# 10 Books to Teach You

how to be a successful real estate agent



# **Good Real Estate Books**

Paul McGreevy, Gary W. Eldred

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The ABCs of Real Estate Investing Ken McElroy, 2013-02-28 This book will teach you how to Achieve wealth and cash flow through real estate Find property with real potential Show you how to unlock the myths that are holding you back Negotiating the deal based on the numbers Evaluate property and purchase price Increase your income through proven **Real Estate Investing From A to Z** William H. Pivar, 2003-09-22 Investors rocked by today property management tools s stock market woes are increasingly turning to real estate Real Estate Investing from A to Z has become recognized in previous editions for explaining this potentially lucrative field in no nonsense easy to understand terms while at the same time providing detailed information suitable for more seasoned investors Substantially revised and updated chapters include discussions of REITs risk reduction the investment potential of single family homes group investments and joint ownership Real Estate Investing Catherine Adams, 2019-08-17 Real estate is a hot commodity and for good reason There and more has never been a better market for making money by means of real estate investment Here in this book veteran writer Catherine Adams takes us on a tour of her latest investigative treatise exploring every aspect of modern day real estate investing Here she inundates us with every aspect of what it means to be a real estate investor This book covers over 70 surefire methods to succeed in real estate and make real profits This guide pulls no punches when it comes to giving you direct insider information on how the world of real estate is run From flipping your first house to in depth negotiations with lenders this book covers all of the base The most amazing thing however is the way in which Ms Adams describes the current state of the market and the most popular niches to take part in From foreclosures to short sales from apartments to trailer parks Ms Adams provides a rather refreshing look at real estate investing that you won t find anywhere else This book teaches you how to have the right mindset to succeed This book walks you through an offer all the way to closing This book is full of all kinds of helpful advice Such as Know your clients on a first name basis How to manage your real estate schedule How to ask your prospects the right questions Keeping a Property Knowledge Sheet Formulating a Sound Exit Strategy Developing a clear Time Horizon Measuring Your Investment Performance Making the Most of Appreciation Finding Leverage with Lenders This comprehensive real estate guide teaches you how to cut to the chase and learn how to approach a distressed seller or lender and hammer out an agreement to take the property off their hands for a cheap price No longer do you have to wait at the beck and call of banks this book teaches you how to call the shots Discover the ins and outs of real estate auctions And read up on the best ways to create your own real estate firm to handle your burgeoning real estate empire It's all right here in Catherine Adams incredible new book **Investing in Real Estate** Paul McGreevy, Gary W. Eldred, 2006-02-17 THE BESTSELLING GUIDE TO REAL ESTATE INVESTING Now in its fifth edition Investing in Real Estate is the straightforward quide that helps you start growing your fortune by investing in houses and small apartment buildings Successful real estate investor Gary Eldred shows you how you can outperform the stock market by investing in residential

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