

Strategies for Getting Started In Real Estate



Dan Auito

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Getting Started in Real Estate

By Dan Auito

Congratulations on taking your first—or possibly your next—step in understanding real estate. With 15 years experience, a couple of real estate licenses, an appraiser’s certification, 18 properties of my own—bought, sold, or currently held—as well as a recently published book and website designed to further support *your* efforts, I am at least somewhat qualified to offer you a few suggestions on how you can get started.

Keep in mind that there are no get-rich-quick schemes, plans, or programs in real estate. Don’t be fooled or allow others to dupe or con you into believing they have the new, never-before-told program on how to quickly and easily make your first million in real estate by following their guaranteed, surefire methods of approach. If you have been fired up by a certain guru or investment seminar, then at least do yourself a favor and check them out before being led blindly down the path to the wolves den. Before you plunk down your hard-earned cash, go to <http://www.johntreed.com/Reedgururating.html> and do your research.

Additionally, if you’re just starting out and considering real estate as a profession or part-time job, then read what John Reed has to say at <http://www.johntreed.com/beginner.html>. As John’s links show, it is wise to begin your journey through using research of those who have been there before you and have superior knowledge in doing what you are about to do yourself. John emphasizes that you should read recommended books on the subject before you go out and spend hundreds or thousands of dollars buying some guru’s how-to packaged deal.

Education is your key to wealth in real estate. Here are some tips on getting started:

- Read and listen to recommended books and tapes.
- Attend a first-time homebuyer’s class or paid local college courses (i.e., appraisal).
- Attend local investors’ and apartment owners’ association meetings in your area.

Special Report

- Participate in online investment forums, chat groups, and bulletin boards.
- Read local and national news; pay attention to articles, events, and the classifieds.
- Pay attention to recommendations from people like John, above. Don't allow yourself to be misled!

There is a lot of information on the web these days and a lot of misinformation to go along with it. You're going to find yourself on the web looking for resources on a daily basis, so let me give you a list that has taken me two years to research and compile. Don't let it overwhelm you. When you do go to the websites, check out their **recommended links** and their **resources links**, and view the **site map**; these are the most useful features of most websites.

Okay, here's the list. Remember, you'll be using this for research later; I am giving it to you now so you won't worry about where you will go when you're done with this report.



Internet Resources

There are *no* affiliate links in any of these—they *are* friends!

Search engine: www.Google.com

Second choice: www.Yahoo.com

Third and final: www.vivisimo.com

GENERAL REAL ESTATE

Top picks

www.realestateabc.com/top100/top100.asp?Cat=1 (top 100 sites) Michael

www.totalrealestatesolutions.com (totally useful all around resource)

www.rebuz.com (a most solid directory of R.E. related information) Tom

www.reals.com (another great starting off point to find what you need) Michael

www.realestate4.com (a monstrous directory to get you going) Michael, again!

www.linkre.com (again, a huge directory to get you moving) Mike you rule

www.dealmakerscafe.com (creative investment education and support) Scott

www.propertyites.com (friends of fizbo's) Bill
www.relibrary.com (deep resources in real estate) Jon
www.thecreativeinvestor.com (serious subscriber support) Joel
www.urbanbombs.com/links10/themeindex.html (one word "links") Trent
www.homebuyingrealestate.com (well respected directory)
www.reidepotshop.com (guru central)
www.topusarealestate.com (all around great resource, articles) Lara
www.realestatepromo.com (Super resource to get going) Mike
www.legalwiz.com (lot of respect for Bill Bronchick) Bill
www.mastermindforum.com/resources/re-entrepreneur.htm#discussions (solid directory)

Research sites

www.inman.com (your "must" source for news)
www.inrealty.com (very large information resource)
www.nreionline.com (latest real estate news)
www.meyersgroup.com (economic news)
www.newsmax.com/links.shtml (all the news)
www.fnis.com/Research/index.asp (latest market news)
www.fnismarketintelligence.com/2003/03-21/default.asp (news)
www.naahq.org/resources/econ.aspx (apartment owner's industry news)
www.reiclub.com/real-estate-business-tools.php (R.E. tools for investors)
www.firstamres.com/news/articles.jsp (analysis)
www.usacitylink.com (relocation guide to cities)
www.findyourspot.com (find your ideal spot)
www.realtytimes.com (market conditions)
www.newspaperlinks.com/home.cfm (electronic newspapers)
www.bestplaces.net/ (city and school facts and more)
www.50states.com (state facts & info)
www.census.gov (statistics of the U.S.)
www.dataquick.com (get your data here)
www.dqnews.com (data quick news and stats)
www.infospace.com (your phone book and more)
www.realtor.com (homes for sale nationwide)
www.homeradar.com (what's it worth, comparables free)
www.netronline.com/public_records.htm (public records search)
www.realfacts.com/faqlinks.html (find an owner thru research)
www.inft.net/index.html (find owners in trouble)

www.altmandirect.com (launch a direct mail campaign)
www.policyholdersofamerica.org/index2.html (insurance issues)
www.kwsnet.com (scroll to real estate, huge resource)
www.infocredit.com/ (background checks)
www.docusearch.com/free.html (multiple search databases)
www.creditretriever.com (credit reports on tenants)
www.FINDTHESELLER.COM (track them down)
www.skiptracers.com (find the tenant who owes back rent)
www.policeauctions.com (auctions)
www.stealitback.com (go to real estate)
www.financenet.gov/sales.htm (gov't property sales)
http://www2.fdic.gov/WebCat/sitemap.asp (go deep into gov't site)
www.nlihc.org/resources/links.htm (national housing links)
www.buyerstrust.com (buyer's agent directory)

Financial

www.nfns.com (your states mortgage rates & news)
www.myFICO.com (get your credit score)
www.experian.com 888-397-3742
www.tuc.com 800-888-4213
www.equifax.com 800-685-1111
www.bankrate.com (today's rates and more)
www.bankrate.com/brm/mortgage-calculator.asp (calculator)
www.interest.com (mortgage trends)
www.mbaa.org (solid mortgage news and resources)
www.eloan.com (financial/loans)
www.mortgagequotes.com "
www.quickenmortgage.com "
www.mortgage-referral.com "
www.lendingleaders.com "
www.mainstfinancial.net/Loan%20Programs.htm (100%cashout, non-owner occ)
www.interest.com/discussion/ (mortgage discussion)
www.brookviewfinancial.com (rehab lenders)
www.access-100.com (more rehab funding)
www.debtbug.com (stop foreclosure)
www.mtgprofessor.com/calculators.htm (calculator heaven)
www.mortgage-investments.com/Real_estate_and_mortgage_downloads/downloads.htm

www.decisionaide.com (32 different calculators)
www.cybernetmortgage.com (calculators/loans - Texas)
www.mortgage101.com (calculators and more)
www.algebrahelp.com/calculators/index.htm (higher math)
www.homefair.com (calculators & relocation info)
www.lendingleaders.com (finance)
www.homebuyingguide.com/default.asp (4free finance books) PDF
www.homewarrantyexperts.com (find a good warranty co.)
www.orhp.com (home warranties)
www.homeloans.va.gov (military forms resource)
www.alta.org/consumer/hud1.cfm (hud-1 settlement statement)

Inspection/Appraisal

www.inspectamerica.com (free inspection reports)
www.appraisalfoundation.com (click on ".org")
www.appraisalinstitute.com/default.asp (find your appraiser)
www.naifa.com (find your appraiser)
www.appraisersforum.com/forum/index.php (ask an appraiser)
www.electronicappraiser.com (general valuations)
www.domania.com/sitemap.jsp (valuation tools)
www.camerondirect.com/compsources.shtml (comparable data providers)
www.ashi.com (find a home inspector)
www.homeinspections.com (5000 inspectors)
www.soundhome.com/topics/topic_inspect.shtml#hunt (tips)
www.independentinspectors.org (5000 inspectors)
www.nachi.org/bbsystem/index.php (ask a home inspector)
www.inspectorsjournal.com (ask a home inspector)

Contracts/Forms Suppliers

www.audrie.com
www.audrie.com/creating_advertiseing_flyers.htm (make a flyer)
www.totalrealestatesolutions.com/realestateforms/index.cfm (you'll love it)
www.buyincomeproperties.com/FreeRealEstateForms.htm#contracts (more love)
www.fidtitle.addr.com/forms.htm (forms in pdf)
www.uslegalforms.com (pay for the form you need)
www.kaktus.com (more forms)
www.urgentbusinessforms.com (ditto)

www.standardlegal.net (ditto)
www.isoldmyhouse.com/forms.html (free contracts - excellent!)
www.prepaidlegal.com/newCorp/lrc.html (free contracts - all 50 states)
www.dora.state.co.us/real-estate/contracts/contrcts.htm (free - Colorado contracts)
www.kcig.org/custom/index.cfm?id=19423 (more free forms)
www.lawfirmsoftware.com/free/forms/real_estate (creative forms)
www.eHow.com (then follow "finance" to real estate)
www.mortgage-investments.com/Real_estate_and_mortgage_Forms/form_fr.htm (free)
www.findlaw.com (find an attorney)
www.alllaw.com/forms/real_estate (sample forms/ lawyer search)
www.attorneyfinder.com/index.html (find an attorney)
www.attorneylocate.com/index.html (find an attorney)
www.legalscholar.com/links/realestateassociations.html (every lawyer on the planet)
www.turnpike.net/lawnet (questions answered free)
www.legalscholar.com/links/realestateassociations.html (law resource)
www.homefindersbulletin.com/docs/checklist.pdf (free tenant move-in checklist)
www.thelpa.com/lpa/free-forms.html?id=nyy2upaZ (free landlord forms)
www.banditsigns.com (bandit signs galore)
www.witnessdesigns.com (wide variety of signage)
www.webuyhousesigns.com (supplier of signs)
www.infotube.net (advertising signage supplier)
www.landlordlocks.com (one key for all the rentals)

Forums & Networking

www.magicbullets.com/forum/ (my attempt to bring us all together) Dan
www.creonline.com (creative investment) JP
www.MRLANDLORD.com (property management) Jeffrey
www.thelpa.com/lpa/index.html (landlord protection) John
www.screeningservices.com/forms/grab-bag.shtml (free landlord forms)
www.lease2purchase.com (networking)
www.propertyinvesting.com/forum (positive cash flow)
www.camerondirect.com (clubs) Cameron
www.neodemesne.com (friend to all, R.E. investor resources) Bruce
www.naked-investor.com (lease-option forum)
www.creative-financing-solutions.com/hips.html (20 repair forums)

www.creative-financing-solutions.com/realestate.html (43 finance forums)
www.realestatelink.net/clubs.html (clubs & associations)
www.realestatepromo.com/InvestmentClubs/index.html (more clubs)
www.apartmentassociation.com (apartment owners' associations)
www.creonline.com/clubs.htm (real estate clubs nationwide) JP
www.reiplace.com/clubs.php (clubs)
www.reiclub.com (more clubs) Tim
www.bhg.com (ladies discussion, scroll to bottom) Laura
www.property.com/news.html (newsgroups & lists)
www.realestateinvesting.com/investors-associations/search.asp
www.realestatetalks.com/index.php (real estate forum)
www.newyork.craigslist.org/about/cities.html (discuss & more) Craig
www.gladwell.com/tp_excerpt2.html (networking triggers) Malcolm
www.lease2purchase.com/php/letsnetwork/letsnetwork.php (do it) Jeff
www.realestatediscuss.com (forums galore) Michael
www.landtrust.net/cgi/yabb/YaBB.pl (land trust and creative r.e forum) Bill

More bulletin boards of interest (forums)

www.ownerwillcarry.com (owner financed homes for sale) Greg
www.neodemesne.com/forum/index.php (r.e.investing resources) Bruce
<http://forums.mjmls.com/> (wide variety of useful articles) Michael
www.dealmakerscafe.com/forum/index.php?s=00fcd8ff1923e3457f2b6b1dfcf0986e& (solid community of investors at the dealmakers above)
www.mrlandlord.com (the best land lord site on the planet) Jeffrey
www.thelpa.com/lpa/forum.html (the next best landlord site on the planet) John
www.mastermindforum.com/phorum/list.php?f=14 (jerry knows the mobile home game)
www.reotalk.com/ (foreclosure experts) (Steve)
www.reiplace.com/newsgroup/list.php?f=1&a=2&t=37654 (Steve)
www.thecreativeinvestor.com/Forum-index.html (serious r.e.investment community)
www.realestatepromo.com/discussion (widely read bulletin board)
www.onlinerealtysales.com/p/forums (free listings, bulletin board and more)
www.creonline.com/wwwboard/index.html (the granddaddy of creative finance)
JP

www.aireo.com/bbs/index.shtml (excellent texas based site) Bill
www.propertyites.com/forums (well covered topics list here)
www.naked-investor.com/forums/index.php?act=idx (lease purchase and more)
Michael
www.moneycentral.msn.com/community/message/board.asp?board=YourMoney
Liz
www.lease2purchase.com/wwwboard/list.php?f=1&t=14524&a=2 (lease purchase) Jeff
www.reiclub.com/forums/index.php (quick offers and tons of resources) Tim
www.realestatediscuss.com (good forum a little agent biased) Michael
www.everythingre.com/phpBB2/index.php Robs place
www.realestateinvesting.com/cgi-bin/general/index.html (quality discussions)
www.groups.google.com/groups?hl=en&lr=&ie=UTF-8&group=misc.invest.real-estate

State specific (forums)

www.azpig.com/cgi-bin/yabb/YaBB.cgi?board=news Arizona
www.azcentral.com/phorum/list.php?f=61 Arizona again!
www.sdcia.com/msgboard.mv California
www.nc-treia.org N. Carolina
www.charlestonrealestateguide.com/forum/index.php S. Carolina
www.carei.com/cgi-bin/ultimatebb.cgi Colorado
www.dccmreig.com D.C. Maryland
www.gareia.org/mboard/default.asp Georgia
www.indypropertyinvestors.com/forum Indiana
www.investorwealth.com/cgi-bin/forums/YaBB.pl?board=questions
Indianapolis
www.qcrpa.org/wwwboard Iowa
www.kreia.com Kentucky
www.ma4salebyowner.com/pages/index1.html Massachusetts
www.okcreia.com Oklahoma
www.tulsareia.net (Tulsa)
www.forums.nwreii.org/forums_index.asp Oregon
www.phoenixrealestateclub.com/modules.php?op=modload&name=Forum&file=viewforum&forum=9&4 Phoenix Arizona
www.reiplac.com/newsgroup/list.php?f=1&a=2&t=37654 Texas
www.dfwrein.com/megabbs/category-view.asp Dallas Texas

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