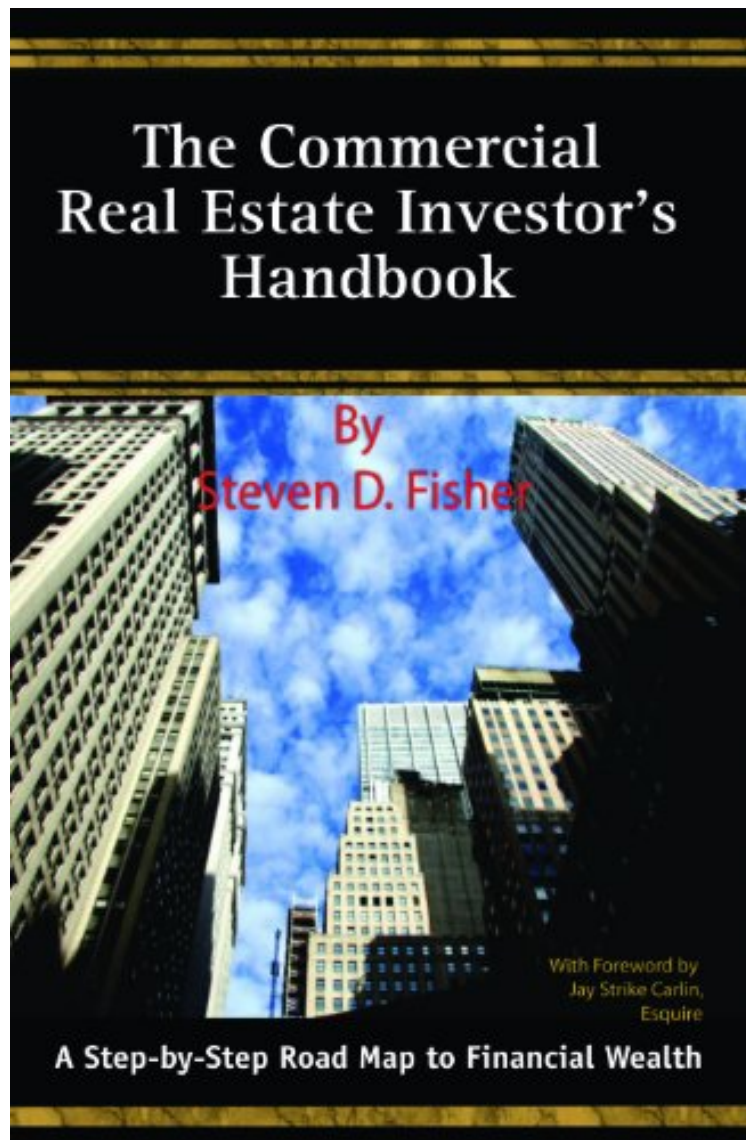


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The Commercial Real Estate Investor's Handbook: A Step-by-Step Road Map to Financial Wealth

Steven D. Fisher

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Critical Thinker I guess I should've known better to look at the author's credentials before I purchased the book. Steven D. Fisher is an independent writer, illustrator, and instructional designer. (exerpt taken from the book bio at the back) Not necessarily the best person to learn the complexities of commercial real estate from. The book had some useful business and very basic real estate refresher type material but lacked the details I was expecting to find for a book entitled 'The Commercial Real Estate Investors Handbook'. I have a background in commercial real estate finance and found the lack of detail in the 'commercial loan documents' section neglecting critical details about how loan documents can make or break a deal and you as the investor. If you know absolutely nothing about commercial real estate, this book would be helpful as a simple introduction but nothing more. 5 of 17 people found the following review helpful. My thoughts By KoneFireLittleGuy This is the first time that I had purchased a book, on real estate for personal use. Many years ago I took a general course on real estate which could be used for a real estate exam towards a brokers license. After the course I was not moved nor did I do well, in fact, I felt more lost after I finished. However I have recently finished my law degree. Given that real property was a required class, and by me one of the most dreaded, due in part to my above experience. However, what caught my eye while looking for some other legal books was this clique " A step by step Road map to Financial wealth." My first thought was it must be one of those get rich type books. However after reviewing it, I realized it was not. While reading it, I could better relate to many of the concepts, in relation to what I learned about real property, I had wished I had that book, when I took that course. The book was clear, concise, well organized and user friendly. I really liked the chapter about due diligence, that gave me a broader understanding of it, especially as a step in dealing with real estate investing. Further much knowledge but still practical experience, and research would also be needed to formulate such a book. It was different then trying to figure out these same concepts that one would in a law book. Yet in many ways if one becomes a real estate investor they had practical examples, such as the affirmations which were well put and setting your priorities on the ultimate goal that also could be applied to any aspect of life if the person wants to ascertain their goal/s bad enough. Meaning you have to work for it, and see through till the end. As many of these books give you the impression that things will be given to you on a silver platter, which is such a fallacy. Further if it was easy everybody would be doing it. I also liked, the handy legal glossary in the back for reference. However, the author did use the word we allot. I assume he was referring to himself and the attorney that wrote the welcoming forward in the initial part of the book, since there were not many other references per se on where the author, acquired all this information, nor did it say in the brief bio about the author, of any experience in the legal forum, or with real estate investing however, he did write business and instructional type manuals, which came out quite clearly in his writing. I was impressed with it and I am going to use it as a supplement in a legal real estate class. To conclude, I gave it 5 stars. 0 of 0 people found the following review helpful. Super basic, better to go to your local REIA or get another book By Charles C. Kao Author does not even have a background in real estate. Looks like book was copied from a bunch of online articles. If you do not know anything about real estate this is a good read but if you have some real estate experience this book has no detailed content at all.

You can now discover how to make money investing in commercial buildings, warehouses, apartments, mobile home parks, shopping centers, hotels, and other commercial income property. This comprehensive book provides invaluable information about how to identify opportunities, determine property value, acquire, finance, and manage commercial real estate. This book is a must-have for beginning investors, real estate veterans, commercial brokers, sellers, and buyers. Real estate investing has created more millionaires than any other investment vehicle in this country. This comprehensive step-by-step proven program shows beginners and seasoned veterans alike the ins and outs of commercial real estate investing. This book is a road map to successful investing in real estate. You do not need to re-invent the wheel, and you won't have to make the same mistakes others have. Investing in real estate is one of the safest and smartest investments you can make. Real estate appreciates at a rate far greater than the rate of inflation, builds equity, provides a steady return on investment, provides cash flow, and can offer substantial tax benefits. This new exhaustively researched book will arm you with hundreds of innovative ideas that you can put to use right away. This book gives you the proven strategies and actual case studies from experts to help you invest better and wiser with less time and effort. A sampling of what is covered in this encyclopedic book includes: how to find below-market deals, how to invest with little or no down payment, how to obtain seller financing, and how to conduct foreclosures and REOs. Once you have found your investment property, you will know how to negotiate, how to make purchase offers, how to manage a rental property, and how to flip. These terms will become part of your everyday vocabulary: auction, tax sales, financing, mortgage, agent, cash flow, inspection, contract, tenant, lease agreement, insurance, taxes, accounting, and escrow. Also included is information on development, taxation, and exchange rules and regulations. This book is loaded with case studies and success stories--from real people--as well as essential mathematical calculations and sample forms. You will uncover secrets that expert real estate investors use every day. This comprehensive resource contains a wealth of modern tips and strategies for getting started in this very lucrative area. This book is the foundation for understanding how to invest in real estate. Atlantic Publishing is a small, independent publishing company based in Ocala, Florida. Founded over twenty years ago in the company president's garage, Atlantic Publishing has grown to become a renowned resource for non-fiction books. Today,

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About the Author Steven D. Fisher is an independent writer, illustrator, and instructional designer with over 25 years of experience in the fields of business writing and training and development. His specialties include the design and writing of books, certification tests, e-Books, manuals, seminars and workshops. In addition to practical "real world" experience, he holds an M.A. in Education of the Hearing Impaired and trained as a print and media Broadcast Specialist in the U.S. Army.