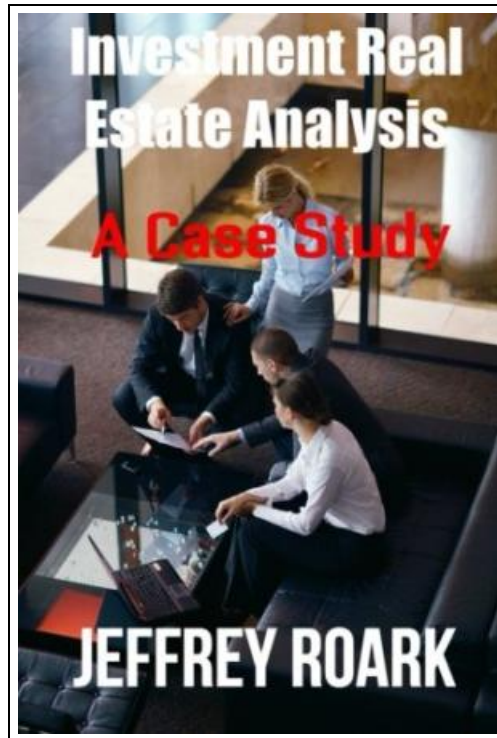


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Createspace Independent Publishing Platform, United States, 2015. Paperback. Condition: New. Language: English . Brand New Book ***** Print on Demand *****. It's a well kept secret in buying investment real estate that you are almost always buying the seller's problem. Think about it this way: If a property has good tenants, is for the most part trouble-free and is cash flowing, why on earth would the current owner want to sell? Sure, there are some legitimate reasons, but even those innocent sounding excuses for selling can hide a hidden agenda. It's safe to say that 99 of the time the new owner is going to face problems with their property purchase, probably sooner rather than later. Now, the fact that problems may exist doesn't mean an investor shouldn't buy a property. For example, let's say the current use for a building is a multi-tenant office property with a high vacancy rate and you (as the buyer) want to turn it into offices for your business. Or an apartment building needs significant capital improvements, such as a roof repair or replacement of a majority of the HVAC units. Or a retail property sits very close to a school or to a church, a situation that current zoning laws may prohibit your leasing to certain types of tenants, thereby reducing the number of potential business types you can market your vacant retail suites to. The key is to accurately identify the existing and potential problems, and the likely costs associated with solving those problems. In *The Real Estate Property Management Guide* I discuss all aspects of property management, including the steps to take when considering what type of investment property is right for you. After all, just because you can buy or finance an acquisition doesn't...



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