

## Foreclosures How To Profitably Invest In Distressed Real Estate

Trump University books are practical, straightforward primers on the basics of doing business the Trump way—successfully. Written by leading experts and including an inspiring Foreword by Trump himself, these books present smart business wisdom illustrated with real-life examples from Trump and other world-renowned experts. Perfect for anyone who wants to get ahead in business without the cost of an MBA, these street-smart guides provide real-world business advice based on the one thing you can't get in any business school—experience. In Trump University Real Estate 101, Second Edition, you'll learn how to: Develop your entrepreneurial abilities and invest like a pro Make money especially in today's down market Operate your rentals profitably even in weak markets Create instant equity in any property Calculate the effects of financing on cash flows and property values Use options and assignments to tie up properties Forecast market trends whether up or down Create and enhance the value of any property And much more!

ForeclosuresHow to Profitably Invest in Distressed Real EstateContemporary BooksMaking Money in Foreclosures: How to Invest Profitably in Distressed Real EstateMcGraw-Hill Education

How to make your first million investing in real estate.

Start making money today ---with the ultimate guide for first-time investors No matter what the market does, real estate still offers plenty of moneymaking opportunities. In this new edition of The Beginner's Guide to Real Estate Investing, Gary W. Eldred presents the tools and knowledge new investors need to get started profitably. Packed with smart moneymaking strategies and real-life stories from successful investors, this edition also covers the latest information on financing, foreclosures, cash flow, and much more. You'll not only master the basics of investing, but also discover specialized techniques that the pros rely on to grow their long-term wealth. Concise yet comprehensive, this practical guide shows you how to:

- \* Find great deals on properties with big potential
- \* Get started with low- or no-down payment financing
- \* Utilize creative financing options and other people's money
- \* Buy low-cost foreclosures and REOs
- \* Make value-adding improvements to any property
- \* Craft winning offers and negotiate like a pro
- \* Manage rental properties hassle-free
- \* Flip investment properties for fast profit

In addition, Eldred shows you how to tailor your investment strategy to make money almost anywhere, in any type of market. With proven techniques, timeless principles, and totally up-to-date information, The Beginner's Guide to Real Estate Investing, Second Edition is the perfect place to start building a prosperous future --- today.

One person's loss is another person's gain. This invaluable guide explains everything readers need to know about finding and financing foreclosed and soon-to-be foreclosed residential properties with the highest potential return. Completely

updated, this new edition reflects recent changes in the way banks and the government dispose of foreclosed properties, covers new laws, and advises how to steer clear of scams. ? First edition sold more than 30,000 copies in a year and a half ? The national residential foreclosure rate rose to from .75% to 1.16% (of all mortgages) by the end of 2006-the biggest jump in 30 years ? Foreclosures are expected to continue to increase as interest rates rise and monthly payments on short-term variable rate and interest-only loans make homes unaffordable

When it comes to investing in real estate, even experienced investors can be perplexed. Real Estate Investing for the Utterly Confused makes sense of it all, with the nuts-and bolts information you need to profit in this hot area of investing. Investment options are explained step-by-step and applied to a diverse array of investment options, including residential, commercial, land, and mobile homes. Inside, you'll learn about Pros and cons of flipping properties Investing in tax-deferred real estate Foreclosures Lease options Profitable rehabbing strategies Knowing when to hold for the long term Tried and true negotiating and investing techniques

Schaub's books Building Wealth One House at a Time and Building Real Estate Wealth in a Changing Market are consistently two of the best-selling and bestreviewed books on the real estate shelf This book features the same accessible, smart, and proven advice—and positive tone—of Schaub's other books that readers love Taps into one of the hottest real estate investment options in today's market

Markets change-smart investors adapt. No matter what the state of the real estate market, there is wealth to be made, and the basics of smart investing still apply. In Building Real Estate Wealth in a Changing Market, John Schaub shows you how you can invest and thrive in any market. Change creates chaos, but it also creates opportunity for those who can recognize it and react. Schaub helps you find hidden deals and shows you how to cash-in on the great bargains available in a slowing market. If you want to invest safely and profitably, you'll find a wealth of expert guidance on: Predicting change in your local market Profiting from change in individual neighborhoods Protecting your investments from market fluctuation Selling profitably in a buyer's market Finding foreclosures, pre-foreclosures and other distressed properties Buying from banks and other lenders Buying properties from other investors Plus, you'll discover Schaub's step-by-step, ten-year plan for creating wealth. When you combine these wise investing tips and tactics with a proven long-term plan, you'll build wealth to last a lifetime. "Gurus I respect...are people who have been in the business and love it and want to help people be successful investors...like John Schaub."-John T. Reed, Money Magazine "On my scale of one to 10, this outstanding book rates an off-the-chart 12."- Bob Bruss

The Riches Are in the Niches. Do you desire financial independence and passive income? Being a real estate investor can transform those desires into realities and allow you to live life to the fullest and even to retire early. To achieve all that real estate investing can offer you, finding profitable deals are a must. But how to find deals that turn a tidy profit rather than give you a 'red ink' migraine? Where are they? What do they look like? What does every investor need to know about them? Which real estate

niches deliver results while eliminating much competition? You may already have attended an endless number of seminars, Real Estate Investment (REI) gatherings, and scoured the internet for the best real estate investments. If so, you may have discovered that finding profitable deals is not as easy as it appears. In fact, it can exhaust - and be fraught with financial peril - to search for, locate, and execute on a profitable real estate deal. That's where Finding Profitable Deals gives investors like you a leg up. Written by long-time real estate professional and real estate investor Gabrielle Dahms, the book details essential information about residential and commercial real estate niches. Armed with this information, augmented by the author's considerable experience in up, down, and flat real estate markets, investors hit the ground running. Finding Profitable Deals offers investors an inside look at real estate niches. All in one place and without hype. You'll learn: \* What niche markets exist. \* Choosing the right niche for you. \* Sorting the wheat from the chaff. \* How to gain a competitive advantage. \* What resources you need to succeed. \* Where and how to find real estate niche leads. \* Real estate marketing basics. \* 11 strategies to build wealth. Finding Profitable Deals is a compact reference for any serious investor. It is Volume 2 in The Real Estate Investor Manuals series. Why piecemeal information when you can get it all in one place? Whether you are interested in investing in foreclosures, probates, short sales, hotels, parking lots, or mobile home parks, this book is for you. The riches are in the niches. For further details and FREE special reports visit [www.riches-in-niches.com](http://www.riches-in-niches.com).

As demand for real estate has skyrocketed, so have prices. But finding affordable properties to buy and sell for profit has actually never been easier! Why? Because foreclosures are at an all-time high, meaning banks and other lenders have unprecedented numbers of properties they are all too eager to unload. That's your opportunity to acquire prime properties -- both residential and commercial -- at incredible value, and build a substantial real estate portfolio that should give you great returns for years to come. But as easy as it might seem to be to profit in the foreclosure market, the route to success is rife with hazards that can quickly turn your journey into a disaster. A few precautions and some careful preparation can prevent a lot of headaches -- and bad investments -- down the road. The Complete Guide to Investing in Foreclosures is written to help you identify and take advantage of opportunities while avoiding the pitfalls. Best-selling author Steve Berges gives you: \* Secrets for finding great properties before they're public knowledge \* Foolproof strategies for buying properties at all stages of foreclosure \* Important information you need to know before investing in any foreclosure \* Powerful ways to take advantage of little-known alternatives like HUD, SBA, VA, and IRS properties, Fannie Mae and Freddie Mac foreclosures, pre- and post-foreclosure opportunities, and a lot more \* A full selection of value assessment tools, lead-generation strategies, and practical step-by-step processes \* The 7 Caveats of Investing in Foreclosures Foreclosures may be the quickest and most reliable way to profit in real estate—but you've got to know what you're doing. Whether you're new to the game or are already experienced in buying and selling foreclosed properties, The Complete Guide to Investing in Foreclosures gives you everything you need to make smart moves at every stage of the process. Praise for How to Sell Your Home Without a Broker "On a scale of 1 to 10, this book is a 10." —Robert Bruss Jump into the real estate game—and win big! Home values are crashing and foreclosures are way up. You might think this is a terrible time to get into

the real estate market—but you'd be wrong! A crashing real estate market offers plenty of opportunity to profit, if you know how to change your strategy and adjust to the new market reality. In *The All-New Real Estate Foreclosure, Short-Selling, Underwater, Property Auction, Positive Cash Flow Book*, top real estate investors and authors Chantal and Bill Carey show you how to get in safely and get out profitably. They present four new strategies for taking advantage of today's high foreclosure rate and explain how to invest for the long-term as the market resets to more realistic levels. Novice investors will find plenty of strategies for profiting without risking all they have, and old hands will find new, unconventional techniques that will help them continue to profit even if the market continues to struggle. Inside, you'll learn how to: Combine short-term and long-term investing strategies for cash flow today and tomorrow Buy mortgages in foreclosure at rock-bottom short-sale prices Avoid dealing with lenders by using the seller as your banker Utilize the right type of real estate auction for your investment needs Maximize your cash flow for big profits now and in the future Prepare yourself to profit from rising prices and near-term inflation Whether you're a first-timer or an experienced real estate pro, this is the ultimate guide to getting into the real estate market safely and cheaply—and getting out rich! Pre-foreclosure real estate is one of the hottest investment opportunities on the market. The *Pre-Foreclosure Property Investor's Kit* offers step-by-step instruction and no-nonsense advice on how to find great deals, estimate fair market value, negotiate with sellers, sell your property on your own, and win big in real estate. You'll learn how to get the best deals on foreclosure properties before they go to auction and utilize simple ready-made worksheets, checklists, forms, and agreements that make getting started easy. Even people of modest means can get into pre-foreclosure investing—all it takes is a little hard work, persistence, and the tools you'll find in this handy guide.

With the housing bubble of the past few years bursting and interest rates on the rise, there has been an upsurge in the number of foreclosures across the country, creating many opportunities for profit. But investing in real estate foreclosure[s?] can be a tough job, especially when a negative stigma is attached. How do you make money while preserving your morals and trust? *Foreclosure Investing For Dummies* shows you how to invest in foreclosures ethically without being accused of stealing homes from “little old ladies.” This step-by-step guide helps you thoroughly research property, find the best opportunities, purchase foreclosures, and avoid misleading distressed homeowners. This book doesn't promise quick profits through minimal work, but it will provide you with invaluable information to become a successful investor, including: Identifying opportunities and understanding risks Obtaining information, tools, support, and resources Locating properties prior to foreclosure Assisting homeowners through the foreclosure process Acquiring properties below market value prior to the auction Buying property at an auction, from lending institutions, and government agencies Repairing, renovating, and selling or leasing property This book provides tips and strategies for refinancing your property and maximizing your profits. It also gives you advice on how to assist homeowners, have them work with you, and common mistakes you should avoid. It's time to go out and make the most of foreclosure investing, and with *Foreclosure Investing For Dummies* by your side, your hard work and devotion will bring tons of success!

Welcome to the world of buying foreclosed homes at auction--a real estate strategy that lets you remove the middleman, decrease

your competition, and buy at a discount. Bidding for properties on the courthouse steps while competing in real time with other investors is a thrilling experience. There's nothing like it in the world of real estate, but there's also a lot to learn. With dozens of insider auction secrets that are proven to help maximize returns, Bidding to Buy will show you the skills you need to successfully bid at auction, then turn a healthy profit on your investment. Successfully buying foreclosures isn't a matter of luck, and it isn't for insiders only. However, it does require a process--one that can be repeated for optimal returns. In this book, you'll find a full blueprint of the foreclosure process, including the repeatable five-step method that the authors have used to buy thousands of properties. Discover a new kind of real estate investment and uncover profits on your local courthouse steps! Inside, you'll learn how to: Find properties before they are broadly exposed to the market Understand the entire foreclosure process and how it differs from state to state Conduct complete title research and develop an eye for red flags Navigate the potential risks and pitfalls behind a live auction Access property listings and early posting data Build an accurate financial analysis on any available property Acquire creative and alternative financing methods, including no-cash solutions Complete critical post-auction steps, such as evicting tenants

The bestselling coauthor of *Investing in Real Estate* reveals the secrets behind one of the hottest investment strategies available--foreclosed real estate REO (or bank-owned) foreclosures offer incredible profits--but you might be fearful of buying bad properties, or getting into bidding wars with other prospective buyers. This insider's guide to buying and selling foreclosed property shows how to reduce the risk, find top properties, and rake in the profits. It's an all-in-one handbook packed with professional secrets, such as where to find the best deals, when to make the smartest offer, and how to resell at the maximum price. Even in a fluctuating market, it's one investment that really pays off.

A fully revised, new edition of one of the bestselling real estate investing guides of all time Through its five previous editions, *Investing in Real Estate* has shown investors how to intelligently build wealth with their investments in houses, condominiums, and small apartment buildings. Unlike many titles in this genre, *Investing in Real Estate* steers clear of the hyped-up "no cash, no credit, no problem" promises. Instead, it provides sound, real-world advice and instruction that reflects the author's time-tested wisdom and experience. This book shows you how to invest profitably, safely, and reliably as you navigate the risks and opportunities of today's property market. It covers all the topics investors need to master, including how to find, negotiate, finance, lease out, and manage your property acquisitions. Plus, you will discover how to add tens of thousands of dollars of value to nearly any property. Whether you plan to start investing or move your current investing strategy to a higher level, two decades of sales success testifies to the fact that this investing guide stands superior to any others that you will find. This new edition covers all the recent changes in the market, including the latest housing rescue legislation from Congress, a historical review of how to profit from property cycles, and insightful new ways to gain from the current excess inventories of for-sale properties, foreclosures, and REOs. •

Author Gary W. Eldred has also authored ten other successful real estate titles, including *The Beginner's Guide to Real Estate Investing*, *The 106 Mistakes Homebuyers Make—and How to Avoid Them*, and *The 106 Mortgage Secrets that All Borrowers Must Learn—but Lenders Don't Tell* • Completely revised to cover current ways to prosper in today's property markets • Includes new, insider techniques for foreclosure investing • Features fifteen new ways to profit with property investments • Shows you how to buy properties for less than they are worth from many sources including auctions, bank sales, and homebuilders *Investing in Real Estate, Sixth Edition* retains its premier position as the most reliable, informative, and comprehensive guides to successful real estate investing.

It's true that great deals on foreclosures can always be found, but your ability to be successful is much greater when the number of foreclosures is very high. And there has never been a time when more foreclosure properties have been available than right now. Foreclosures provide a steady stream of opportunities where investors can buy houses at deep discounts. And investors know that all profitable investing is based on the same basic principle—buy for a low price and sell it for more than you paid

Real Estate investing has been a tried and true path to accumulating wealth. It is also a lot of work. There are many unseen pitfalls and risks. John Mazzara has successfully sold, owned/managed, and financed investment properties since 1986. Experience counts. John provides you with direction and recommendations so that you can correctly identify opportunities in today's real estate investing marketplace. There are real life examples from the trenches. Unlike other books, you will be given an overview of the big picture so that you can put it all together: goals creation, property selection, holding period considerations, tax strategies, correct financing, proper insurance and tenant management. The book title refers to "reality based" investing because too many books base their information on unrealistic assumptions or gloss over the work involved to become successful. This information is applicable to landlords and budding real estate entrepreneurs everywhere.

"... want to buy a house or other real estate below market value? If so, read this book."--Robert J. Bruss, syndicated real estate columnist Home foreclosures are at a ten-year high, and this new edition of Melissa Kollen-Rice's bestselling guide fills readers in on everything they need to know to find and finance real estate bargains from banks, S&Ls, public auctions, government agencies, and other sources. Packed with worksheets, checklists, and contact directories, *Buying Real Estate Foreclosures* is the resource for novices and pros alike. This fully revised and updated edition features: Guidance on pitfalls, hidden costs, sources of foreclosure lists, and creative financing strategies Valuable sample forms and documents A new chapter--"What the banks don't want you to know: why are they so motivated to sell?" New strategies to help investors cut through the red tape In-depth discussions of the benefits and risks of all types of financing

A completely updated pre-bid checklist

A comprehensive guide to real-estate investment, inspired by the best-selling board game, walks readers through the steps of getting into and out of the real-estate market with a profit, addressing such topics as becoming a landlord, buying foreclosures, power marketing, how to make money in a down market, and more.

**MAKE MONEY IN SHORT-SALE FORECLOSURES** Foreclosures are the most profitable way to invest in real estate. But most real estate books on foreclosures don't tell you how to invest in short-sale foreclosures--properties with even more profit potential than regular foreclosures. A short-sale foreclosure is a lender accepting a loan payoff for less than the amount owed. This comprehensive new guide from renowned real estate authors Chantal and Bill Carey covers all the ins and outs of short-sale foreclosure investing, from finding properties to negotiating with lenders, to closing the deal and making a bundle. Inside you'll find all the information you need to succeed: \* Finding great short-sale foreclosure deals \* Dealing with owners in financial distress \* When to buy short-sale foreclosures \* Creating equity in foreclosure properties \* Writing successful short-sale offers \* FHA, VA, and private mortgage insurance short-sales \* Purchasing short-sale properties at auction \* Understanding escrow, closing, and title insurance \* Flipping short-sale properties

Maximize profits in the single-family and multi-unit rental market You probably know that small rental properties are among the safest, most affordable, and most profitable investments around. With the a little help, however, you can minimize both your investment and your costs and send your profits straight through the roof! In this comprehensive handbook, real estate investing expert Steve Berges reveals the secrets that have made him one of the most successful entrepreneurs in the field. He shows you all of the indispensable tricks of the trade, explains why they are so important, and connects them to other essential steps for super-profitable investing. Arming you with his Five Golden Rules for Success, Steve Berges also shows you how to: Select a house and negotiate the best price and terms Perform a comprehensive financial analysis to maximize value Secure financing and prepare for your closing Find qualified tenants and draft favorable lease agreements Reduce operating costs, increase rents, and improve profitability Avoid the little-known pitfalls of real estate investing With Steve Berges' expert guidance and no-nonsense advice, you can maximize your investment, minimize your time and effort, and make the most of every foray into the real estate market.

For every investor searching for the best way to earn big returns on a modest investment, here's the most complete, up-to-date guide to buying and managing apartment buildings, town houses, or single-family houses. This useful resource also includes advice on: Evaluating specific properties Locating your "diamond in the rough" Negotiating your purchase Financing your real estate holding Overcoming inflation and taxes Using success-proven strategies to generate income From making the first acquisition and showing and renting units to pyramiding investments and retiring on real estate holding, this is an invaluable guide to making money-wise and profitable investments. Andrew James McLean is the author of *The Complete Guide to Real Estate Loans*, *Real Estate: The Ultimate Handbook*, and *Foreclosures: How to Profitably Invest in Distressed Real Estate*.

Real estate day trading is using the Internet to buy and sell houses without leaving home. In many cases, the investor closes on a house and

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resells it the same day. Readers will learn the author's system for how to buy and sell 5-10 houses a month in today's market, using the Internet, phone, fax, and email to analyze, research, and find the properties, buyers, and others needed for the transaction. Author Larry Goins has personally done deals in nine different states and has students in the US, Canada, Australia, New Zealand, Japan, China, Israel, the Philippines, and Denmark. Day trading can be used for wholesaling properties to other investors, retailing, lease options, short sales, foreclosure investing, etc. The basic steps are: Search online for potential properties to make offers on, using specific techniques for finding the right ones. Once an offer is accepted, usually within 1-2 weeks, put it on paper using clauses included in the book, and get the property inspected by a rehab contractor to get a free estimate of how much the repairs will cost. This is done by finding reputable contractors online and through referrals from realtors and through autoresponders. Order an appraisal. Sell it fast! Using the buyers list you have built on the internet through email marketing groups, social networking sites, blogs, free classified sites, bank-owned property sites, and more, send an email with the details of the property and instructions on how they can get the property under contract. Usually within two hours several potential buyers will reply. Set up a closing to buy it and to sell it on the same day; closings are about 30 minutes apart. Buy it at 10:00 and sell it at 10:30, for example. There are many ways to fund and close on the property. The book will contain step-by-step, easy processes for assignments, options, flex options, simultaneous closings, using hard money, private money, cash partners, and credit partners, none of which will require an investor's own cash or credit. With praise from New York Times Bestselling Author Dr. Albert Lowery, Robert Shemin, Frank McKinney and foreword by Michael E. Gerber. Larry Goins (Lake Wylie, SC; [www.larrygoins.com](http://www.larrygoins.com)) is one of the real estate industry's most popular speakers. He buys and sells 5-15 houses a month all over the US, in today's difficult market, from the comfort of his office. Larry speaks live an average of twice a week and holds two to three teleconferences a week. He is licensed as a mortgage lender, mortgage broker, real estate broker, and general contractor in North and South Carolina. Larry served as President (2003 & 2004) of the Metrolina Real Estate Investors Association in Charlotte, NC, a not-for-profit organization that has over 350 members (it is also the local chapter of the National Real Estate Investors Association). He has been investing in real estate for over 20 years.

Cashing in on Pre-foreclosures and Short Sales shows investors exactly how to take advantage of what many are calling the best upcoming investment real estate market we have experienced in decades! Chip distinguishes the difference between good deals and bad deals, reveals just how easy it is to find, evaluate, and obtain foreclosure properties, tells how to negotiate a profitable transaction, and unveils the power of using short sales and other strategies to create a win-win situation for the investor, the seller, and the bank. Even first-time buyers looking to score a bargain on purchasing their own home will be armed with all the tools they need to confidently evaluate and pursue a profitable deal - and save thousands in the process. Cashing In on Pre-foreclosures and Short Sales incorporates quotes and advice from top industry professionals, as well as a healthy appendix packed with state and national foreclosure guidelines, including valuable contacts and websites, sample forms, checklists, and all the necessary tools you need to find, evaluate, secure and profit from foreclosure properties.

A step-by-step guide for one wanting to obtain distressed property. Terminology, negotiations, property management are a few topics discussed.

Get the confidence and tools to take advantage of this growing method of investing Tax liens sales and tax deed auctions, conducted by governmental agencies for delinquent taxes on real estate, are not new--they have been around for more than 200 years. But until recently, they remained a small niche market for investors. However, as more people become delinquent on their real estate taxes due to the increased foreclosure market, and local governments look for revenues wherever they can find them, this investing methodology has become



increasingly popular - and it can be done from anywhere. Zero Risk Real Estate shows readers exactly what to look for, what to avoid, and how to get the biggest return with the smallest amount of risk. Explains how to utilize the internet for research and investing from anywhere in the world! Gives step-by-step advice on how to determine your investment objectives and where to find tax sale listings Details how to take advantage of "over-the-counter" bargains and increase your returns Shows what to do once you have your new tax certificate, and how to "cash in" This is not a get-rich-quick infomercial approach--it is a real investing strategy that is expected to grow over the next several years as an appealing alternative to the stock market and other investments. Using real-life examples and case studies, this book walks you through the process step-by-step to make it easy for beginners, and shares advanced investing techniques for more experienced investors. Make Money and Help Your Community at the Same Time "This book shows you the most powerful, practical system ever discovered to make money buying pre-foreclosures. If you follow its advice, it could make you rich." --Brian Tracy, bestselling author of The Psychology of Achievement "What great content and a fresh approach to the business of foreclosure investing. Alexis has it right--believe in yourself and what you do, be open and honest with others, and work hard. You'll make a great living and enjoy life along the way." --Barbara Corcoran, founder of the Corcoran Group and bestselling author of If You Don't Have Big Breasts, Put Ribbons on Your Pigtails: And Other Lessons I Learned from My Mom "This book shares with readers the right and moral way to invest in pre-foreclosures. Author Alexis McGee shows you that you can help homeowners and make a profit. This book is a must for all real estate investors, whether you are working on your first deal or your twentieth!" --Diane Kennedy, bestselling author of Loopholes of the Rich and coauthor of The Maui Millionaires "Want to make money the honest way? Read Alexis McGee's great ideas on real estate foreclosures, and you'll have acces to a wealth of know-how, experience, and years of success. You'll learn from people who have done it--not just ideas, but stuff that works in the real world." --Ron Willingham, author of The Inner Game of Selling and Integrity Selling for the 21st Century

Are you really ready to invest in the real estate market? This is the question the Smart & Easy Guide to Real Estate Investing asks you at the end of the introduction, after giving you an overview of the intricacies and peculiarities of the real estate business. Replete with practical and professional advice and step-by-step, easy guidance, this book should be read by everyone who intends buying a property for any reason. Written by a Realtor who today holds a broad portfolio of local and international properties, this Guide offers only genuine, unbiased advice for the benefit of an average real estate investor. However, the guidance herein can be used for buying residential and commercial properties of all sizes and value. Some of the topics of this Smart & Easy Guide include: • Real estate planning • Property selection, inspection and evaluation • How to go about raising the finances • How to control risk and boost your ROI • Bargaining and negotiating the best deal • Timing your buying and selling decisions • Flipping and foreclosures • Considerations for renting a property • Commercial real estate investments and their complications • Tax issues facing investors • Investing in real estate mutual funds Real estate can be termed as the sturdiest of all businesses. Barring exceptions, the value of a property in a growing market always goes up, unlike stock investments and other types of business. Also, unlike stocks, bonds or forex, property is a real asset. However, the real estate business is not free of problems and pitfalls. Making money with property investments requires a good understanding of the market and a lot of hard work. The book covers every aspect of real estate investing and gives you specific directions to channelize your energies. If you

have failed to plan, you have planned to fail. The first thing that you need is an investment plan, and that's what the first chapter after the introduction talks about. It prompts you to think about various aspects of your investment, and gives you valuable tips about selecting and inspecting properties. Financing your real estate investment is a critical area, and the book covers the subject comprehensively, giving you solid advice about the available avenues of financing and the ones that you should be going for. As the saying in the real estate business goes, 'you don't make money selling properties, but buying them'. It is important to negotiate a good price and buy properties at below their assessed market value if you want a high ROI on your sale. The book has a chapter on bargaining, which contains some valuable tips on the subject. Sticking to a property for too long or selling it too soon can be counterproductive. Timings of your investment and liquidation are key, and the Guide lets you in on some insights that must have taken the author years of real estate investing to acquire. Man has a natural affinity to land, and real estate can be a fulfilling business, provided it's profitable. Like any other business, real estate also has specific considerations that are often unknown to a fresh starter. This Smart & Easy Guide provides the roadmap to profitable real estate investing for everyone.

"Filled with creative strategies that work in today's market. A must-read for the real estate investor!" -Albert Lowry, PhD, New York Times bestselling author of *How You Can Become Financially Independent by Investing in Real Estate* A few years ago, even reckless real estate investors could still make money because the market was booming. But many markets have softened, and making a profit isn't as simple as it used to be. However-with the right strategy and long-term thinking-there is still plenty of money to be made in real estate. If you're willing to look outside your local market, you'll discover emerging markets that are booming. And there are also smart investing strategies that work especially well in slowing markets. You can do it! You just need the new rules and wise tactics you'll find in this practical, profitable guide: \* Invest in up-and-coming, high-growth emerging markets \* Learn the powerful strategy of market-timing \* Use lease options to get more for your money \* Learn creative strategies to engineer hands-off investments \* Find foreclosures and other hidden bargains \* Invest in bargain-rate new construction projects There are great deals hiding in every real estate market, and this book makes finding those values easy. Whether you want to locate the next up-and-coming growth markets, or find creative ways to finance your investments, *Making Hard Cash in a Soft Real Estate Market* is a savvy guide to investing for anyone who wants to play it safe and profitably.

This book teaches investors how to negotiate with banks to buy properties at big discounts, creating windfall profits for the investor.

"Beginning investors have long assumed that there were a bunch of good books about foreclosure. In fact, there were none. Now, finally, there is one good one: John Schaub's *Building Wealth Buying Foreclosures*." —John T. Reed, author of *How to Buy Real Estate for at Least 20% Below Market Value* Foreclosures are one of the biggest real estate investment opportunities available in today's market. They also have a compelling benefit--when you buy a property on the brink of foreclosure, you're solving that problem for the previous owner, and getting a great deal in the process. *Building Wealth Buying Foreclosures* helps you target top properties and get the best deal, with tips on how to avoid scams, insight into the lender's perspective, and a checklist that helps

you keep track of every step of the way. Inside information on how to Target only the right properties to buy Negotiate the best price Get a good deal on a mortgage Make the right offer at the right time Understand the lender's perspective Make sense of title insurance Decide to rent or sell the property "This is the most practical book on 'doing well by doing good' that I have ever read. My only hesitation in recommending it is that I may find myself competing against another investor who has read it because of my recommendation."--Dr. Gary North, Remnant Review "With foreclosures at an all time high, there's never been a better opportunity to buy good real estate at a bargain price. John Schaub, my favorite real estate guru for 30 years, shows you how to do it without getting into trouble. This book is a gold mine of how to buy real estate cheaply and profitably. Most other real estate gurus do one or the other, but not both! ?" --Mark Skousen, Editor, Forecasts & Strategies "John is the master of Real Estate Investing. His books show the reader how to build a successful investment business. Building Wealth Buying Foreclosures could not be more timely. This easy to understand and friendly book is a must for anyone desiring to achieve wealth through Real Estate." --Lisa Moren-Bromma, author of Wise Women in Real Estate and Real Estate Investing for The Utterly Confused Start Building Wealth Today by Investing in Distressed Properties! Combining proven strategies with nearly thirty years' experience in real estate, author George Achenbach takes you step by step through the entire foreclosure process-from the first notice of default to the foreclosure sale or auction to the final disposition of the property. Everything you need to know to purchase and profit from distress properties is here, including sample forms, worksheets, checklists, and real-life examples, as well as procedures to follow, evaluation techniques, and negotiating tips. There are even suggestions on leasing homes, creating rental income, saving on taxes, and avoiding pitfalls. Additionally, a new chapter covers the pros and cons of bankruptcy and highlights the latest proposed changes in the law such as the homestead exemptions and needs-based rules. Goldmining in Foreclosure Properties shows investors and first-time buyers how to take advantage of one of the most profitable investment opportunities in the world with expert guidance on:

- \* Procedures for locating distressed properties
- \* Financial analysis techniques for evaluating property and making the right offer
- \* Bidding successfully at auctions
- \* Effectively dealing with lenders when the property goes REO
- \* How you can benefit from reselling property quickly
- \* Negotiating tips for dealing with new purchasers and profitably transferring titles
- \* Generating rental income, capital appreciation, and tax savings through property leasing

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