to Buying a Home

YOUR FIRST 365 DAYS IN REAL ESTATE

The Book on Rental Property Investing

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

Investing in Your 20s & 30s For Dummies (9781119293415) was previously published as Investing in Your 20s & 30s For Dummies (9781118411230). While this version features a new Dummies cover and design, the content is the same as the prior release and should not be considered a new or updated product. The easy way to make sense of investing when you're just starting out Today's 20- and 30-somethings have witnessed a miserable investment market during most, if not all, of their adult lives. But going forward, the opposite is more likely to be true. In order to build a retirement portfolio that is capable of covering expenses in your golden years, it is necessary to start saving and investing while you are young. Investing in Your 20s & 30s For Dummies offers investment advice for taking the first steps as you star out on your own earning a livable income. Investing in your 20s & 30s For Dummies cuts to the chase by providing emerging professionals, like yourself, the targeted investment advice that you need to establish your own unique investment style. Covering everything from evaluating assets and managing risk to demystifying what the phrase "diversifying your portfolio" really means, this guide offers expert investment advice that you shouldn't be without. Helps you determine your investment timeline and goals Offers plain-English explanations of investment lingo Includes tips for investing while having debt Guidance on where and when to seek investment advice If you're in your 20s or 30s, the sooner you're investing, the more time you have to compound your returns and grow your portfolio. So what are you waiting for?

Pre-foreclosure real estate is one of the hottest investment opportunities on the market. The Pre-Foreclosure Property Investor's Kit offers step-by-step instruction and no-nonsense advice on how to find great deals, estimate fair market value, negotiate with sellers, sell your property on your own, and win big in real estate. You'll learn how to get the best deals on foreclosure properties before they go to auction and utilize simple ready-made worksheets, checklists, forms, and agreements that make getting started easy. Even people of modest means can get into pre-foreclosure investing—all it takes is a little hard work, persistence, and the tools you'll find in this handy guide.

The goal of this book is to make you a better real estate investor. After reading this guide, you will make more informed decisions when it comes to real estate investing, use proven techniques to help you discern between different types of loans and decide which best fits your needs, understand the basic industry terminology, calculate costs and profits using time value of money principles, negotiate in a much more synergistic way, overcome adversity through adaptability, analyze deals through principles, and become acquainted with different investment vehicles.

"Frank Cook shows new agents, those who might want to be agents, and those who want to be better agents, the road to success."--Jacket.

How You Can Double Your Income By Investing in Real Estate on a Part-Time Basis

Beat the Assessor

The No-Nonsense Home Organization Plan

The No-Nonsense Real Estate Investor's Kit

The No Nonsense Guide to Selling Your Home

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

Real Experts. Real Stories. Real Life.

"Vic Prushan does not just talk about how to give the customer more than is expected, he delivers. [No-Nonsense Marketing is] incisive and thought-provoking, yet hard-hitting and practical. I recommend this book highly to managers of all businesses, large and small." --Jack D. Lantz, President and CEO, Unitek Miyachi Corporation "Whether you have an MBA or learned about marketing from the school of hard knocks, Prushan's No-Nonsense Marketing will remind you of things you should not have forgotten and shows you things you wished you'd known." --Stewart A. Washburn, CMC, Consultant to Sales and Marketing Management "Prushan's book follows his own sound advice--to always give customers more than they expect! Readers will find this a trove of insights and inspiration for every aspect of business management. I recommend it highly." --Alexander Hiam, author of The Portable MBA in Marketing and The Vest-Pocket CEO and Professor in the Marketing Department at the University of Massachusetts, Amherst "This book is required reading for anyone who thinks they are a 'Street Fighter' in marketing. It's filled with great ideas that can help you build a stronger and more profitable customer base. Victor Prushan truly knows his stuff and freely shares it in this book." --Jeff Slutsky, author of Street Smart Marketing and The Toastmasters' Guide to Successful Speaking "Finally, a book of marketing principles that both reviews fundamentals long since forgotten and provides iconoclastic new concepts on gaining, keeping, and delighting your customers, all written with Vic Prushan's dry but sparkling humor! This will be required reading for every person in my company who interfaces with a customer!" -- Jeff Z. Amacker, President, Teledyne Controls

Andrew Winter has had enough -- enough of sellers who think their house is the best when the reality is far from it; enough of buyers who expect so much more than they can afford; and enough of dodgy agents who give the industry a bad name. And now, for the first time inside this no-nonsense guide, he has something to say to you. If you're buying or selling property, you need help from someone who knows what they're talking about. Forget the spiel from agents and hype from the media -- read this straight-talking book and discover how to get your foot in the door, find a bargain, sell for a tidy profit or find the home of your dreams. Do you really know how to make money from real estate? Do you know what your house is worth? Do you know the pitfalls of buying a house based on aesthetics? Do you know how to establish a winning tactic for bidding at auctions? Do you know what the agent is thinking? Andrew Winter knows all of these things and more, and he has some cracking stories to tell you along the way. With more than 25 years in the property industry, including as host of the television series *Selling Houses Australia* on The LifeStyle Channel, Andrew can be trusted to tell it straight.

A no-nonsense guide to finding success-and avoiding failure-in your first years in real estate. Let's not sugarcoat it-real estate is a cut-throat industry. Nearly 87-percent of new agents succumb to failure within the first five years. What if instead of failing, you could join the 7-figure club instead? In this comprehensive guide, you will discover: What you need to know about passing exams and getting licensed The insider strategy for launching and nurturing your career from Day 1 Common and avoidable mistakes made in the first year The surprising traits shared by successful agents The real reasons clients choose certain agents over others Proven pricing strategies and marketing tactics Easy insights you can implement NOW to boost your real estate career The #1 key to success in real estate And much more! In his first resource for the masses, award-winning real estate expert John Graff guides readers through the challenges and opportunities new agents face. Graff used these same insights to quickly evolve from brand new agent to founder and CEO. Graff is now the owner of one of the country's fastest-growing privately held companies. Real Insights is your guide to avoiding common mistakes so you can be part of the 13-percent of agents who thrive.

No Nonsense Real Estate What Everyone Should Know Before Buying Or Selling a Home

How to Buy a House

How to Make Money Buying Distressed Real Estate -- Before the Public Auction

7 Weeks to Declutter in Any Space

The No-Nonsense Guide to Success as a Real Estate Agent

Fear Is Just a Four-Letter Word

A No-Nonsense, Straightforward Guide to Managing Your Rental Properties

The Lazy Realtor

"This is a very thorough review of what the intelligent homebuyer needs to know... straight from an experienced pro that has seen millions of dollars exchange hands at the closing table." - Peter Voogd, #1 International Bestselling Author of *6 Months to 6 Figures* There are countless real estate books on the market today, so why read this one? What sets it apart from all the others out there? Bestselling Author, Alex Goldstein, brings a unique perspective that many others do not. As a successful realtor and investor, Alex has been on both sides of a real estate transaction, so he knows what strategies and techniques will lead to a successful deal, and which ones should be avoided at all costs. That's why he chose the name, "No Nonsense Real Estate," for his third book. Goldstein offers practical, proven home buying techniques, free of fluff or confusing jargon. This book is for anyone who is getting ready to buy or sell a home and wants to be as informed as possible as they get ready to begin the process so there are no surprises - whether they will be working with a realtor or doing it on their own. 9 REASONS TO READ THIS BOOK NOW: 1. AGENT - Go through the pros and cons of working with a real estate agent, and the two ways that they can add the most value, 2. ECONOMICS - You'll understand the fundamental economics of the housing market in the simplest terms possible 3. INVESTING - Avoid the top five mistakes (almost) all new real estate investors make 4. NEGOTIATIONS - Five critical elements of a successful negotiation 5. FINANCING - Possible financing options, from traditional loans to seller financing 6. SELLING - Seven secrets that make selling a home as painless as possible 7. BUYING - Demystifying contracts and closing costs takes the fear out of the process 8. CLOSING - Walk through eight steps involved in a real estate transaction closing 9. PRACTICAL - Learn how all the different parts come together in a real life case study You also receive three free gifts. Goldstein has put together a special document answering the most popular questions every buyer, seller or investor has during a real estate transaction. You also get special access to an easy-to-understand glossary of the most popular real estate jargon. Last but not least, every reader is access to a free video training that will teach you how to choose the best home for your family. The free training is available at: <http://Bonus.NoNonsenseBook.com>

Instant Wall Street Journal bestseller! From the first female real estate broker on Million Dollar Listing LA, a no-nonsense guide to analyzing big egos, deflecting power plays, and taking control of any room. Behind Tracy Tutor's on-screen persona is an uncanny knack for projecting confidence in the most intimidating of circumstances. The breezy, tough-talking, utterly inimitable businesswoman has rivaled her male co-stars to land increasingly high-profile deals in the world of LA real estate. Now, Tracy is leveraging her years of experience to write the go-to manual for any woman struggling to convince people she's in charge. If you get thrown off course by narcissistic personalities or freaked out by high-stakes situations, don't assume you're weak. When fear is running the show, you get wrapped up in your head and start missing important cues. Yes, the people you're dealing with seem scary, but they're more predictable than you think. Once you understand them, it's easy to push the right levers of influence to get what you want. Through candid, hilarious stories of her rise through a world of misogyny and cutthroat business dealings (text message

screen shots from creeps included!), Tracy offers a crash course in the psychology of power dynamics and social signaling. You'll learn: □ What five things you should always find out about someone before you meet them □ How to choose the perfect outfit for an important meeting, even when dressing on a budget □ When and how to use humor strategically to lighten the mood and command authority This book is a must-read for any ambitious woman who wants to win her next business confrontation before she even walks into the room.

Techniques for parlaying sweat equity, common sense, and minimal cash into real estate success and financial security "The knowledge shared in this book is priceless because it works. Highly recommended."--Robert Bruss, nationally syndicated real-estate columnist The New No-Nonsense Landlord eschews the glitz of "how to become a millionaire" real estate books to provide nuts and bolts, how-to information on the hands-on realities of being a successful landlord. It provides landlords as well as those who want to become landlords with practical advice on how to deal with tenants, how to make low-cost repairs, how to take maximum advantage of tax laws, and more. Author and longtime real estate investor Richard Jorgensen knows firsthand what it takes to become wealthy owning rental properties, and shares his secrets on every page. New information in this revised and expanded edition includes: New chapters on insurance, single family homes, and 2-6 unit properties Updated tax strategies for maximizing profits Updated case studies throughout the book

Give your home (and yourself) space to breathe with this easy plan. Clutter invades your personal space--and your mental space. The No-Nonsense Home Organization Plan helps you quickly and sustainably transform your home into a calm, orderly safe haven. The seven-week plan walks you through your residence room by room, breaking the work into small daily tasks to make the process simple. No need to buy or prep anything upfront--you'll learn to maximize the space you already have, set up organization systems to put things back where they belong, and donate or sell what you don't need. The No-Nonsense Home Organization Plan includes: For every space--This organization system works for any kind of dwelling, from a 6,000 square foot house to a 300 square foot studio. Customize at will--The organization plan can be adapted to your environment and schedule: Take extra time on an area, or skip what isn't relevant to your home. Step-by-step guide--Get specific guidance on the organization of backyard clutter, shower supplies, wall decor, kids' toys, and other tricky items. Start feeling good the moment you walk in your door--The No-Nonsense Home Organization Plan will show you how.

A Self-Made Billionaire's No-Nonsense Guide for Entrepreneurs

House Poor No More

The Real Book of Real Estate

Practical Advice for New Real Estate Professionals

Building Wealth with Rental Properties

The No-Nonsense Guide to Real Estate

Spend like a miser, profit like a mogul Who says you have to spend money to make money? Savvy real estate investors follow the examples of Donald Trump and Walt Disney, turning substantial profits on properties without incurring the debt, risk, and maintenance costs of ownership--and now, so can you! In How to Make Money with Real Estate Options, real estate expert Thomas Lucier introduces you to the low-risk, high-yield investment vehicle that can earn big bucks even for small investors. Lucier explains what real estate options are, how they work, and why they are the tools of choice for thousands of successful investors. Step by step, he shows you how to: * Locate potential option properties using the Internet, want ads, and "bird-dogs" * Contact and negotiate with property owners * Perform due diligence and avoid options pitfalls * Prepare an option agreement that protects you * Insure real estate options with title insurance * Package and sell optioned properties for optimum profits Packed with no-nonsense advice on how to identify the most profitable properties and manage every step of the option process, How to Make Money with Real Estate Options is a practical guide to one of the secret weapons of savvy investors.

Get tested and proven advice on how to navigate risk and succeed in all phases of business ownership from a successful entrepreneur who turned a small startup into a billion-dollar company. Self-made billionaire and Paychex founder Tom Golisano understands the fears, risks, and challenges small-business owners face every day. He has launched and grown his own highly successful business and mentored dozens of entrepreneurs, helping them build their own fruitful companies. Golisano knows how nervous aspiring business owners are about the risks of entrepreneurship. Now, he ' s sharing the startup-to-exit secrets to success and how he turned \$3,000 into \$28 billion dollars. Built, Not Born shows you: How going against the grain can be a great strategy for finding business opportunities and why it pays to question conventional wisdom. Why the pregnant pause can be an effective weapon in negotiations and when interviewing potential employees. Why a prenuptial or even a postnuptial agreement is critical to any business owner. What potential buyers and funding sources look for, and the best way to present a business plan. And finally, the key growth and leadership strategies that have helped Paychex sustain its incredible level of growth and profitability. Built, Not Born provides a direct and practical approach on how to overcome everyday challenges. This essential handbook is a key resource for current and aspiring entrepreneurs on how to start, grow, and operate a successful business.

This is a book for managers who know that their organisations are stuck in a mindset that thrives on fashionable business theories that are no more than folk wisdom, and whose so-called strategies that are little more than banal wish lists. It puts forward the notion that the application of uncommon sense - thinking or acting differently from other organisations in a way that makes unusual sense - is the secret to competitive success. For those who want to succeed and stand out from the herd this book is a beacon of uncommon sense and a timely antidote to managerial humbug.

A Step By Step Guide To Buying Your First House Discover the best, most practical, step by step tips and strategies for buying a house in today's market written by a real estate broker and property investor. For most people, buying a house is overwhelming, stressful, and confusing. Here's the good news: buying a house is actually very straightforward if you understand how the process works. In this guide we offer accurate and direct guidance to help you buy your first house and break everything down into simple step-by-step advice. Although this guide is perfect for beginners to real estate, there will be tips and tactics that can help even savvy real estate professionals. This no-nonsense, easy to read guide will reveal everything you need to know to be prepared and successfully buy your first house, you may even know more than your local real estate agent after reading this. Buying a house is usually the largest investment of your life so anything you can do to improve your position is well worth it. Here are some of the many things you will learn in this book: -A Step By Step Process For Buying A House -How to Find The Right Real Estate Agent -How to Make Winning Offers Without Overpaying -Overlooked Tips For Buying A House -Common Mistakes First Time Home Buyer's Make -The Top Myths of Buying A House -House Buying Checklist -And MUCH MORE All of these strategies, tactics, and tips, will give you a huge competitive advantage when it comes to buying your first house. Get started today and click the BUY button at the top of this page!

Built, Not Born

Real Insights

The Pre-Foreclosure Property Investor's Kit

Home Buying Kit For Dummies

How to Develop the Unstoppable Confidence to Own Any Room

The Top 1% Life

Joe Ponzio's No-Nonsense Approach to Value Investing For the Rest of Us

“This book is not just a bargain, it’s a steal. It’s filled with practical, workable advice for anyone wanting to build wealth.”—Mike Summey, co-author of the bestselling *The Weekend Millionaire’s Secrets to Investing in Real Estate* Anyone who seeks financial wealth must first learn the fundamental truths and models that drive it. The *Millionaire Real Estate Investor* represents the collected wisdom and experience of over 100 millionaire investors from all walks of life who pursued financial wealth and achieved the life-changing freedom it delivers. This book--in straightforward, no nonsense, easy-to-read style--reveals their proven strategies. The *Millionaire Real Estate Investor* is your handbook to the tried and true financial wealth building vehicle that rewards patience and perseverance and is available to all--real estate. You'll learn: Myths about money and investing that hold people back and how to develop the mindset of a millionaire investor How to develop sound criteria for identifying great real estate investment opportunities How to zero in on the key terms of any transaction and achieve the best possible deals How to develop the "dream team" that will help you build your millionaire investment business Proven models and strategies millionaire investors use to track their net worth, understand their finances, build their network, lead generate for properties and acquire them The *Millionaire Real Estate Investor* is about you and your money. It's about your financial potential. It's about discovering the millionaire investor in you.

Success as a Real Estate Agent For Dummies shows you how to make your fortune in the real estate business. Whether you are looking to rev up your real estate business, deciding whether to specialize in commercial or residential real estate, or just interested in refining specific skills, this book is for you. This no-nonsense guide shows you the fun and easy way to become a successful real estate agent. It provides expert advice on acquiring the skills needed to excel and the respect and recognition you'll gain through making sales and generating profit. Soon you'll have all the tools you need to: Prospect your way to listings and sales Build a referral-based clientele Work with expired and FSBO listings Plan and host a successful open house Present and close listing contracts Market yourself and your properties online and in print Negotiate contracts and avoid derailment Stake your competitive position Achieve excellent relationships with clients Spend less time to earn more money This guide features tips and tricks for working with buyers, must-haves for a successful real estate agent, and common pitfalls that can be avoided. Also included is a list of Web sites for real estate agents that are valuable resources for success. With *Success as a Real Estate Agent For Dummies*, you'll discover how to acquire key skills and get on track for a successful career!

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, 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.

From the #1 bestselling author of "Rich Dad, Poor Dad" comes the ultimate guide to real estate--the advice and techniques every investor needs to navigate through the ups, downs, and in-betweens of the market.

21 Things I Wish My Broker Had Told Me

How to Create Wealth and Passive Income Through Smart Buy & Hold Real Estate Investing

What Everyone Should Know Before They Buy Or Sell a Home

Uncommon Sense, Common Nonsense

Investing in Your 20s and 30s For Dummies

Necessary Knowledge for the Novice Investor

How to Make It Big as a Real Estate Agent

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 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.

Mark Ferguson, a successful rental property owner, fix and flipper and real estate agent, has learned the best way to find rentals, get great deals, manage properties, finance properties, find great markets and build wealth with rentals. In this book Mark shares with you the information you need to be a successful rental property investor.

Cut to the Chase Real Estate Guide

Kick Back and Relax...Your Guide to Building a Real Estate Sales Machine That Rocks in Any Economy

No-Nonsense Guide to Buying and Selling Property

No Nonsense Real Estate