



## Maverick Real Estate Investing: The Art of Buying and Selling Properties Like Trump, Zell, Simon, and the World's Greatest Land Owners (Hardback)

By Steve Bergsman

John Wiley and Sons Ltd, United States, 2004. Hardback. Book Condition: New. 231 x 155 mm. Language: English . Brand New Book. The Ultimate Guide to Buying and Selling Property Like the Experts How do the world's most successful developers-- from Donald Trump to Sam Zell--make the most of every real estate transaction? The answers are found throughout Maverick Real Estate Investing. In this one-of-a-kind book, you'll learn the secrets to making a good deal, using other people's money, establishing cash flow targets, finding the best locations, getting top legal and tax counsel, overcoming negative responses, selling at the right time, and much more. It's must reading for every aspiring real estate titan, and will give you the tools necessary to make every deal a profitable one. Steve Bergsman's profiles of some of the most successful investors of our time give an illustrative and illuminating insight into how the best in the business have consistently managed their risk and raised their returns. If you want to make it in the competitive world of real estate investing, read this book! --Dale Anne Reiss, Global and Americas Director of Real Estate, Hospitality, and Construction Services, Ernst Young For...



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