

Commercial Real Estate Analysis And Investments 3rd Edition

"A beginner's guide to investing based on Murray's experience bootstrapping his way from newbie investor to award-winning CEO of Washington Street Properties. Murray shares the secrets to his success through straightforward, actionable advice that will help you get started no matter what your experience level, or how much cash you have on hand"--Back cover.

There's a huge problem in the commercial real estate business that nobody is talking about- DUE DILIGENCE. The vast majority of investors, real estate brokers and commercial real estate professionals barely scratch the surface conducting their due diligence when purchasing commercial real estate investments. Investors are taking unnecessary risks and throwing money away or making bad investments, by not properly performing due diligence. In fact, they are leaving big money on the table without even realizing it. Brokers are putting themselves at risk for potential litigation and missing an opportunity to help their clients as a true ally by learning these principles. All because "they don't know what they don't know". I was in the same position, until I created a system that made the entire process easier and less stressful. Having and adhering to a proven system allows you to do it faster, easier, more efficiently and you're less likely to miss something. It reduces the stress; makes you feel more confident; makes the sellers of the properties less likely to try to play games while negotiating with you, and ultimately helps to make you a better investor because you are more prepared. This handbook gives you a process to follow. A "road map" that takes you through from beginning to end. It is written in a concise, "easy to follow" fashion as a real due diligence tool and is not intended as a voluminous textbook on the subject. It's based upon over 30 years of experience in the commercial real estate business and acquiring over 9 million square feet from private and institutional owners. The fundamentals remain the same and they are all applicable, whether you're acquiring residential rental properties, an industrial building, a skyscraper or retail shopping center. Some of the things you will learn from the book . . . What to negotiate in the purchase and sale agreement so that you can maximize the opportunities for yourself when it comes time to negotiate further with the seller. Essential provisions to ask for in the purchase and sale agreement. (These could end up costing you dearly later if you don't have them in there). Specific issues and provisions to look for in the leases. (These could be potentially devastating to the investment after you own it). Conducting tenant interviews and what questions to ask so that you can uncover any problems or issues (This can be a goldmine of information). Cost cutting tips and dozens of strategies that will help you add value to the property once you own it. One of the most critical processes done during the due diligence process is the underwriting and financial analysis, which is constantly being revised during that process. (Included is a list of essential questions that must be addressed.) How to ensure that you are getting all you deserve when finalizing the transaction and what to look for on the closing statement to make sure you are. (Most investors leave a lot of money behind by not knowing this information). In addition, you get at the end of handbook . . . Sample Lease Abstract Form (which shows you how to summarize all the main deal points and provisions of a lease document). Due Diligence Checklist Due Diligence Document Checklist Sample Tenant Questionnaire (a sample list of questions that you should ask of tenants when conducting a tenant interview). By having this knowledge and my "step-by-step" system, you will be more prepared and less stressed; more confident in your ability to negotiate and go up against any seller. There are too many things to remember during the process. We need reminding as much as we need learning. Get it now and be prepared for your next real estate investment. Many investors keep it as a constant companion when purchasing real estate.

This exclusive travel guide guides the visitor through the most incredible activities to be found in Shanghai: savour the food of world-class chefs in Asia's most romantic two-seater salon; eat at the best holes-in-the-walls and discover local street food haunts; find the best tailors and quality cashmere, satins and brocades by the yard; expert

The standard introductory guide on analyzing real estate markets, the third edition of Real Estate Market Analysis includes comprehensive updates from previous editions while providing a practical "how-to" for evaluating several property types. In addition to highlighting development trends and explaining recognized research and analysis methods, the third edition provides an updated and expanded list of information sources, both national and local, for a wide range of property types. It captures a transformative decade's worth of market changes that allows students, practicing real estate professionals, and government officials to understand how to inspect proposed development sites, evaluate competitive properties, conduct interviews with competitors, and find information. Topics covered include the purpose, content, and users of market analysis; defining market areas; how to analyze demand and supply; finding, interpreting, and presenting economic and demographic data; and understanding the characteristics of several property types, including residential, retail, office, industrial/warehouse, hotels, and mixed-use development.

Jump-start your career in commercial real estate. In this course, get acquainted with the different commercial real estate asset classes, and learn how to evaluate each one through a series of practical examples. Instructor Symon He equips you with several key real estate investment techniques, sharing how to evaluate assets such as warehouses, mixed-use retail and apartment residential developments, and downtown office buildings. To lend a practical context to the concepts he covers, Symon walks through a variety of case studies inspired by real-world deals. Learn about operating assets, replacement cost, the main types of commercial leases, and other essential concepts.

Commercial Real Estate Analysis and Investments South Western Educational Publishing

This practical, real-world guide gives investors all the tools they need to make wise decisions when weighing the value and potential of investment properties. Written for old pros as well as novice investors, this friendly, straightforward guide walks readers step by step through every stage of property analysis. Whether you're buying or selling, investing in big commercial properties or single-family rentals, you'll find expert guidance and handy resources on every aspect of real estate finance, including: * Proven, effective valuation techniques * Finance tips for all different kinds of property * How various financing strategies affect investments * Structuring financial instruments, including leverage, debt, equity, and partnerships * Measurements and ratios for investment performance, including capitalization rates and gross rent multiplier ratios * Future and present value analysis * How the appraisal process works * Primary appraisal methods-replacement cost, sales comparison, and income capitalization-and how to know which one to use * How to understand financial statements, including income, balance, and cash flow * Case studies for single-family rentals, multifamily conversions, apartment complexes, and commercial office space * A detailed glossary of important real estate terminology

The first Encyclopedia of Commercial Real Estate The Encyclopedia of Commercial Real Estate Advice covers everything anyone would ever need to know on the subject. The over 300 entries inside not only have hard hitting advice, but many share enlightening stories from the

authors experience working on hundreds of deals. This book is actually a good read, and pulls off making the subjects enjoyable, interesting, and easy to understand. As a bonus, there are over 150 time and money savings tips many of which could save or make you 6 figures or more. Some of the questions this informative guidebook will answer for you are... Who Are You When Buying a Commercial Property? How to Value a Property in 15 Minutes Should You Hold, Sell, or Cash Out Refinance? The 7 Critical Mistakes to Avoid When Repositioning How To Recession Proof Your Commercial Property How You Can Soar To The Top by Becoming a Developer How to Choose The Right Loan and Make Sure It Will Close as Proposed How to Manage Your Property Manager Whenever you have a question on any commercial real estate subject, just open this invaluable book and get the guidance you are looking for. Find author Terry Painter: apartmentloanstore.com businessloanstore.com

An Introduction to Listing and Selling Commercial Real Estate provides a complete foundation for a career in the Commercial Real Estate Industry. The text contains two sections: * The Fundamentals of Commercial Real Estate * The Practice of Commercial Real Estate The Fundamentals section includes a comprehensive study of property types, keywords, and terminology, how each property type is analyzed, market analysis techniques, zoning, the process of investment property analysis, a guide to commercial leases, the commercial mortgage process and much more, You'll find examples, figures and tables, including step by step instructions in the use of software models. The Practice section integrates the foundation learned in the first section with training in the sales process and specific techniques used by successful commercial Realtors(r). The Practice section includes prospecting methods, creation of successful buyer, seller and tenant representation presentations, negotiation techniques, client servicing, property inspections, due diligence and sales contracts.

Metropolitan commercial real estate markets are highly influenced by global forces, the regional economy, and institutional behaviour. While descriptions of regional commercial real estate markets are well known and widespread in academic literature, this monograph goes beyond that in explaining the dynamics in and variations between European metropolitan markets. By comparing those markets on relevant indicators and through extensive data analysis, a number of explaining factors is revealed. Contributions on specific metropolitan markets with different positions within the real estate cycle illustrate not only the characteristics of the local economy and its institutions, but also urgent issues such as battling vacancy, changing retail hierarchy or managing obsolescence. ?

The reliable, classic guide to INCOME PROPERTY BROKERAGE--now updated for the 21st century For more than thirty-five years, this guide has been the most reliable, trustworthy resource for real estate brokers and agents who want to increase their commissions and start selling income property. Now in a new Fourth Edition, A Master Guide to Income Property Brokerage is back and better than ever. With significant new material on the Internet and powerful, up-to-date tactics, brokers and agents alike will find in these pages all of the high-quality information they need to succeed. Sixteen power-packed chapters feature step-by-step income-building information that will help you: * Profit from five quick ways to find property owners who will sell * Turn your leads into listings that sell * Nail down sales using today's new and ingenious ways to finance income properties * Price income property to sell quickly * Set up operating statements that promote sales * Present the unique benefits of income property * Access thirteen immediate sources of buyers * Easily qualify buyers * Advertise income property--and make it pay off big * Show income properties for fast-action sales * Master the fine points of selling income properties * Work on condominium conversions: an exciting new wealth-builder * Sell like a giant using online tools * Make a final presentation that clinches the sale * And much more

This book presents the essential concepts, principles, and tools for the analysis of commercial real estate from an investment perspective -- integrating relevant aspects of urban and financial economics. It bridges the gap between mainstream finance and the current cutting edge of professional real estate practice with a look at asset market inefficiency and illiquidity, after-tax analysis for various types of investors, tax-exempt institutions, and private investment. Other chapter topics include periodic returns measurement, risk analysis, asset valuation, investment analysis, leverage, capital structure, portfolio theory, and option valuation theory.

Build a Rental Property Empire has been a hugely successful book for Mark Ferguson, who is a house flipper (almost 200 completed), Landlord, Broker, Blogger, and Influencer. Mark started out with residential properties but when the market became too hot to cash flow in residential he switched to commercial real estate. After finding success in commercial real estate many of his followers have asked for this book on commercial real estate. Build a Commercial Real Estate Empire is not a fluffy motivational book about how rich you can be investing in big real estate deals. It is a how to book. How to buy, finance, find, repair, manage, and value commercial real estate. It comes with more than 10 case studies that go into the details of deals Mark has done in the last 3 years. The good, the bad, and the ugly. If you are interested at all in commercial real estate. I do not mean multifamily residential apartments, but retail, industrial, office space, this is the book for you. If you are looking to simply dump huge amounts of money into big commercial properties this is not the book for you. This book shows you how to add value, how to get great deals, and how to refinance the properties to take cash out for bigger deals. All while bringing in quite a bit of monthly income. Real estate is a wonderful business with so many opportunities. Commercial real estate is an often-overlooked niche, which means there is a ton of opportunity. What the book covers: Commercial Real Estate Strategies Intro How I got Into Commercial Real Estate Start Big or Small? The Basics of Commercial Real Estate Commercial Versus Multifamily What Type of Commercial Properties Do I Like? Where Should You Buy Commercial Rentals? Commercial Numbers, Analysis, and How-To What Makes a Deal a Deal What Is the CAP Rate, and Why Is It So Important? How to Find Deals on Commercial Real Estate Financing Commercial Real Estate Commercial Appraisals How to Find Tenants and Manage Properties How does Tenant Improvement (TI) work? Commercial Leases Repairs and Contractors Be Prepared for the Waiting Game! Taxes, Opportunity Zones, and 1031 Exchanges Working with Partners and Syndication Case Studies Case Study #1: My First Commercial Property Case Study #2: 7,000-Square-Foot Office Building Case Study #3: A Steal From Facebook Case Study #4: One of My Best Deals Ever Case Study #5: \$2 Million? Was I Ready? Case Study #5 Part 2: Adding Millions in Value Case Study #5 Part 3: BRRR on a Big Scale Case Study #6: Vacant for How Long? Case Study #7: My First Mixed Use Case Study #8: History in the Making Case Study #9: Don't Ignore the Small Deals Case Study #10: "The Compound"

This book provides a comprehensive treatment of credit risk assessment and credit risk rating that meets the Advanced Internal Risk-Based (AIRB) approach of Basel II. Credit risk analysis looks at many risks and this book covers all the critical areas that credit professionals need to know, including country analysis, industry analysis, financial analysis, business analysis, and management analysis. Organized under two methodological approaches to credit analysis—a criteria-based approach, which is a hybrid of expert judgement and purely mathematical methodologies, and a mathematical approach using regression analysis to model default probability—the book covers a cross-section of industries including passenger airline, commercial real estate, and commercial banking. In three parts, the sections focus on hybrid models, statistical models, and credit management. While the book provides theory and principles, its emphasis is on practical applications, and will appeal to credit practitioners in the banking and investment community alongside college and university students who are preparing for a career in lending.

Take your real estate career to the highest level! "Whether you are just getting started or a veteran in the business, The Millionaire Real Estate Agent is the step-by-step handbook for seeking excellence in your profession and in your life." --Mark Victor Hansen, cocreator, #1 New York Times bestselling series Chicken Soup for the Soul "This book presents a new paradigm for real estate and should be required reading for real estate professionals everywhere." --Robert T. Kiyosaki, New York Times bestselling author of Rich Dad, Poor Dad The Millionaire Real Estate Agent explains: Three concepts that drive production Economic, organizational, and lead generation models that are the foundations of any high-achiever's business How to "Earn a Million," "Net a Million," and

"Receive a Million" in annual income

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

This book presents a new way of thinking about, teaching, learning, and practicing real estate development. Real Estate Development Matrix describes the process in a two-dimensional model and presents seven Development Stages which form the horizontal axis, and eight sets of Development Tasks which form the vertical axis to define a 56-cell matrix. In each cell, money is spent and risks are taken to achieve certain tasks and thereby create (or destroy) value. This holistic process considers the entire life cycle of real estate from its "green field" inception to its "brown field" state. The book is written by a real estate developer and academic, and the presented material is conceptual, practical, and non-technical. Jargon has been minimized as much as possible as the author introduces an entirely new model for real estate development that is both academically authoritative and developed in practice. It is aimed at a general professional audience participating in the development process, but equally the book is ideal for use as a textbook in undergraduate and graduate courses in real estate development, and an excellent supplemental text for business courses discussing real estate finance and investment. It may also be used as a textbook for professional courses, workshops, or seminars in real estate development. The book is supported by an interactive website at <http://realestatedevelopmentmatrix.com/>

More than ever, today's economy is in constant evolution -- continually creating new challenges and new opportunities. Real Estate Principles for the New Economy reflects on this new perspective in both the real estate industry and academic world along with the value of new economic possibilities brought about by the ever-changing information technology revolution. Miller/Geltner apply the implications of technology on both the specializations within the real estate industry and various property types. While the text covers fundamentals necessary to understand today's economy, the supplemental CD provides professional-grade spreadsheets and tools that allow you to practice these fundamentals. Together, this learning package integrates the developments in the field of financial economics that have become basic to the understanding of, and professional practice within, the real estate field. This book provides new global perspectives that enable you to become sensitive to cultural differences that may influence business decisions, risk management and negotiation strategies -- preparing you for doing business in the new economy.

Gives you the proven strategies and actual case studies from experts to help you invest better and wiser with less time and effort. A sampling of what's covered in this encyclopedic book includes: how to find below-market deals, invest with little or no down payment, obtain seller financing, and conduct foreclosures and REOs. Once you have found your investment property, you will know how to negotiate, make purchase offers, manage rental property, and flip. These terms will become part of your everyday vocabulary: auctions, tax sales, financing, mortgage terms, agents, cash flow, inspections, contracts, tenants, lease agreements, insurance, taxes and accounting, escrow, essential mathematical calculations, sample forms, development, taxation, exchange rules, and regulations. This book is loaded with case studies and success stories -- from real people. You will uncover secrets that expert real estate investors use every day. This comprehensive resource contains a wealth of modern tips and strategies for getting started in this very lucrative area. This book is the foundation for understanding how to invest in real estate.

For too long, commercial real estate expert Tyler Cauble has witnessed the damage caused by small business owners not knowing all the facts before signing a lease. He's working to change that. In this book, Tyler guides you through everything you need to know before renting commercial space. Whether you're looking for a new storefront, a location for your thriving business, or simply need to get out of the garage, Open for Business will show you how to determine space requirements, select a location, and negotiate your lease. If you don't want to do it on your own, Tyler shares how to find a broker who can help you-and save you money! Open for Business will demystify leasing commercial real estate and empower you to make the best decisions for your growing business.

Mastering the Art of Commercial Real Estate Investing is a comprehensive guide about the time-proven principles and common-sense practices for successfully investing in real estate. Do you want to supplement your current income by investing in commercial real estate? Better yet, would you like to someday quit your day job and devote your energies exclusively to your rental properties? With over 35 years of commercial real estate experience, including a decade of personally investing in rental properties, real estate finance and investment expert Doug Marshall has explored every aspect of the commercial real estate process. Now, he's sharing his knowledge to show readers how to add to or even replace their current income with commercial real estate investments. Mastering the Art of Commercial Real Estates is for both those who are new to investing and those who may need a little help learning investing's time-proven principles, showing readers how to: Tap into the six immutable laws of commercial real estate investing to build wealth and grow income fast Find the best possible loan for their property to optimize the property's cash flow Best manage their property to reduce risks and remove pitfalls to keep their investing profitable When to buy, and when NOT to buy their next rental property, and much, much more! If you like easy-to-follow, step-by-step instructions coupled with solid advice and insight, then you'll love Doug Marshall's life-changing, wealth-growing guide to make real estate work for you.

This reference book defines hundreds of terms related to buildings, properties, markets, regulations, and appraisal. Specialized sections cover property types, business valuation, international valuation, real estate organizations and professional designations, legal and regulatory aspects, uniform standards, information technology, measures and conversions, and architecture and construction. The architecture and construction section is heavily illustrated with black-and-white photographs and diagrams. Annotation copyrighted by Book News, Inc., Portland, OR.

Basics of Commercial Real Estate Analysis and Investment provides an overview to those users who have little or no previous exposure to the commercial real estate industry. It is designed to present the essential concepts, principles, and tools for the analysis of commercial real estate from an investment perspective.

* Author of high repute, both in academia and business * Clearly written, accessible and completely revised for investors, managers, advisors and students * Highly topical in today's challenging market conditions This book uniquely combines academic literature and practical experience to provide a straightforward and integrated view on global real estate investment for pension funds, other institutions and professionals, particularly in the UK. The book is divided into three sections. Part One describes the market, the industry and the investment vehicles available, as well as a performance history of UK real estate as an asset class. Part Two discusses the property investment process and the tools required to develop excellence in executing that process. Part Three provides material for debate about the likely changes over

the short and medium term. Designed for practitioners facing the tough global market challenges, this book provides a fascinating read for fund managers, investors, banking staff, property advisors and students.

Remarkable real estate deals are happening all around us. Take a look behind the curtain to see exactly how investors have profited from their best deals ever! With 25 real-world stories from a group of investors across the country, this book uncovers the secrets behind unbelievable real estate deals, from sourcing and funding to profiting. Author Ken Corsini--star of HGTV's Flip or Flop Atlanta--has distilled the best investor interviews into this highly entertaining and educational book that will get your wheels spinning. Whether you're new to real estate or a seasoned veteran, you'll walk away from this book with a new appreciation for the endless possibilities that can generate real estate profits. You'll find new inspiration and insider information--and you just might pave the way to your best deal ever! Inside, you'll discover: 25 different techniques that made surprising profits in real estate Acquisition strategies used by the pros The best deal-finding and funding methods for phenomenal results New techniques that will take your investing to the next level A diversity of investments niches and strategies--single-family, multi-family, house hacking, Airbnb, owner financing, and more!

Rev. ed. of: Commercial real estate analysis and investments / David M. Geltner ... [et al.]. Mason, Ohio: Thompson South-Western, c2007. The well-known and respected authorship team of Geltner and Miller bring you a new edition of what has become the undisputed and authoritative resource on commercial real estate analysis and investment. Streamlined and completely updated with expanded coverage of corporate and international real estate investment, this upper-level real estate text presents the essential concepts, principles and tools for the analysis of commercial real estate (income producing) from an investment perspective. Once again, COMMERCIAL REAL ESTATE ANALYSIS AND INVESTMENTS, 2e, bridges the gap between mainstream finance and the current cutting edge of professional real estate practice, in order to address the implications of their key differences. This new edition continues to integrate relevant aspects of urban and financial economics to provide users with a fundamental analytical understanding and application of real estate investments -- now using a student version of ARGUS® software on CD-ROM included with the book. ARGUS software is a Windows-based program used extensively throughout the real estate investment industry to solve complex investment and valuation problems. Also included free on CD is a student version of Crystal Ball®, professional-grade software used to perform risk analysis on commercial investments. Contributing author Piet Eichholtz from the University of Maastricht contributes an entire chapter that explores international real estate investments, both opportunistically and structurally, by outlining elements for developing and implementing real estate investments successfully abroad. Jim Clayton from the University of Cincinnati thoroughly revised and updated the finance coverage and end-of-chapters questions throughout. In this edition Geltner and Miller enhance their unmatched pedagogy by adding in a discussion of the real options application to real estate development and streamlining the discussion of data returns.

For proven guidance and techniques for handling a commercial real estate deal, this practical guide will help you negotiate and close the deal. The authors cover each step of a real estate transaction in the order in which it generally arises, and offers pertinent advice, practice comments, and sample forms throughout. Because much of the real estate lawyer's practice revolves around transactional documents, the book's chapters emphasize the drafting, negotiation, and revision needed to get a deal closed. Written by a law professor and two real estate practitioners, this book offers a useful combination of text overview and practice pointers. It helps lawyers with less experience navigate through the maze of steps involved in a real estate transaction. At the same time, it serves as a valuable reference for more seasoned attorneys as well as those whose practice is concentrated in other areas of the law. Downloadable forms are available online.

Describes the opportunities and risks of commercial and residential real-estate investment, offering advice on finding the right property, financing, development, and sale

Never HIGHLIGHT a Book Again Includes all testable terms, concepts, persons, places, and events. Cram101 Just the FACTS101 studyguides gives all of the outlines, highlights, and quizzes for your textbook with optional online comprehensive practice tests. Only Cram101 is Textbook Specific. Accompanies: 9780872893795. This item is printed on demand.

Thinking about becoming a commercial real estate investor? Commercial Real Estate Investing For Dummies covers the entire process, offering practical advice on negotiation and closing win-win deals and maximizing profit. From office buildings to shopping centers to apartment buildings, it helps you pick the right properties at the right time for the right price. Yes, there is a fun and easy way to break into commercial real estate, and this is it. This comprehensive handbook has it all. You'll learn how to find great properties, size up sellers, finance your investments, protect your assets, and increase your property's value. You'll discover the upsides and downsides of the various types of investments, learn the five biggest myths of commercial real estate investment, find out how to recession-proof your investment portfolio, and more. Discover how to: Get leads on commercial property investments Determine what a property is worth Find the right financing for you Handle inspections and fix problems Make big money in land development Manage your properties or hire a pro Exploit the tax advantages of commercial real estate Find out what offer a seller really-really wants Perform due diligence before you make a deal Raise capital by forming partnerships Investing in commercial property can make you rich in any economy. Get Commercial Real Estate For Dummies, and find out how.

A recurrent theme in Underwriting Commercial Real Estate in a Dynamic Market is that good thinking and good underwriting go together. This stands in contrast with "getting an answer" or even worse "reverse engineering" - getting to a solution by assuming that the market outcome is best. While the cases in Underwriting Commercial Real Estate in a Dynamic Market may not yield "the" answer, they force a rich conversation about what constitutes a good trade-off and what does not. Cases can be structured for use with introductory material as well as advanced topics. Encourages readers to think about alternatives and their viability Addresses real world variations and concentrates on large urban economic forces and their implications for real estate valuation Presents case studies that vary significantly in length and specificity Includes pedagogical materials such as case introductions and exhibits

A practical guide to the best approaches for commercial real estate value assessment Commercial Property Valuation provides a comprehensive examination of principles and methods of determining the accurate value of commercial assets. This invaluable resource covers all key elements of commercial property valuation, including valuation queries, real estate report structure, market analysis, capitalization and discount rates estimation, and more. This book details the economic characteristics unique to commercial property and illustrates property-specific risk factors and mitigation strategies. Drawing from years of professional and academic experience, the authors provide accurate information on multiple valuation approaches suitable for commercial real estate such as sales comparison, income capitalization and residual land value. Favoring real-world practicality over complex formulas, this book provides a powerful set of tools to

assist readers in selecting and applying the best valuation approach to various situations. Actual case studies of office buildings, hotels, high street retails, and residential developments allow readers to understand and apply appropriate valuation methodologies. Commercial property is a major investment class that offers abundant opportunities but poses unique risks. Thorough and inclusive knowledge is essential to success in this complex and competitive sector of real estate. This book provides expert coverage of critical topics allowing readers to: Identify the unique economic characteristics and potential risks of commercial real estate valuation and investment Focus on methods specific to commercial real estate valuation Learn how to select and apply the appropriate valuation method in a variety of scenarios Access sample Excel spreadsheets and ancillary online resources including slides and useful Internet links Commercial Property Valuation is an essential resource for investors, appraisers, consultants, accountants, and students in real estate courses.

Getting bored with residential real estate? Do the exact same thing in the commercial space for ten times the profit-with no extra time, money, risk, or corporate red tape. Most commercial real estate books leave you with plenty of information but no idea where to start. That's why Commercial Real Estate Investing provides one simple, proven, step-by-step roadmap for doing your first commercial deal. FIND-Execute a proven marketing strategy to get motivated sellers calling you. FIGURE-Analyze properties to figure out how much you can pay for them. FUND-Structure an equity partnerships to fund your deal using other people's capital. FIX-Estimate the costs of repairs quickly and accurately. FILL-Secure world-class tenants with favorable lease agreements. FINANCIALS-Maximize financial performance by putting asset management systems in place. FREEDOM-Be able to analyze when you should refinance or sell to free up your capital and profit. Stop competing against rookies who watched an HGTV episode and decided they were house flippers. Step up to the big leagues with Commercial Real Estate Investing and cash your first seven-figure check. Everything you need to find and fund your first deal is right here.

"A fresh, insightful look at how real estate professionals actually value properties and analyze markets. The focus on different product types as well as market segments are especially useful." --Barry Hersh, AICP, Associate Professor of Real Estate and Urban Planning, City University of New York This in-depth look at the core tools of real estate valuation will show you how to analyze the real estate market and assess the financial feasibility of a project. Many people go with their instincts or past experience when reviewing the financials and fail to utilize the useful data and analytical tools available in this field. Get the analytical data and tools you need to assess the financial feasibility of any project. Order your copy today.

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