

Contents

ACKNOWLEDGEMENTS	V
CONTENTS.....	VII
INTRODUCTION.....	1
CHAPTER 1	4
Investing In Real Estate As The Tenant	5
Residential.....	5
Subletting	6
Commercial	6
As a business requirement	6
Your lease contract.....	7
As a subletting opportunity.....	9
CHAPTER 2	10
Buying and Selling Real Estate.....	11
House Acquisition Methods.....	11
The conventional method.....	11
House buying process	14
The conveyance process (UK)	17
First stage.....	17
Second stage	18
Third stage.....	18
Buying through an estate agent.....	18
Buying directly from the sellers without an estate agent.....	20
What are the benefits of a sale without an estate agent?	20
Determining real estate value	21
Buying from an auction	22
Buying probate, government, or foreclosure / repossession real estate	25
Probate	25
Government.....	25
Foreclosures and Repossessions	27
Finding Foreclosures and Repossessions	27
Buying from a housing association or the government.....	29

The Guide To Real Estate Investing

Buy through your company	31
Inheriting real estate	32
Mortgage Types	32
Let-to-buy	32
Buy-to-let.....	34
Long term rental.....	34
Private letting	36
CHAPTER 3	38
Self-Build	39
The Self-Build Process.....	40
The Design	45
The Warranty.....	47
The Construction Steps.....	49
Preliminaries	49
Services	50
Construction process	51
CHAPTER 4	56
Investing In Multi-Family Real Estate	57
The Unwise Method That Exposes You To Financial Losses.....	57
The Prudent Method That Lowers Risk.....	58
Where to Buy.....	59
How to Buy	59
Who to Rent To	59
Become a Real Estate Developer	61
Where to Start	61
CHAPTER 5	64
Buying Off-Plan.....	65
How Does It Work	65
Investment Timing	67
CHAPTER 6	68
Wraps (Aka Vendor Finance/Instalment Sales Contracts)	69
Wrapping Ethically.....	70

CHAPTER 7	72
Quick Selling Real Estate.....	73
Benefits.....	73
Warning	75
CHAPTER 8	76
Investing In Real Estate Investment Trusts (REITs)	77
What Are REITs?	77
How Can You Use REITs To Make Money?.....	78
Yahoo.....	80
MSN money	81
CHAPTER 9	84
Investing In Real Estate Mutual Funds.....	85
Diversification	85
Stock Basket.....	87
CHAPTER 10	90
Investing In Real Estate Limited Partnerships	91
Pros	91
Cons	91
CHAPTER 11	94
Investing In High Yield Private Mortgage Notes.....	95
Pros	95
Cons	95
CHAPTER 12	98
Become a Real Estate Professional.....	99
Pros	99
Cons	99
Become A Qualified Certified Estate Agent	100
Become A Qualified Certified Real Estate Manager	101
Become A Licensed/Qualified Conveyancer.....	102

The Guide To Real Estate Investing

CHAPTER 13	104
How I Invest In Real Estate	105
SUMMARY	111
APPENDICES	113
Appendix 1	114
Off Plan Real Estate Agents and Syndicates.....	114
Appendix 2	122
Chart Personalities/Trends.....	122
The Good Man (aka Upward Trending).....	123
The Bad Man (aka Downward Trending).....	123
The Yoyo (aka Repeating Pattern)	124
The Flyer.....	126
The Over Comer (aka The Consolidator)	127
The Post IPO Disaster	128
Chart Attributes	129
Time Frames.....	129
Chart Types.....	134
Mountain chart.....	134
Line chart.....	135
Open high low close (OHLC) chart.....	135
Dot chart.....	137
Candlestick chart.....	138
Using candlesticks to analyse stock.....	139
Volume	142
Moving Average Convergence Divergence - MACD	144
Chart Patterns.....	146
Upward slope.....	146
Downward slope	147
Head and shoulders	148
Bowl.....	149
Cup and Handle.....	152
M – for murder	154
W – for winner.....	154
Elliot Wave	155
Fibonacci	165
Other Factors	172
Stock Selection Method.....	172
Stock Screeners.....	172

Contents

The Good Man (aka the Upward Trended).....	173
The Bad Man (aka the Downward Trended)	175
Calculating Fibonacci for the Downward Trending Stock	175
The Over Comer (aka the Consolidator)	177
The Flyer (aka the High Volume Lift).....	179
Single day highs	180
52-day high.....	181
Calculating Fibonacci for the high volume Flyer	183
The Sleeper (aka the Price Breakout)	184
Finding sleepers	185
Trading sleepers.....	188
The Oscillator (aka the Channeller).....	188
The Elastic Limit (aka 200-day MA Kisser).....	190
Calculating Fibonacci for the Elastic Limit.....	192
The Marketers (aka the Indexes).....	193
The 10% a month technique	195
The Slug (aka the Large Caps)	195
The Overexcited and Over Priced (aka the Impending Stone)	197
Placing Your Trades	198
Final Words On Stocks And Shares.....	202

NOTES.....	205
-------------------	------------

OTHER WORKS BY SAMUEL BLANKSON.....	207
--	------------

ABOUT THE AUTHOR.....	226
------------------------------	------------