



Sheehan's Twelve Laws of Real Estate

#1: Selling and buying real property is a very touchy business.

#2: Academics publish or perish; Realtors sell or perish.

#3: The seller may propose, but it is the *buyer* who disposes.

#4: At the beginning, in the middle, and at the end, it's always about price.

#5: To get paid what you're worth, insist on getting paid what you're worth.

#6: To stay out of legal trouble, learn the facts, and *disclose* them.

#7: The first offer is the best offer.

#8: It's not over until it's over.

#9: Time is of the essence.

#10: If a party to a transaction doesn't understand the sales contract and something bad happens, watch out—especially if you're the agent working with the party that *does* understand it.

#11: "Never commoditize Realtors: there are the great, the good, the middling, the incompetent, and the disastrous."

#12: "Engage a Realtor with superior skills, because up to and including the settlement at which a property's legal transfer of ownership occurs, bizarre problems can surface."

Real Estate Guidelines And Rules Of Thumb

Padhraic Smyth



Real Estate Guidelines And Rules Of Thumb:

Real Estate Guidelines and Rules of Thumb Ronald E. Gettel, 1976

The Inside Guide to Funding Real Estate

Investments Ross Hamilton, 2017-11-16 Great financing is the holy grail of real estate with the power to make or break the deal. Learn how to get the money you need for the property you need. Whether you are brokering your first deal or your fiftieth, finding the right financing for that specific situation can be the most important challenge you face. However, you can find nearly unlimited supplies of funding for all your real estate deals if you know where to look. *The Inside Guide to Funding Real Estate Investments* introduces you to the range of options available from traditional mortgages and asset-based loans to crowdfunding and private money and provides an inside look into the loan process as a whole and how lenders think through different scenarios. Learn all there is to know about: What lenders are looking for, How to close with confidence, How to maintain sufficient liquidity, How to protect your credit position for future deals, What to do when deals go south. Whether you're planning to fix and flip or buy and hold, you can rest confidently that you are in prime position to not only avoid costly borrowing mistakes but also be set up for real estate success beyond what you thought possible with *The Inside Guide to Funding Real Estate Investments* by your side.

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This book delves into Real Estate Guidelines And Rules Of Thumb. Real Estate Guidelines And Rules Of Thumb is an essential topic that needs to be grasped by everyone, from students and scholars to the general public. This book will furnish comprehensive and in-depth insights into Real Estate Guidelines And Rules Of Thumb, encompassing both the fundamentals and more intricate discussions.

1. The book is structured into several chapters, namely:
 - Chapter 1: Introduction to Real Estate Guidelines And Rules Of Thumb
 - Chapter 2: Essential Elements of Real Estate Guidelines And Rules Of Thumb
 - Chapter 3: Real Estate Guidelines And Rules Of Thumb in Everyday Life
 - Chapter 4: Real Estate Guidelines And Rules Of Thumb in Specific Contexts
 - Chapter 5: Conclusion
 2. In chapter 1, this book will provide an overview of Real Estate Guidelines And Rules Of Thumb. This chapter will explore what Real Estate Guidelines And Rules Of Thumb is, why Real Estate Guidelines And Rules Of Thumb is vital, and how to effectively learn about Real Estate Guidelines And Rules Of Thumb.
 3. In chapter 2, this book will delve into the foundational concepts of Real Estate Guidelines And Rules Of Thumb. This chapter will elucidate the essential principles that need to be understood to grasp Real Estate Guidelines And Rules Of Thumb in its entirety.
 4. In chapter 3, the author will examine the practical applications of Real Estate Guidelines And Rules Of Thumb in daily life. The third chapter will showcase real-world examples of how Real Estate Guidelines And Rules Of Thumb can be effectively utilized in everyday scenarios.
 5. In chapter 4, this book will scrutinize the relevance of Real Estate Guidelines And Rules Of Thumb in specific contexts. This chapter will explore how Real Estate Guidelines And Rules Of Thumb is applied in specialized fields, such as education, business, and technology.
 6. In chapter 5, the author will draw a conclusion about Real Estate Guidelines And Rules Of Thumb. This chapter will summarize the key points that have been discussed throughout the book.
- This book is crafted in an easy-to-understand language and is complemented by engaging illustrations. It is highly recommended for anyone seeking to gain a comprehensive understanding of Real Estate Guidelines And Rules Of Thumb.

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