



Trump University Commercial Real Estate 101: How Small Investors Can Get Started and Make It Big

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Wiley, 2008. Book Condition: New. Brand New, Unread Copy in Perfect Condition. A+ Customer Service! Summary: Chapter 1. Commercial Real Estate Investing: It's Not Just For Billionaires.Commercial Real Estate is the Invisible Giant.Six Reasons to Invest in Commercial Real Estate.How You Make Money from Commercial Investing.Chapter 2. How To Read A Market.Buyer's Market Phase I.Buyer's Market Phase II.Seller's Market Phase I.Seller's Market Phase II.The Market Cycle and Land Use.What Drives Demand in a Market.What Drives Supply.Putting Your Ear to the Railroad Track: How to Know the Profit Train is Coming Before Others Do.More Local Clues of Upcoming Strong Markets.Chapter 3. How to Become a Deal Magnet.The First Time Principle: You Have More Time than You Think.The Second Time Principle: Getting Started in Real Estate Investing Takes Less Time than You Might Think.Don't Chase Deals-Attract Them.An Easy Way to Recognize the Motivated Seller.A Simple and Inexpensive Way to Start Seeing Deals Immediately.The Magic that Happens When Your Deal Pipeline is Full.The Secret To Finding Deals.How To Have More Deals Than You Can Work On.Successful People at First Make This Mistake.Ten Sources For Great Deals.Chapter 4. How to Read a Deal.In Commercial Real Estate, the 80/20 Rule is More Like the 90/10...



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