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# The Complete Guide To Financing Real Estate Developments (Professional Finance & Investment)



## Synopsis

Get Answers to All Your Questions About Financing Real Estate Development -- and Tailor a Finance Package that Meets Specific Your Needs The Complete Guide to Financing Real Estate Developments offers a detailed roadmap to navigate the complex process of financing small to large-scale real estate projects, such as office buildings, apartment complexes, and hotels. Real estate expert Ira NACHEM explores the pros and cons of large versus small institutions; how to structure and present a loan proposal, the approval and closing processes; the truth about appraisals, guarantees, insurance and lien law; financial and physical bonuses and constraints, environmental issues and many other topics. NACHEM presents in-depth information and explanations that answers questions on: Who the Commercial Real Estate Lender Really Is What Information Should the Borrower Produce How a Workable Budget is Created How the Lender Evaluates a Borrower What the True Value of an Appraisal Is What goes into a Lender's Loan Presentation What to Expect at a Closing What Key Legal Documents are Most Important What the True Value of a Guarantee Is How the Borrower and Lender Prepare for the Funding Process What Is involved in Loan Administration After the Closing What Is the View from the Borrower's Perspective What Are some of the Constraints and Incentives to Development What Are the Values and Risks of Insurance and Bonding What Is the Reason for Title Insurance and how does it work What Are the Complexities of Lien Law and how does it work How Is the Loan Eventually Repaid What Real Estate Math Is Essential for the Professional How Important Are Environmental Issues How Can the Lender Find New Loan Prospects What Are the Risks and Rewards of Loan Participations Featuring a wide range of helpful examples and illustrations, The Complete Guide to Financing Real Estate Developments covers many of the day-to-day realities faced in the real estate industry including the differing perspectives of lenders and borrowers, their personal pressures, personalities and politics, and much more.

## Book Information

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## Customer Reviews

Ira W. Nachem has over 25 years of commercial real estate experience in finance, investment, development, construction and management. His executive positions in real estate banking, development, management and brokerage have given him direct involvement in all kinds of credit and equity transactions collateralized by all types of properties throughout the United States. He currently lectures on real estate and construction finance at New York University.

This book was disappointing, and the title is very misleading. A better one might be "All about real estate debt financing". Financing real estate development is a lot more complex than what is presented in here. I was expecting equity, joint venture, mezzanine....etc, as well as a thorough background and discussion of the development process and why developers would pursue different financing options. I felt this book was written from a singular viewpoint without enough context and varying RE finance perspectives, and also included too much fluff and discussion of forms and processes. I'm sure it's good if that's what you were purchasing the book for ..... but I thought I was buying "The Complete Guide to Financing Real Estate Developments" - not The guide to RE Loans.

This book is just forms.

well-written. required for a class in a graduate-track @ NYU. self-published professor of the class.

After completing this book, I not only felt as though I had a deeper understanding of the real estate finance process but I had a strong desire to meet the author in person. The author easily depicts realistic real estate finance situations from which anyone can learn. His tone is gentle. The sentences are clear and easy to read. This book is a home run!

As a student of real estate development classes, I was struggling with my teacher and the required textbook. Stumbling on this book was like hitting the lottery; it is easy to use, carefully laid out and

incredibly detailed. It has helped me immeasurably as both an instructional manual and as a reference.

The book touches all bases with respect to construction finance. Working in the industry, I not only found the book informative but also a great reference.

I find this to be a very thoughtful and timely real estate reference book. It not only discusses deal structure but it also includes helpful career information.

Book is written from multiple angles, and what i really didn't like is first couple of chapters are just for "Loan officer" about how to write presentation etc..etc.I was expecting more details and Tips on how to finance real estate developments.

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