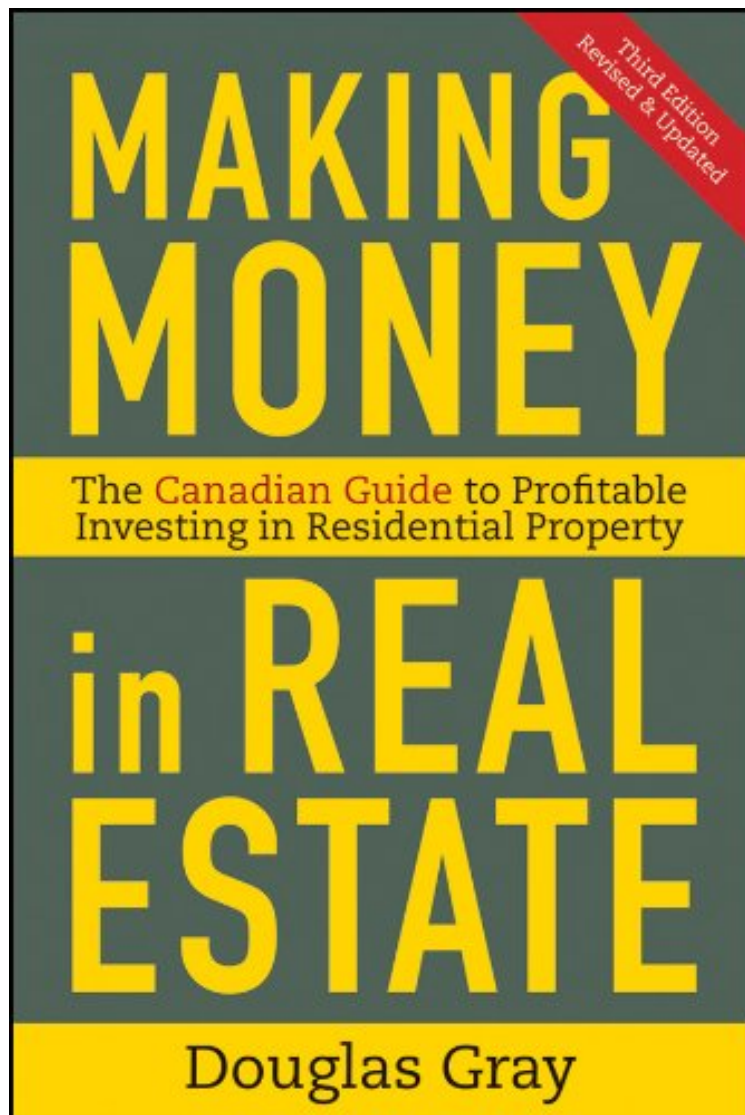


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Making Money in Real Estate: The Essential Canadian Guide to Investing in Residential Property

Douglas Gray

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Douglas Gray : Making Money in Real Estate: The Essential Canadian Guide to Investing in Residential Property before purchasing it in order to gage whether or not it would be worth my time, and all praised Making Money in Real Estate: The Essential Canadian Guide to Investing in Residential Property:

Successful real estate investments play an essential role in Canadian investors' portfolios. The growth in wealth in real estate markets has presented investors with tremendous opportunities to capitalize on and expand their range of investments, and has moved real estate investing from a niche product to a pillar of smart portfolio diversification. In *Making Money in Real Estate, 2nd Edition*, Douglas Gray demystifies the Canadian real estate market for novice investors and presents new strategies for veteran investors. Learn to: Understand the real estate market cycles Find a property and assess its investment potential Build a trustworthy real estate team Arrange financing on good terms Use negotiating tactics that work Understand tax and legal issues Manage a property Avoid the pitfalls that many investors fall into Examine the pros and cons of non-residential property investment options Readers of previous editions will appreciate the vital changes to mortgage rules, taxation and legislation, and the inclusion of information on commercial real estate. Thorough coverage in plain English makes *Making Money in Real Estate, 2nd Edition* the next logical step for investors who want to begin or expand their real estate portfolios, and is a critical and indispensable tool in investment decision making.

From the Inside Flap Canadians are investing in residential real estate in unprecedented numbers. Especially in times of economic uncertainty, Canadians are banking on the long-term value appreciation and stability that real estate represents. If you are among those investors who have already purchased a first or second income property, or if you are at the point where you are seriously considering taking the first step, you have at your fingertips the most trusted and comprehensive resource available to give you a thorough understanding of the pros and cons of real estate investing and what you need to do to properly prepare to become an investor. *Making Money in Real Estate, 3rd Edition* is an exceptional guide and resource designed to be actively consulted and successfully applied. The author, Douglas Gray, draws on his vast experience as a lawyer, consultant and author to offer investors—both novice and veteran—an "A to Z" of "street-smart" real estate investment knowledge and strategies. Among the many topics covered in clear non-technical language are how to: Understand the real estate market cycles Find a property and assess its investment potential Build a trustworthy real estate team Arrange financing on good terms Use negotiating tactics that work Understand tax and legal issues Manage a property Avoid the pitfalls that many investors fall into Examine the pros and cons of non-residential property investment options The glossary, checklists, mortgage tables, sources of further information and a comprehensive index round out this book. Real estate is long-term investment. Be informed—avoid the pitfalls and make prudent decisions, because those choices will have a significant impact on your financial health. Look to *Making Money in Real Estate* as the benchmark of "how to" for profitable real estate investing. From the Back Cover Douglas Gray is Canada's bestselling real estate and small business author. Hundreds of thousands of Canadians have relied on his books for their comprehensive information, insider tips and practicality. Here is what the critics have said about his real estate guides: "Gray delivers the goods. It is all-Canadian, and not a retread book full of tips that are worthless north of the U.S.-Canada border. It's chockfull of practical street-smart strategies and advice...thorough and eminently usable." —*Business in Vancouver* "...no legalese here...just some good ol' street-level English that explains—mostly for the benefit of novices—all the real and perceived complexities of mortgages." —*Calgary Herald* "The prolific output of real estate and financial books establishes Gray as a Canadian voice...[He] provides consumer insights into securing the best deal and avoiding the pitfalls...Gray's legal background has given him valuable insights." —*Edmonton Journal* "[The] author knows what he is talking about...full of street-smarts and practical advice..." —*Halifax Chronicle-Herald* About the Author DOUGLAS GRAY, B.A., LL.B., formerly a practicing lawyer, has extensive experience in all aspects of real estate and mortgage financing. He has acted on behalf of buyers, sellers, developers, investors, lenders and borrowers. In addition, he has over 35 years of personal experience investing in real estate. He is the author of 26 best-selling real estate, business and personal finance books, and is as well a consultant and columnist. Mr. Gray is president of the Canadian Enterprise Development Group Inc. and lives in Vancouver, BC. His website is www.homebuyer.ca.