



# **Making Money in Real Estate: How to Start Out on the Road to Financial Independence with Residential and Commercial Property (Third Edition)**

*Carolyn Janik*

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Today it seems like every dinner conversation revolves around real estate-buying, managing, rehabbing, or selling properties. Americans have recognized that investing in real estate can be a good way to build wealth, diversify their investment portfolios, and create financial security. Yet real estate investing isn't a surefire strategy, and it isn't for everyone. *Making Money in Real Estate* gives readers answers for many types of investments-single-family fixer-uppers, vacation properties, real estate investment trusts, raw land, mixed-use properties, condos, and co-ops. For each type, the author shows investors how to estimate the time, money, and work involved. Then she provides checkpoints (including financial tips and contract safeguards) to ensure that every investment is a good one. Janik also covers key intuitive skills that real estate investing requires, such as negotiating effectively and recognizing a good deal. In their love affair with real estate, Americans need guidance to make commonsense decisions, minimize risk, and maximize their profits. This powerful book will help them do just that.

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