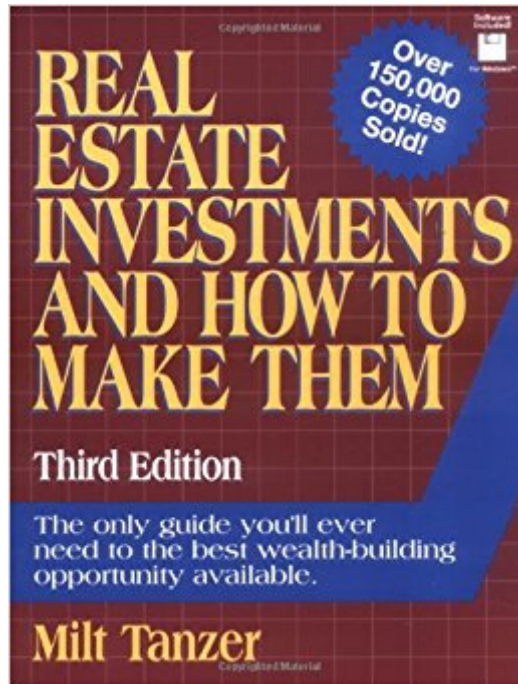


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# Real Estate Investments And How To Make Them



## Synopsis

This new, updated edition of a highly popular guide demonstrates exactly what to do and how to do it to cash in on the tremendous profit-making potential of real estate today. As this valuable guide explains, no other investment within the reach of the average investor offers such a combination of outstanding benefits. Real Estate investors regularly gain not only spendable income, but equity income, appreciation, and tax shelter as well. Written by a well-known authority in commercial real estate, *Real Estate Investment and How to Make Them* shows step-by-step why you should invest in real estate; how to find the right properties; how to get the best financing; how to successfully handle each step in buying the property; how to manage properties without headaches; and how to gain the most when selling the property. Ideal for beginners in the field, *Real Estate Investment and How to Make Them* is written in plain everyday English and packed with checklists, charts, and examples. Yet it's equally valuable for experienced investors - offering a wealth of practical new ideas, techniques, and sound advice to make an existing investment program even more profitable.

## Book Information

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## Customer Reviews

Milt Tanzer is the President and Founder of Milt Tanzer Corporation, a real estate software and educational programs company, and the author of *How to Buy or Sell Your Home without a Broker*.

--This text refers to an out of print or unavailable edition of this title.

VERY comprehensive book on how to identify and, more importantly, analyze real estate investment

opportunities ... especially residential income properties. Following the guidelines in the book will keep people from making investment decisions with their heart as opposed to by the numbers. VERY good BOOK! The CD-ROM advertised on the front cover is a piece of junk! VERY low quality production and it doesn't work! It's full of errors that cause it to crash and the few parts that do work try to steer you to a non-existent website. I was hoping that it would automate some of the calculations made in the book. If that's what you're looking for, skip this CD-ROM. 5 stars for the book and 0 stars for the CD-ROM. Knowledge trumps simple automation, so I will give this package 4 stars.

perfect

Very good.

Fantastic book!

I order this book every year

I only skimmed the book, but it was well worth the time. I was buying my first 12 unit property and read a section describing way to finance properties in the 5+ range. It suggested I ask if the loan was assumable. I asked my Realtor to check into it and as it turned out the loan was assumable. I made the offer, had the seller carry a portion of the down payment and assumed his existing loan. It turned out to be an incredible investment. The little money invested in the purchase of this book and the knowledge acquired by just skimming the pages, netted me ten of thousands of dollars. The book might not be perfect, but The info was priceless.

This is a beginning book on real estate investing. If you are already experienced in real estate, then this book might be a bit too simple. I really like the chapter on rules of thumb concerning capitalization rates, gross rent multipliers, and net operating income multipliers. Yes, all the properties are different, but it is nice to know the ranges, and that's why these rules of thumb come in handy. I was surprised that this book covered property types such as apartment complexes, hotels, office, mobile home parks, and shopping centers. For those of you that are not familiar with mobile home parks, they are incredible investments. And, no, you do not own the trailers. You only own the lot underneath. Renters own their trailers, and they are unlikely to default or leave because

if they do, they will have to move the trailer, which costs a lot of money.- Mariusz Skonieczny, author of Why Are We So Clueless about the Stock Market? Learn how to invest your money, how to pick stocks, and how to make money in the stock market

After looking around for several years and trying to decide on exactly what venture I should go into I decided on real estate. I was browsing the shelves at Borders and just came upon this book. I picked it up and finished it in about 8 days. The book is written in a plain and practical manner. A very conversational style so that the author actually is speaking with you and not at you. The book offers some very practical, step by step suggestions that can be applied in real world situations. He provides numerous charts, graphs and tables that can be used when doing your property research. This can be applied to commercial and residential property. I am a total novice when it comes to real estate investing and I am actually thinking about getting my license here in NY. In addition to this book I would suggest that you read a few others just so you can get a well rounded idea of just exactly you might be getting into. The author does declare not to jump into things but once you find the right property - jump on it and go for it. Many a great deal have been lost due to fear and hesitation. I also highly suggest you read "Rich Dad, Poor Dad" and "The Richest Man in Babylon"

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