



The Complete Guide to Buying and Selling Apartment Buildings

By Steve Berges



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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.



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Editorial Review

From the Back Cover

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

About the Author

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.

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