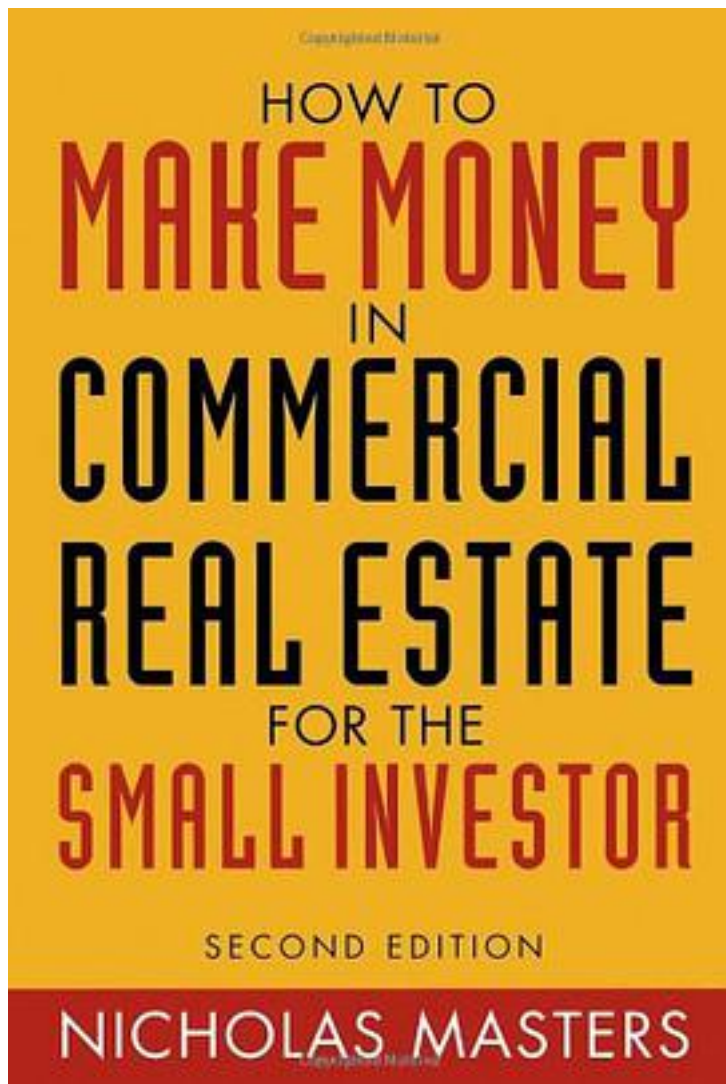


# How to Make Money in Commercial Real Estate for the Small Investor



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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 are 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 will learn how to: aeo Prepare yourself before you start investing aeo Evaluate different types of real estate and undeveloped land aeo Read economic cycles and indicators so you know when to invest aeo Calculate the long--term potential profits from properties aeo Understand tax issues that impact your profits aeo Form an investment club to share the risks and costs of getting started aeo Find and evaluate individual properties with great potential aeo Negotiate, finance, and close your deals aeo Manage your properties yourself or through a management company

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