



Maverick Real Estate Financing: The Art of Raising Capital and Owning Properties Like Ross, Sanders and Carey

By Steve Bergsman

[Download now](#)

[Read Online](#) 

Maverick Real Estate Financing: The Art of Raising Capital and Owning Properties Like Ross, Sanders and Carey By Steve Bergsman

Praise for MAVERICK REAL ESTATE FINANCING

"Once you start reading, you won't be able to put the book down. You will feel you are part of the deals that industry leaders have put together. This is a real book about real people and how they address risk and reward."

--Bruce S. Schonbraun, Managing Partner The Schonbraun McCann Group LLP

"Bergsman applies a journalist's logic to the complex world of commercial real estate, making it easier for outsiders to understand. He writes with the authority of a true insider."

--Brannon Boswell, Managing Editor Shopping Centers Today

"Congratulations. Finally, someone has written a book that reflects real estate finance in the twenty-first century. With the growing proliferation of real estate education in university business schools today, this book should be required reading!"

--James D. Kuhn, President Newmark Knight Frank

In Maverick Real Estate Financing, Steve Bergsman--author of the widely acclaimed Maverick Real Estate Investing--describes the various financing methods you can use to achieve real estate investment success. Maverick Real Estate Financing also introduces you to an innovative group of real estate professionals who have used these methods to build substantial fortunes.

By listening to some of the world's most successful real estate Mavericks--including William Sanders, W. P. Carey, and Stephen Ross--you'll discover what sets them apart from the rest of the pack and learn how to apply their proven principles to your own real estate deals.

Each chapter examines a different real estate financing technique and the Maverick who best exemplifies it. Some of the strategies and products discussed include:

- * Equity financing
- * Public and private REITs
- * Agency loans
- * UPREITs
- * Commingled capital
- * Retail site arbitrage
- * Conduit loans
- * Sale-leasebacks
- * Distressed mortgages
- * Low-income housing tax credits (LIHTCs)

 [Download Maverick Real Estate Financing: The Art of Raising ...pdf](#)

 [Read Online Maverick Real Estate Financing: The Art of Raisi ...pdf](#)

Maverick Real Estate Financing: The Art of Raising Capital and Owning Properties Like Ross, Sanders and Carey

By Steve Bergsman

Maverick Real Estate Financing: The Art of Raising Capital and Owning Properties Like Ross, Sanders and Carey By Steve Bergsman

Praise for MAVERICK REAL ESTATE FINANCING

"Once you start reading, you won't be able to put the book down. You will feel you are part of the deals that industry leaders have put together. This is a real book about real people and how they address risk and reward."

--Bruce S. Schonbraun, Managing Partner The Schonbraun McCann Group LLP

"Bergsman applies a journalist's logic to the complex world of commercial real estate, making it easier for outsiders to understand. He writes with the authority of a true insider."

--Brannon Boswell, Managing Editor Shopping Centers Today

"Congratulations. Finally, someone has written a book that reflects real estate finance in the twenty-first century. With the growing proliferation of real estate education in university business schools today, this book should be required reading!"

--James D. Kuhn, President Newmark Knight Frank

In Maverick Real Estate Financing, Steve Bergsman--author of the widely acclaimed Maverick Real Estate Investing--describes the various financing methods you can use to achieve real estate investment success. Maverick Real Estate Financing also introduces you to an innovative group of real estate professionals who have used these methods to build substantial fortunes.

By listening to some of the world's most successful real estate Mavericks--including William Sanders, W. P. Carey, and Stephen Ross--you'll discover what sets them apart from the rest of the pack and learn how to apply their proven principles to your own real estate deals.

Each chapter examines a different real estate financing technique and the Maverick who best exemplifies it. Some of the strategies and products discussed include:

- * Equity financing
- * Public and private REITs
- * Agency loans
- * UPREITs
- * Commingled capital
- * Retail site arbitrage
- * Conduit loans
- * Sale-leasebacks
- * Distressed mortgages
- * Low-income housing tax credits (LIHTCs)

Maverick Real Estate Financing: The Art of Raising Capital and Owning Properties Like Ross, Sanders and Carey By Steve Bergsman Bibliography

- Sales Rank: #691599 in Books
- Published on: 2006-03-31
- Original language: English
- Number of items: 1
- Dimensions: 9.21" h x 1.05" w x 6.24" l, 1.05 pounds
- Binding: Hardcover
- 286 pages



[Download](#) Maverick Real Estate Financing: The Art of Raising ...pdf



[Read Online](#) Maverick Real Estate Financing: The Art of Raisi ...pdf

Download and Read Free Online Maverick Real Estate Financing: The Art of Raising Capital and Owning Properties Like Ross, Sanders and Carey By Steve Bergsman

Editorial Review

Review

"Once you start reading, you won't be able to put the book down. You will feel you are part of the deals that industry leaders have put together. This is a real book about real people and how they address risk and reward."

—Bruce S. Schonbraun, Managing Partner The Schonbraun McCann Group LLP

"Bergsman applies a journalist's logic to the complex world of commercial real estate, making it easier for outsiders to understand. He writes with the authority of a true insider."

—Brannon Boswell, Managing Editor Shopping Centers Today

"Congratulations. Finally, someone has written a book that reflects real estate finance in the twenty-first century. With the growing proliferation of real estate education in university business schools today, this book should be required reading!"

—James D. Kuhn, President Newmark Knight Frank

From the Inside Flap

The real estate market is booming, and over the last few years, people have come to realize its incredible profit potential. But if you're unprepared, entering this arena can be confusing as well as costly.

If you're looking to make serious money in real estate, look no further than *Maverick Real Estate Financing*. In this follow-up to the widely acclaimed *Maverick Real Estate Investing*, Steve Bergsman describes in detail various real estate financing methods that can help you achieve real estate investment success.

Maverick Real Estate Financing also introduces you to a group of innovators who have used these methods to build substantial fortunes. By listening to some of the world's most successful real estate Mavericks—those you'll meet in these pages—you'll uncover valuable, time-tested tools and techniques that can help you raise capital and make deals you might not have previously considered.

With this book as your guide, you'll discover what sets the Mavericks of real estate finance apart from the rest of the pack and learn how to apply their proven principles to your own real estate deals. Each chapter examines a different real estate financing strategy or product as well as the Maverick who best demonstrates this axiom in action. This way, you can see how these individuals got their start and how they made it to the top of such a highly competitive profession.

Bergsman provides important real estate financing lessons from some of the best minds in the business, including:

- William Sanders—on choosing the best type of corporate format to hold real estate
- Benjamin "Buddy" Cohen and Jack Cohen—on the use of construction, permanent, bridge, hard money, and mezzanine loans
- Milton Cooper and his maverick efforts in retail site arbitrage
- Leo F. Wells III—on the formation of private and non-traded REITs
- W. P. Carey—on the intricacies of the sale-leaseback
- Stephen Ross and his experiences with low-income housing tax credits (LIHTCs)

Whether you're a real estate owner, developer, or investor, Maverick Real Estate Financing has the information you need to succeed. Filled with in-depth insight and expert advice, Maverick Real Estate Financing will show you how to make the most of your time in this market.

From the Back Cover

Praise for MAVERICK REAL ESTATE FINANCING

"Once you start reading, you won't be able to put the book down. You will feel you are part of the deals that industry leaders have put together. This is a real book about real people and how they address risk and reward."

—Bruce S. Schonbraun, Managing Partner The Schonbraun McCann Group LLP

"Bergsman applies a journalist's logic to the complex world of commercial real estate, making it easier for outsiders to understand. He writes with the authority of a true insider."

—Brannon Boswell, Managing Editor Shopping Centers Today

"Congratulations. Finally, someone has written a book that reflects real estate finance in the twenty-first century. With the growing proliferation of real estate education in university business schools today, this book should be required reading!"

—James D. Kuhn, President Newmark Knight Frank

In Maverick Real Estate Financing, Steve Bergsman—author of the widely acclaimed Maverick Real Estate Investing—describes the various financing methods you can use to achieve real estate investment success. Maverick Real Estate Financing also introduces you to an innovative group of real estate professionals who have used these methods to build substantial fortunes.

By listening to some of the world's most successful real estate Mavericks—including William Sanders, W. P. Carey, and Stephen Ross—you'll discover what sets them apart from the rest of the pack and learn how to apply their proven principles to your own real estate deals.

Each chapter examines a different real estate financing technique and the Maverick who best exemplifies it. Some of the strategies and products discussed include:

- Equity financing
- Public and private REITs
- Agency loans
- UPREITs
- Comingled capital
- Retail site arbitrage
- Conduit loans
- Sale-leasebacks
- Distressed mortgages
- Low-income housing tax credits (LIHTCs)

Users Review

From reader reviews:

Daniel Rhoads:

The book Maverick Real Estate Financing: The Art of Raising Capital and Owning Properties Like Ross, Sanders and Carey make you feel enjoy for your spare time. You can use to make your capable much more increase. Book can to get your best friend when you getting stress or having big problem along with your subject. If you can make examining a book Maverick Real Estate Financing: The Art of Raising Capital and Owning Properties Like Ross, Sanders and Carey for being your habit, you can get considerably more advantages, like add your own capable, increase your knowledge about a few or all subjects. It is possible to know everything if you like open and read a e-book Maverick Real Estate Financing: The Art of Raising Capital and Owning Properties Like Ross, Sanders and Carey. Kinds of book are several. It means that, science book or encyclopedia or others. So , how do you think about this publication?

Craig Palmer:

The reserve with title Maverick Real Estate Financing: The Art of Raising Capital and Owning Properties Like Ross, Sanders and Carey posseses a lot of information that you can discover it. You can get a lot of benefit after read this book. That book exist new understanding the information that exist in this publication represented the condition of the world right now. That is important to yo7u to understand how the improvement of the world. This book will bring you inside new era of the internationalization. You can read the e-book with your smart phone, so you can read it anywhere you want.

Randi Adams:

Publication is one of source of expertise. We can add our know-how from it. Not only for students but additionally native or citizen have to have book to know the update information of year for you to year. As we know those guides have many advantages. Beside all of us add our knowledge, could also bring us to around the world. By the book Maverick Real Estate Financing: The Art of Raising Capital and Owning Properties Like Ross, Sanders and Carey we can take more advantage. Don't someone to be creative people? To become creative person must prefer to read a book. Simply choose the best book that suitable with your aim. Don't always be doubt to change your life by this book Maverick Real Estate Financing: The Art of Raising Capital and Owning Properties Like Ross, Sanders and Carey. You can more pleasing than now.

Anthony Balentine:

Reading a book make you to get more knowledge from the jawhorse. You can take knowledge and information from your book. Book is prepared or printed or highlighted from each source that filled update of news. In this modern era like right now, many ways to get information are available for a person. From media social including newspaper, magazines, science book, encyclopedia, reference book, book and comic. You can add your understanding by that book. Ready to spend your spare time to open your book? Or just searching for the Maverick Real Estate Financing: The Art of Raising Capital and Owning Properties Like Ross, Sanders and Carey when you necessary it?

Download and Read Online Maverick Real Estate Financing: The Art of Raising Capital and Owning Properties Like Ross, Sanders and Carey By Steve Bergsman #HVZFKS310WO

Read Maverick Real Estate Financing: The Art of Raising Capital and Owning Properties Like Ross, Sanders and Carey By Steve Bergsman for online ebook

Maverick Real Estate Financing: The Art of Raising Capital and Owning Properties Like Ross, Sanders and Carey By Steve Bergsman Free PDF d0wnl0ad, audio books, books to read, good books to read, cheap books, good books, online books, books online, book reviews epub, read books online, books to read online, online library, greatbooks to read, PDF best books to read, top books to read Maverick Real Estate Financing: The Art of Raising Capital and Owning Properties Like Ross, Sanders and Carey By Steve Bergsman books to read online.

Online Maverick Real Estate Financing: The Art of Raising Capital and Owning Properties Like Ross, Sanders and Carey By Steve Bergsman ebook PDF download

Maverick Real Estate Financing: The Art of Raising Capital and Owning Properties Like Ross, Sanders and Carey By Steve Bergsman Doc

Maverick Real Estate Financing: The Art of Raising Capital and Owning Properties Like Ross, Sanders and Carey By Steve Bergsman MobiPocket

Maverick Real Estate Financing: The Art of Raising Capital and Owning Properties Like Ross, Sanders and Carey By Steve Bergsman EPub