

# The Commercial Real Estate Revolution

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*Jr. Edward S Smith, Jr Peter Conti Mark A. Senn R. Craig Coppola W. Wade Berryhill Nicholas Masters Martin I. Zankel Stuart Leland Rider Robert A. Morse Gary W. Eldred Stuart M. Saft Jack Cummings*

the first encyclopedia of commercial real estate the encyclopedia of commercial real estate advice covers everything anyone would ever need to know from a z on the subject the 500 entries inside not only have hard hitting advice but many share enlightening stories from the author s experience working on hundreds of deals this book pulls off making the subjects enjoyable interesting and easy to understand as a bonus there are 136 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 how to buy foreclosed commercial properties at a discount at auctions guidelines for getting started in commercial real estate and choosing low risk properties how to value a property in 15 minutes how to fake it until you make it when raising investors should you hold sell 1031 exchange or cash out refinance how to reposition a property to achieve its highest value when buying or selling 10 tested methods to recession proof your property how you can soar to the top by becoming a developer trade secrets for getting the best rate and terms on your loan revealed 11 ways property managers will try and steal from you how to catch and stop them 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](http://apartmentloanstore.com) [businessloanstore.com](http://businessloanstore.com)

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easy indispensable

many investors are frightened of investing in commercial real estate but with residential real estate struggling the time is right to make the switch to commercial properties trump university commercial real estate investing 101 takes the fear out of commercial investing with easy to understand step by step principles that will make you successful and lower your risk you ll learn the differences between residential and commercial properties how to invest profitably in your spare time and much more

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dolf de roos s commercial real estate investing reveals all the differences between residential and commercial investing and shows you how to make a bundle de roos explores the different sectors retail office space industrial hospitality or specialist to help you discover which is right for you he shares key insights on finding tenants and avoiding vacancies financing large investments managing property setting a tax smart corporate structure and take full advantage of tax breaks

make real estate part of your investing strategy 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

with the number and complexity of commercial real estate transactions reaching unprecedented levels professionals in this high stakes industry face a daunting task keeping up with the constant legal and regulatory changes that can impact every phase of a deal commercial real estate transactions handbook fourth edition will help you plan negotiate and close deals using the insights and strategies of nationally recognized real estate attorney mark senn and over 20 experts in the field collectively the editor and contributors have handled virtually every possible variation of commercial real estate transactions their clear concise discussions will guide you step by step through each phase land and space acquisition creating the owning entity design and construction due diligence interim and term financing and occupancy leases the ultimate sale or disposition of the project in addition commercial real estate transactions handbook is logically organized by topic so you always find the information you need quickly and easily each chapter covers one broad topic area major subjects are then distilled into highly informative sections that focus on specific practice oriented suggestions from the unique perspective of the and less experienced and or and disadvantaged and party

when it comes to investing in commercial real estate it's easy to make a mistake so why risk it improve your chances of success with a book researched lived and written by a master of commercial real estate craig coppola craig has navigated the markets ridden economic ups and downs and bought and sold countless commercial projects and he's mastered the world of brokerage leasing and investing readers will learn how to set their own commercial investment goals and create a plan to achieve them see opportunities with new real estate eyes perform due diligence on a property with minimal cost use a proven step by step process for evaluating properties to weed out losers and showcase winners and traverse the minefield of letters of intent and contracts

structuring commercial real estate workouts alternatives to bankruptcy and foreclosure second edition presents a concise introduction to the legal and business considerations involved in real estate loan workouts it is designed to aid lenders borrowers and their legal counsel in confronting the variety of issues encountered in working out an acceptable solution to the dilemma posed by a loan in default the parties associated with a defaulting loan face a number of potential pitfalls ranging from imminent insolvency of the borrower and the diminution in value or loss of a lender's security interest to draconian penalties incurred through liability for environmental hazards present on the property structuring commercial real estate workouts introduces the varied issues discusses the limitations and advantages of foreclosure and other remedies and presents suggestions for guiding potential alternative courses of action the second edition features extensive coverage of environmental liabilities that may arise under federal statutes and regulations such as rcra and cercla and how lenders can avoid or minimize these liabilities a new chapter has been added on the state mini rcras and cerclas necessitated by the growing importance of state environmental laws to real estate financing a detailed discussion is presented on the laws and programs that have been developed to minimize lender liability at andquot brownfieldsandquot sites in urban areas excellent coverage is provided for such key areas as prepackaged plans single asset real estate cases cash collateral and adequate protection deeds in lieu of foreclosure and dealing with guarantors and other sureties

an updated edition of the most reliable guide to commercial real estate for small investors commercial real estate investing is easier and cheaper to get into than you probably think it is but if you re a novice investor or an investor who wants to make the switch from residential to commercial properties how do you know where to begin this second edition of how to make money in commercial real estate shows you how to make the move to commercial real estate and wring the most profit from your investments successful investor and former accounting professor nicholas masters explains all the math and gives you all the expert guidance you need to successfully invest in commercial properties you ll learn how to prepare yourself before you start investing evaluate different types of real estate and undeveloped land read economic cycles and indicators so you know when to invest calculate the long term potential profits from properties understand tax issues that impact your profits form an investment club to share the risks and costs of getting started find and evaluate individual properties with great potential negotiate finance and close your deals manage your properties yourself or through a management company

the previous edition of this book is the complete idiot s guide to real estate investing second edition the book focuses heavily on commercial real estate investing but given the absence of the word commercial in the title and elsewhere within the book it was purchased by many whose interests in real estate were of a much smaller scale and involved residential income properties as opposed to commercial real estate development the complete idiot s guide to commercial real estate investing third edition is retitled and slightly refocused to better target the intended audience aspiring commercial real estate investors developers what little coverage of residential income properties that existed in previous editions has been cut and the remaining content has been updated to clearly reflect the focus on buying and selling commercial properties

top commercial real estate secrets revealed over the years i have looked for books on commercial real estate investing i have discovered there are very few published there are even fewer with substantial practical and technical content this is a big business with lots of players but still very little information seems to be printed the intent of this book is to fill a gap

and to give you the basics of commercial real estate investments from an insider's point of view this book is written to be useful informative and easy to understand it takes an honest and straightforward approach i am writing it in the hopes that it will arm you with basic information and dispel some common myths about commercial real estate investments my intention is to provide you with knowledge and honest opinions that should provide a solid foundation to start working from this can save a lot of wasted time at the beginning of your commercial real estate investment endeavors and help you on your way to making money

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