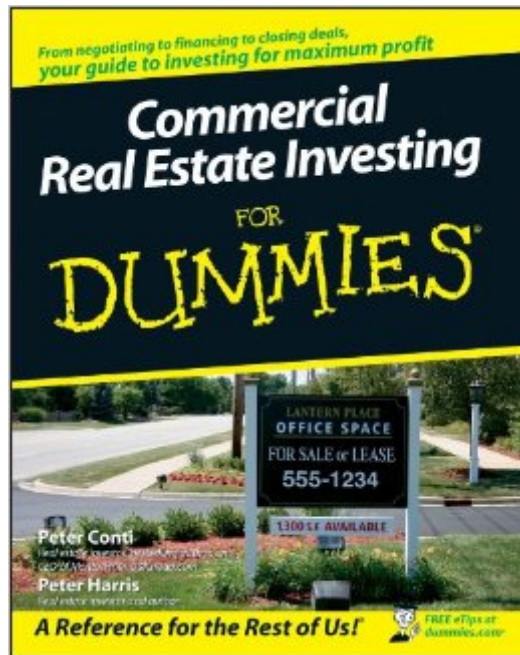


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# Commercial Real Estate Investing For Dummies



## Synopsis

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.

## Book Information

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## Customer Reviews

In this book, readers learn how to invest in commercial real estate such as office buildings and apartment buildings. I think that it provides a good introduction to real estate, but I will say that Chapter 13, *Why Properties Fail*, is the most important one. People tend to get excited about how

much money they will make and forget about what can happen when they do not. I really liked how the author said one of the reasons for failure is to forget to run the property like a business. I will add to this a little more because this creates a refinancing risk. Residential real estate is completely different from commercial real estate. Investors can place a 30-year mortgage on a single-family home and only refinance when the rates drop to a level that it is beneficial to them. However, commercial real estate can only be financed with a 3, 5, or 7-year mortgage meaning that the owner has to refinance after these years. This requirement can have a huge impact on whether you make or lose money. Here is why: Let's say you buy a commercial property for \$3,000,000, and it generates income of \$600,000 and incurs expenses of \$300,000. So you are left with \$300,000, which is your net operating income. Let's say that the bank requires you to put down 25%, which, in this case, is \$750,000, and you get a mortgage for \$2,250,000. You operate the property for 3 years, and it is time to refinance. But for some reason your real estate taxes, insurance, and other expenses went up from \$300,000 to \$350,000. Also, you had to lower your rent or you lost some tenants and your income went from \$600,000 to \$550,000. Now, your net operating income is \$200,000 (\$550,000 - \$350,000), which is less than \$300,000 before. You might say this is not big deal because you are still making positive cash flow.

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