

An Interview With Greg Warr on Investing in Commercial Real Estate

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1. What attracted you to invest in Commercial Real Estate?

There are so many things. To sum it up in a couple of words I'd have to say "a big game". Buying homes is fun and profitable but commercial property is where the big boys and girls play. It's competitive but that's where the big money is. One amazing thing though; as big a game as it is if you know the rules it's quite within almost everyone's reach. Commercial properties are meant to be bought and sold homes aren't.

2. What makes buying multi-units a better investment than buying single family homes?

You're dealing with properties that are meant to be bought and sold. Therefore sellers are typically more flexible and financing is more favorable. More favorable meaning that loans can be made based on the property and not necessarily on us as buyers.

3. What are the three most important things people wanting to invest in Commercial Real Estate must consider?

The type of property to invest in, who's going to help me with this (building a team) and how to fill out a commercial real estate contract to our (the buyers) benefit.

4. Is it more difficult to qualify for a loan from the bank on a commercial property?

It's typically easier because they lend on the property and not us in most cases. If you know how to find the right deal the financing should be fairly straight forward.

5. Can you tell us a little bit about the book you have written?

It's by Dearborn publishing who happens to be the largest publisher of business books out there and just a great overall company. It takes people into my world as a commercial real estate investor and shows them how it's done and why it's done that way. I'm excited for it's release in May.

6. What is the outlook for Commercial Real Estate in 2005?

If done appropriately commercial real estate is as close to recession proof as one can get. I go on television a lot to talk about the economy and real

estate and I'm always asked "will the economy go up or down"? I do monitor these things but if I've followed my rules for buying commercial property to the letter than the economy going up or down shouldn't affect me and in most cases I'm set for any downside such as an increase in interest rates. That's a good feeling. The main reason is this, people need a place to live in good times and in bad. If I know the types of properties they need, which I do, I'm ahead of the game.

7. What are some of the real estate lectures and workshop you have planned in the near future?

Well, my next engagements in California are at the Wealth Builders Conference on May 21 and then my 3-Day Multi-Units Training from June 3 to 5. Both events will be at the San Ramon Marriott hotel. I have somebody keep track of all of this for me. Usually we post these on www.GregWarr.com

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