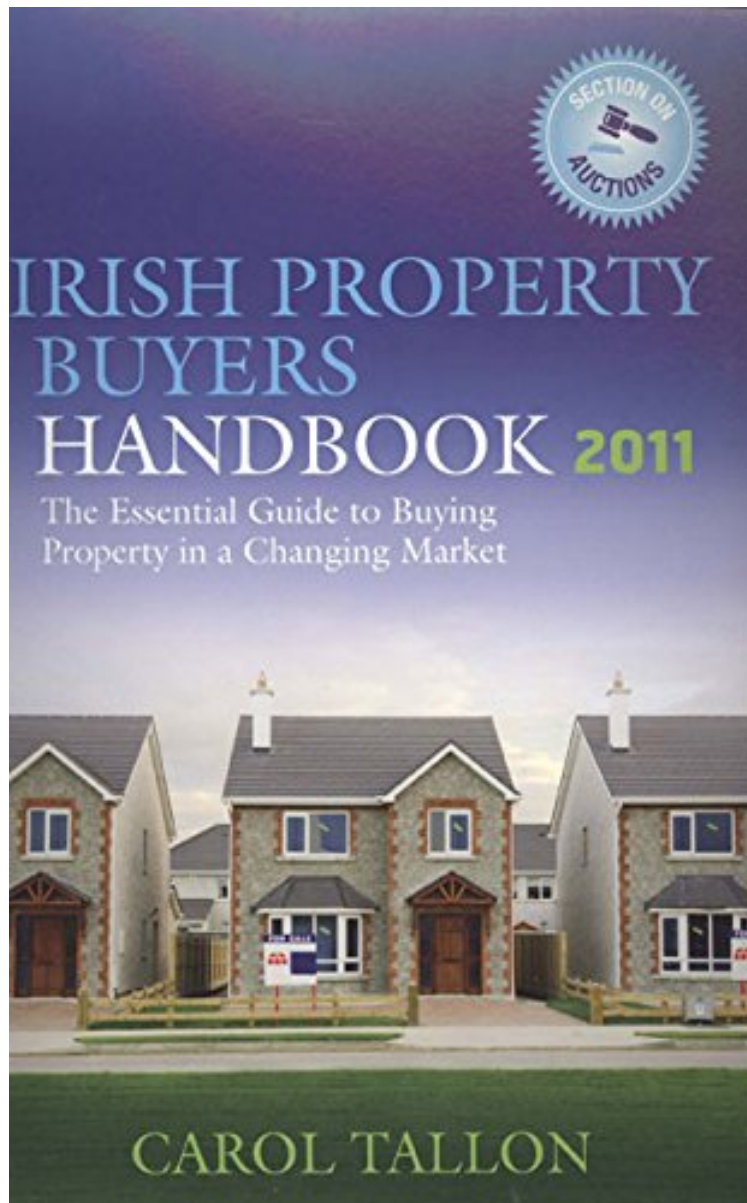


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Carol Tallon

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Carol Tallon : Irish Property (Irish Property Buyers Handbook) before purchasing it in order to gauge whether or not it would be worth my time, and all praised Irish Property (Irish Property Buyers Handbook):

This book deals with buying property at an uncertain time, navigating the current economic fallout and understanding

the new opportunities in a dramatically changed marketplace. In this 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. Aimed at first-time buyers and residential investors alike, this is the essential guide for anyone looking to enter the brave new world of property buying in Ireland.

About the Author CAROL TALLON has been managing director of Buyers Broker Ltd., Ireland's only property buyers' agency franchise, since 2006. Well known for her regular media and radio features as the Irish property buyers' champion, Carol was the property writer for Propertywise magazine and continues to contribute to national and local press. Together with the team at Buyers Broker Ltd., she delivers property seminars and auction training on a regular basis throughout the year.