

Commercial and Investment Real Estate:

TOOLS OF THE TRADE

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Features

- Includes valuable real estate checklists and listing forms for evaluating commercial and investment properties
- Explore financial calculations for different forms of real estate purchases
- Examine Capital Gains Taxes and their alternative: 1031 Exchanges
- Marketing chapter surveys contemporary promotional techniques, from trusted signs on a building to personal websites and social media
- Calculate Net Operating Income, Return on Investment, Cash Flow After Taxes, Market Value, Rentable Square Footage, and other valuable information
- Explore various types of real estate buyers and their reasons for investment
- Appendix contains a guide to more than 20 commercial real estate websites and databases.

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The Value of Investments

Forecasting Cash Flows

Depreciation and Cash Flow After Taxes

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Dealing with Other Brokers

Marketing for Success

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Sustainable Housing and Building Green

The Truth About Mold

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Understanding 1031 Tax-Free Exchanges

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Had Told Me*

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Power Real Estate E-mails & Letters

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