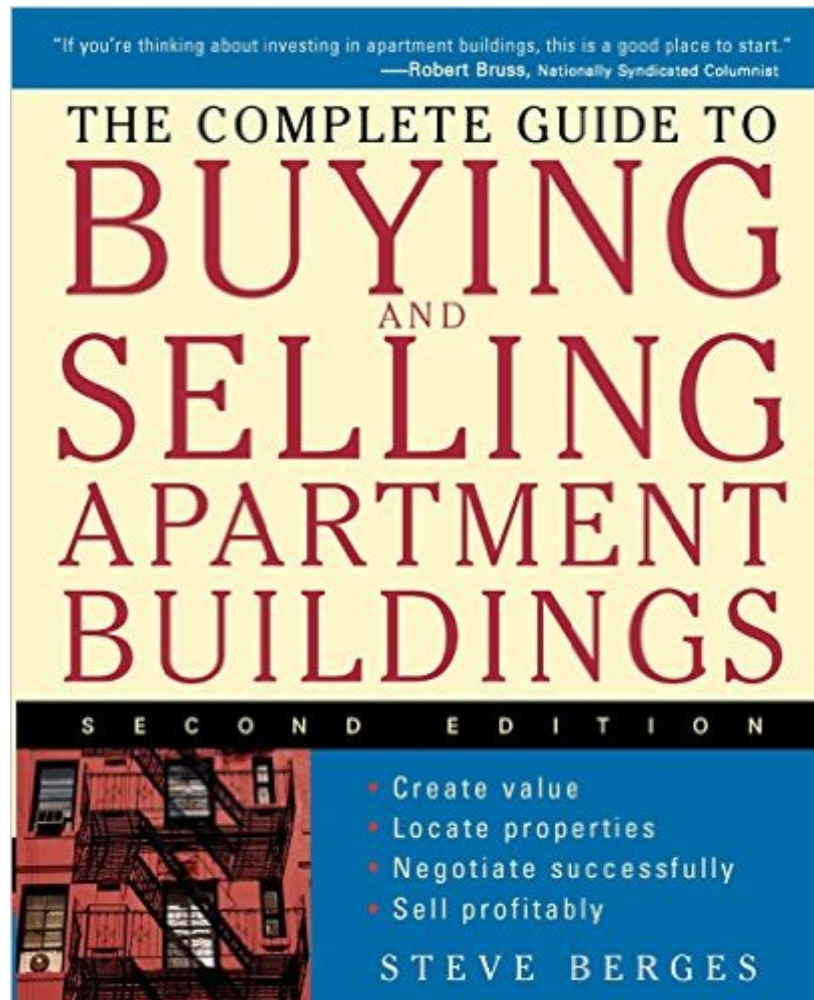




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# The Complete Guide To Buying And Selling Apartment Buildings



## Synopsis

Whether you're a first-time real estate investor or a seasoned professional, *The Complete Guide to Buying and Selling Apartment Buildings* helps you map out your future, find apartment buildings at a fair price, finance purchases, and manage your properties. Now revised and expanded, this Second Edition includes tax planning advice, case studies of real acquisitions, and appendixes that add detail to the big picture. Plus, it includes a handy glossary of all the terms investors need to know, helpful sample forms that make paperwork quick and easy, and updated real estate forecasts. With this comprehensive guide at hand you'll find profits easy to come by.

## Book Information

Paperback: 324 pages

Publisher: Wiley; 2 edition (December 20, 2004)

Language: English

ISBN-10: 0471684058

ISBN-13: 978-0471684053

Product Dimensions: 7.4 x 0.7 x 9.1 inches

Shipping Weight: 1.2 pounds (View shipping rates and policies)

Average Customer Review: 4.2 out of 5 stars 69 customer reviews

Best Sellers Rank: #38,675 in Books (See Top 100 in Books) #50 in [Books > Business & Money > Real Estate > Buying & Selling Homes](#) #68 in [Books > Business & Money > Investing > Real Estate](#) #294 in [Books > Self-Help > Relationships > Love & Romance](#)

## Customer Reviews

A revised and expanded edition of the bestselling guide to investing in apartment buildings *Investing in real estate* is a tried-and-true way to build assets, increase income, and prepare for retirement or the expense of college. With the proper guidance, a well-defined plan, and a little capital, anyone can profit by buying and selling rental properties. Whether you're a first-time investor or a seasoned professional, this straightforward guide helps you map out your future, find apartment buildings at a fair price, finance purchases, and manage your properties. If you're an active real estate investor focused on single-family properties, Steve Berges's step-by-step plan shows you how to make the jump to multifamily units. *The Complete Guide to Buying and Selling Apartment Buildings* includes tax planning advice, case studies of real acquisitions, and appendixes that add detail to the big picture. This new Second Edition also includes a handy glossary of all the terms investors need to know, helpful sample forms that make paperwork quick and easy, and updated real estate market

forecasts. Inside you'll find: Ten ways to create value Six ways to locate multifamily properties Five key ratios every investor should know Two crucial techniques that will help any investor save thousands Three ways to determine how much a piece of property is really worth Five cardinal rules of successful negotiations Six reasons sellers sell their property Four effective exit strategies Five keys to your success And much more

STEVE BERGES is a real estate investment professional with over twenty-five years of experience. As principal of Symphony Homes, he is an active investor specializing in creating value through various real estate mechanisms, including single-family houses, multifamily apartment complexes, and the development and construction of single-family and condominium housing communities. He holds an MBA in finance and marketing from Rice University. His other books include *The Complete Guide to Real Estate Finance for Investment Properties* and *The Complete Guide to Flipping Properties*, both from Wiley.

I bought this book, along with two others, after some careful research into real estate investing books on (customer ratings, reviews, etc.). These were part of a Christmas present several years ago to my younger brother who is working hard - very hard, actually - to break into the real estate investment world. I wanted to report back that he found this book informative and insightful and still refers to them today from time to time. I had been over at his house this weekend, and he actually mentioned the presents, and told me that he actually found some useful info in this book, and that it wasn't just another get-rich-quick or uninformed hack job, both of which are so prevalent in real estate literature (and have been for years, as you probably know). So, I can say that I definitely recommend this book to anyone - especially someone starting out in the field of real estate investment properties.

Not the easiest read, it gets slightly dry, but it is one of the most informational real estate books on , would definitely suggest it if you have any interest in multifamily real estate investment. Steps away from the traditional buy and hold strategies and shows the reader the importance of value-add plays. Pick up a copy!

This book is very informative if you are a beginner to the multi family world. For anyone that has already dealt with multi family, then you do not need this book. However, Berges other book, real estate finance is a good review for the seasoned apartment owner. In that book he goes over some

key performance and efficiency ratios that everyone should be aware of when dealing with multi family properties. The book covers the general ideas behind multi family properties but of course it will differ by region slightly. The cap rates that he speaks of are not available in say california but might be available in indiana. Overall a good book for beginners to intermediate but definitely not seasoned investors.

Excellent read and very useful information and financial calculations. It is to the point without much fluff. Berges emphasizes and practices value play investment strategy.

I found this book to be a quick read that was clear and concise. unlike many books of this topic this one was not heavily weighed down with short stories how the author made a million dollars on a specific deal. Each chapter was finished of with a recap to solidify lessons learned. This book did a good job at introducing 5 very common formulas that are used in the valuation of properties that you may not be familiar with from single family homes perspective. The book does get a bit light on the back-end as it got away from the real purpose behind the book and dabbled in the why you should "do it". by a percentage this last chapter was nominal and could be skipped altogether. Having read more than a half a dozen books on this subject this is one of the better ones where i wasn't trying to skim past the fat to get to the meat of the subject. I recommend this book if you are not in need of a pep talk in order to get started. i consider the fact that you are reading the book as evidence enough that you are taking action and don't need to hear all of the benefits to take the next step.

This book is for a niche investor market for sure. He dives into the deep end of financials which I appreciated. So many investment books say the same fluff and skip the nitty gritty details. This book is heavy on content. Great book.

Excellent book for commercial real estate beginners!

Best introduction to multi-family investing I've seen.

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