



# How to Buy, Sell or List a Small Apartment Building

*Pat Sims*

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# How to Buy, Sell or List a Small Apartment Building

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## **How to Buy, Sell or List a Small Apartment Building** Pat Sims

For Property Owners who want to sell. For new and experienced Investors who want to buy. For Realtors who want to list an apartment building professionally and successfully.

This eBook will lift the curtain of mystery about investment property values by showing you the most common method of appraisal and the most common 'Rules of Thumb'. It helps you talk the language of investors by explaining how income properties can produce much more money than the rent and how its potential can be realized.

Learn how to examine a Rent Roll to discover hidden potential; how Income and Expenses Statements are prepared and may be reconstructed; and how Return on Investment (R.O.I.s) and Cap. rates are determined. See how a properly prepared listing and a marketing brochure will speed the sales process.

These are things you really need to know about investment real estate.

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