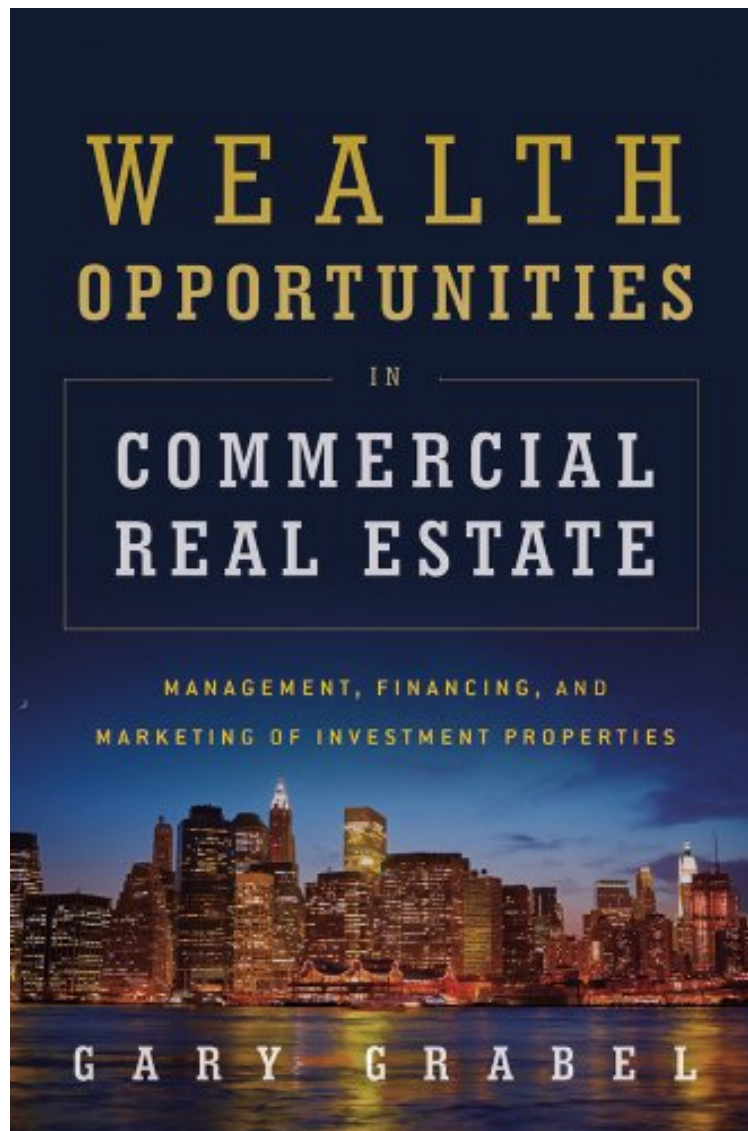


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Wealth Opportunities in Commercial Real Estate: Management, Financing and Marketing of Investment Properties

Gary Grabel

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ESSENTIAL COVERGAGE OF THE COMMERICAL REAL ESTATE MARKET AND HOW TO MAKE IT WORK FOR YOU The one-stop guide to making money from buying, managing, and owning commercial real estate, Wealth Opportunities in commercial real Estate is the comprehensive resource you need in order to take full advantage of the market, whether you're just starting out or an old hand. Including industry case studies and expert advice from real estate expert Gary Grabel, the book teaches you the fundamentals-including how to evaluate a potential property and how to create value even before you buy-that other books leave out. Commercial real estate investing is an excellent, and highly profitable, investment choice for those with the right perspective and the patience to see their decision through. But to really succeed, it is essential to have a firm grasp of the basics of the real estate game before you get started. if you think you're ready, then this book is your first step.

From the Inside Flap Over the past twenty-five years, commercial real estate has been transformed from a highly opaque investment vehicle accessible only to the wealthy into a transparent mainstream investment alternative available to sophisticated retail and individual investors. As the economy stabilizes and the long road to recovery begins, more investors will come to realize that commercial real estate is a viable class of alternative investing. Wealth Opportunities in Commercial real estate: Management, Financing, and Marketing of Investment Properties is designed to meet this renewed interest and the accompanying increased demand for knowledge of the real estate industry. Author Gary Grabel understands that to succeed in this market, you need to take the time to learn the basics and build the skills necessary for properly evaluating investment opportunities and creating value. Covering all of the important terminology and key topics essential to developing a firm grasp of the fundamentals of commercial real estate, the book addresses leasing, financing, marketing, management, structuring a partnership, real estate tax consequences, buying and selling, and more. Grabel carefully sets forth a practical step-by-step process detailing exactly how to go about acquiring real estate through a real estate vehicle as a means of building significant wealth over time. by addressing a broad range of topics, this timely guide ensures its position as a resource that you can return to again and again throughout the buying and ownership process, from initial transaction to daily property management. A practical guide to the day-to-day management of commercial real estate properties for both beginning and more experienced individual investors and real estate professionals, Wealth Opportunities in commercial real estate presents the must-have knowledge you need to master in order to find lasting financial success in this real estate market. From the Back Cover **ESSENTIAL COVERGAGE OF THE COMMERICAL REAL ESTATE MARKET AND HOW TO MAKE IT WORK FOR YOU** The one-stop guide to making money from buying, managing, and owning commercial real estate, Wealth Opportunities in commercial real Estate is the comprehensive resource you need in order to take full advantage of the market, whether you're just starting out or an old hand. Including industry case studies and expert advice from real estate expert Gary Grabel, the book teaches you the fundamentals-including how to evaluate a potential property and how to create value even before you buy-that other books leave out. Commercial real estate investing is an excellent, and highly profitable, investment choice for those with the right

perspective and the patience to see their decision through. But to really succeed, it is essential to have a firm grasp of the basics of the real estate game before you get started. if you think you're ready, then this book is your first step.

About the Author Gary Grabel is the Managing director of Ethan Christopher, LLC, the holding company for his real estate activities. The company specializes in value-added real estate with focus on retail centers and medical office buildings. Ethan Christopher currently owns and manages over one million square feet of real estate in California, Arizona, and Texas. Mr. Grabel brings to this text is extensive practical experience as an owner/operator of commercial real estate. For over thirty years, he has been involved in all aspects of commercial real estate including financing, leasing, acquisitions, and the day-to-day running of a real estate portfolio. Mr. Grabel is a real estate broker, a member of the California bar association, and a frequent lecturer on real estate-related topics.