

The

BEGINNER'S

Guide to

**REAL ESTATE
INVESTING**

SECOND EDITION



GARY W. ELDRED, PhD



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A B O U T T H I S B O O K

The Beginner's Guide to Real Estate Investing covers all topics that first-time real estate investors need to know—but does so in less depth than I've included in my previous Wiley titles.

Here you'll find discussions about credit scoring, mortgages, seller financing, negotiation, foreclosures, bargain-hunting, appraisal, valuation, creating value, cash flow analysis, property management, and dozens of other topics. In this book, you'll gain a profit-generating introduction to the complete range of knowledge you need to begin building wealth in real estate.

In other words, we might have titled this book *Real Estate Investing in a Nutshell*. I have directed chapters toward those readers who want to sample all investment topics in one easy-to-read volume.

In contrast, for those readers and experienced investors who prefer depth on each of the topics discussed herein, I suggest that you select from some combination of these titles: *Investing in Real Estate*, 5th ed., *Make Money with Flippers, Fixers, and Renovations*, 2nd ed., *Make Money with Affordable Apartment Buildings and Commercial Properties*, 2nd ed., *Make Money with Condominiums and Townhouses*, *The 106 Mortgage Secrets All Borrowers Must Learn—But Lenders Don't Tell*, 2nd ed., *The 106 Common Mistakes Homebuyers Make—and How to Avoid Them*, 4th ed., and *The Complete Guide to Second Homes for Vacations, Retirement, and Investment*.

Either way, whether you select this abridged volume or some combination of my other titles, you will find that I offer readers the most detailed and practical guides to investing in real estate that are available. Although property offers you your best opportunity to build wealth and financial freedom, I never mislead you into thinking that such wealth will come without applying knowledge, time, and effort. Anyone who believes those gurus who promise an “easy, no cash, no credit, no knowledge” system to build wealth is headed for disappointment.

You *can* still profitably invest in real estate. But you must learn to analyze properties, neighborhoods, risks, and potential rewards. And that’s exactly what this book (and my other Wiley books) shows you.

In closing, I would like to acknowledge special people who have contributed to my work and this book. First and foremost, I want to thank His Highness Sheikh Dr. Sultan Bin Mohammed Al Qassimi, Supreme Council Member, UAE, Ruler of Sharjah and Founder and President of the American University of Sharjah (AUS). Due to his generosity, leadership, and vision, in less than a decade, the American University of Sharjah has emerged as the leading university in the Middle East.

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Gary W. Eldred, PhD