

1. Record Nr.	UNINA9910157647003321
Autore	Belfiore F
Titolo	Vascular and Neurologic Complications of Diabetes Mellitus : : 2nd International Diabetes Conference on Vascular and Neurologic Complications of Diabetes Mellitus, Florence, November 1985 // editors, F. Belfiore, G.M. Molinatti, J.R. Williamson
Pubbl/distr/stampa	Basel : , : S. Karger, , 1987
ISBN	9783318036190 3318036196
Edizione	[1st ed.]
Descrizione fisica	1 online resource (XII + 256 pages) : : 52 figures, 43 tables
Collana	Issn Series
Soggetti	Endocrinology Biochemistry Nutrition Angiology Cardiovascular System Diabetes Metabolic Diseases
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Nota di contenuto	978-3-8055-4452-8_Cover -- 978-3-8055-4452-8_00I -- 978-3-8055-4452-8_001 -- 978-3-8055-4452-8_016 -- 978-3-8055-4452-8_029 -- 978-3-8055-4452-8_043 -- 978-3-8055-4452-8_051 -- 978-3-8055-4452-8_058 -- 978-3-8055-4452-8_067 -- 978-3-8055-4452-8_082 -- 978-3-8055-4452-8_087 -- 978-3-8055-4452-8_096 -- 978-3-8055-4452-8_107 -- 978-3-8055-4452-8_116 -- 978-3-8055-4452-8_125 -- 978-3-8055-4452-8_135 -- 978-3-8055-4452-8_146 -- 978-3-8055-4452-8_160 -- 978-3-8055-4452-8_177 -- 978-3-8055-4452-8_186 -- 978-3-8055-4452-8_190 -- 978-3-8055-4452-8_194 -- 978-3-8055-4452-8_197 -- 978-3-8055-4452-8_200 -- 978-3-8055-4452-8_204 -- 978-3-8055-4452-8_207 -- 978-3-8055-4452-8_210 -- 978-3-8055-4452-8_213 -- 978-3-8055-4452-8_216 -- 978-3-8055-4452-8_220 -- 978-3-8055-4452-8_223 -- 978-3-8055-

4452-8\_227 -- 978-3-8055-4452-8\_231 -- 978-3-8055-4452-8\_235 -- 978-3-8055-4452-8\_238 -- 978-3-8055-4452-8\_243.

2. Record Nr.	UNINA9910969338203321
Autore	Eldred Gary W
Titolo	Investing in real estate // Gary W. Eldred
Pubbl/distr/stampa	Hoboken, N.J., : John Wiley & Sons, Inc., 2012
ISBN	9781118240021 1118240022 9781283664851 1283664852 9781118226964 1118226968
Edizione	[7th ed.]
Descrizione fisica	1 online resource (379 p.)
Classificazione	BUS054000
Disciplina	332.63/24
Soggetti	Real estate investment - United States
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	Includes index.
Nota di contenuto	Machine generated contents note: Prologue: Invest in Property Now Today's Odds Point Directly towards Present and Future Gains Develop and Execute Your Strategy Now Notes Chapter 1 Achieve a Prosperous Future: 22 Ways You Can Earn Profits with Property 1.1 Potential Sources of Profit from Investment Property 1.2 Is Property Your Best Investment Choice? Notes Chapter 2: OPM: Borrow Smart, Raise Cash, Build Equity 2.1 The Birth of "Nothing Down" 2.2 Should You Invest With Little or No Cash or Credit? 2.3 Maximize Leverage with Owner-Occupancy Financing 2.4 What Are the Loan Limits? 2.5 High Leverage for Investor-Owner Financing 2.6 How to Build Confidence with Lenders, Equity Investors, Sellers, and Sales Agents Notes Chapter 3: Appraisal: Ins and Outs of Market Value 3.1 What Is Market Value? 3.2 How to Estimate Market Value 3.3 Property Description 3.4 The Cost Approach 3.5 The Comparable Sales Approach 3.6 The GRM Income Approach 3.7 Income Capitalization 3.8 Valuation Methods: Summing Up Notes Chapter 4: Maximize Cash Flows And Grow Your Equity 4.1

Will the Property Yield Good Cash Flows? 4.2 Will the Property Yield Profitable Increases in Price? 4.3 Summing Up Chapter 5: Pay Less than Market Value 5.1 Why Properties Sell for Less (or More) than Market Value 5.2 Prepare Screening Criteria 5.3 Bargain Sellers 5.4 Seller Disclosures 5.5 Summary Chapter 6: Profit with Foreclosures 6.1 The Foreclosure Process 6.2 Buy Pre-Foreclosures from Distressed Owners 6.3 Prequalify Homeowners and Properties 6.4 Finding Homeowners in Default (Prefiling) 6.5 Find Homeowners (Post-Filing) 6.6 Satisfy Lenders and Lien Holders 6.7 Profit from the Foreclosure Auction 6.8 The Foreclosure Sale: Summing Up Chapter 7: Profit from REOs and Other Bargain Sales 7.1 Sad For Sellers/Builders, Bargains For You 7.2 How to Find REOs 7.3 HUD Homes and Other HUD Properties 7.4 Department of Veterans Affairs (REOs) 7.5 Fannie Mae and Freddie Mac REOs 7.6 Federal Government Auctions 7.7 Buy from Foreclosure Speculators 7.8 Probate and Estate Sales 7.9 Private Auctions Notes Chapter 8: Profit by Creating Value 8.1 Fix, Sell, Profit! 8.2 Your "Fixer" Search 8.3 Improvement Possibilities 8.4 Required Repairs and Improvements 8.5 You Can Improve Everything about a Property-- Including its Location 8.6 What Types of Improvements Pay the Greatest Returns? 8.7 Budgeting for Resale Profits 8.8 Comply with Laws and Regulations 8.9 Should You Buy a "Fixer"? Notes Chapter 9: More Techniques To Profit with Property 9.1 Lease Options 9.2 Lease Purchase Agreements 9.3 Conversions 9.4 Master Leases 9.5 Assignments: Flipping Purchase Contracts 9.6 Summary Chapter 10: Negotiate a Win-Win Purchase Agreement 10.1 Win-Win Principles 10.2 The Purchase Contract 10.3 Summary Notes Chapter 11: Strategic Management Builds Equity 11.1 The 10:1 Rule (More or Less) 11.2 Smart Strategic Decisions 11.3 Cut Operating Expenses 11.4 Add Value: Closing Words Chapter 12: Develop the Best Lease 12.1 The Mythical "Standard Lease" 12.2 Craft Your Rental Agreement 12.3 Tenants Rights Laws 12.4 Landlording: Pros and Cons Notes Chapter 13: Create Promotions that Sell 13.1 Design a Winning Value Proposition 13.2 Craft Your Selling Message 13.3 Reach Potential Buyers 13.4 Should You Employ a Realty Agent? Notes Chapter 14: Pay Less Tax 14.1 The Risks of Change and Complexity 14.2 Homeowner Tax Savings 14.3 Alternative Minimum Tax 14.4 Capital Gains 14.5 Tax-Free Exchanges 14.6 Reporting Rental Income and Deductions 14.7 Tax Credits 14.8 Property Taxes 14.9 Summary Notes Chapter 15: More Ideas for Profitable Investing 15.1 Out-of Area Investing 15.1.3 Emerging Growth Areas 15.1.4 Emerging Retirement/Second-Home Areas 15.1.5 Out-of-Area Caveats 15.2 Commercial Properties 15.3 Triple Net (NNN) 15.4 Self-Storage 15.5 Mobile Home Parks 15.6 Profitable Possibilities with Zoning 15.7 Tax Liens/Tax Deeds 15.8 Discounted Paper 15.9 Should You Form an LLC? Chapter 16: Opportunity for a Lifetime 16.1 Right Time, Right Price, Right Place (USA) Although property investing does not require market timing, market timing does add to our possibilities for scoring great deals. By "great deal," I not only refer to good price, good property as related to today's market prices. More importantly, today's investors will look back from 5, 10, or 20 years into the future and congratulate themselves for acting while the majority waited in idle worry and procrastination. 16.2 Personal Opportunity.

## Sommario/riassunto

"To explore and illustrate contemporary and evolving market conditions and investment opportunities, this newly revised edition will include the following: 1. Provide historical/cyclical context to emphasize the unprecedented combination of bargain pricing and near record low interest rates now available in most cities. 2. Show how to meet and exceed today's changed loan underwriting standards. (Yes, loans are widely available-but readers/would-be investors must learn how to

navigate the maze). 3. Discuss effective ways to successfully negotiate below-market prices with banks, distressed owners/mortgagors, and government agencies (HUD, FHA, Fannie, Freddie, etc.) 4. Reveal methods that will make sure your appraisal comes in at the value you want/need for loan approval. 5. Explain how to legally and ethically use easier/low down payment, owner-occupied financing to acquire investment properties. 6. Guide readers through the new procedures and processes used to acquire REOs (relatively) quickly and on favorable terms as well as illustrate how to structure and complete short sales on favorable terms. 7. How to find motivated sellers and/or market properties through social media. 8. Capitalize on the low CD rate environment to persuade sellers to offer OWC property financing--indeed, a large and growing number of sellers need no persuasion. OWC financing is being offered by tens of thousands of sellers already. 9. Learn how to acquire properties through buying debt, subject-to agreements, and loan assumptions. (Yes, they are still available when you know where to look). 10. Discuss why today's prices (contrary to media mis-statements and err-prone commentators) are sure to increase substantially and how to identify the properties and locations that will experience the highest rates of appreciation. In addition to the above (and many other) revisions that are especially crafted to address the new opportunities and challenges that will exist for the next several years, this 7th edition will achieve elevated standards for clarity, application, and time-tested investment principles and practices (p&p which were often forgotten or ignored during the boom years)"--

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