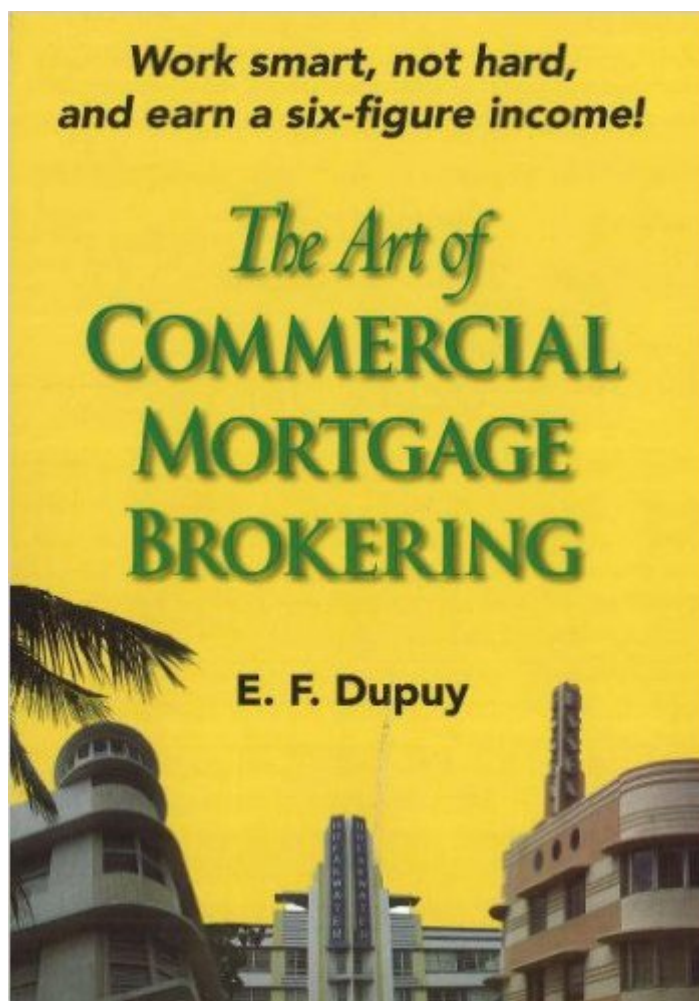


The book was found

The Art Of Commercial Mortgage Brokering: Work Smart, Not Hard, And Earn A Six-figure Income!



Synopsis

The Art Of Commercial Mortgage Brokering is a book dedicated to teaching readers to understand how to originate package and place with real lenders small commercial mortgages, ranging from \$250,000 to \$5 million. One of the advantages of commercial mortgage brokering is that the originator does not have to be licensed to be paid (except in California). In The Art Of Commercial Mortgage Brokering, the author shares the secrets to his own success over the last 30 years, and provides readers with the knowledge they need to succeed as a broker. The best part about commercial mortgage brokering is that it offers anyone with a little knowledge and determination the opportunity to make a six-figure income with a tiny capital investment.

Book Information

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Customer Reviews

This book is so light on content, that it should really be titled: "Just send me the money to finance my sail boat and I don't care if you read it". It features very basic description of the benefits of what commercial lending can do for you full of general staff and platitudes, extensive bragging by the author and constant offers to submit your next loan through his company. The majority of the book space is taken by IDENTICAL analysis points for different types of properties, like multifamily, office, retail, storage, etc. He just carboned copied about 100 pages of text with very minor modifications. Probably took him about 2 minutes to write that part of the book. Throughout the book the author refers to a Resource CD that supposedly came with the book, and yet, the book doesn't even have a CD holder or pocket where he would actually put the CD. The book is full of spelling, grammar and all other types of errors. Overall, it seems that the author was trying to write a book over a weekend

before his next vacation, and didn't really bother to check his spelling, content of the book, or any other staff that was supposed to come with the book. His goal was just to make some easy money and push the readers towards using his company for loan submission. I don't think so. If the guy is so sloppy with this book, imagine how sloppy he will be with your next \$1mln loan!

I work as a residential loan officer for a bank and I am currently looking to expand my business into the commercial lending area. Therefore I was searching for a book on the topic that would give a basic outline on the different ratios required when qualifying a prospect. I think Mr. Dupuy accomplishes this in a very readable format. He very simply explains everything from debt service coverage ratio to the cap rate. I don't think anyone is going to buy the book and broker a commercial deal in a week, but it give the reader the nuts and bolts of a fascinating industry.

There are few books that discuss commercial mortgage brokering and I had high hopes for this one. Sadly, it was of little help for anybody entering the business. I don't recommend it, you're better off saving your money and researching the internet for free. There isn't much online either, but at least you don't have to pay for it. An earlier reviewer states that you need to be licensed in order to do commercial loans, that is not correct. A license is only required in two states for commercial loans. You do however need to be licensed to broker residential loans.

This is a great introduction to commercial mortgage brokering. I have been looking for a book like this for a long time. There are not too many books that give you details about brokering commercial loans, so I was extremely happy when I found it. Very fast and easy read. Covers the details of different asset classes, some marketing strategies and a little motivation.

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The Art of Commercial Mortgage Brokering: Work smart, not hard, and earn a six-figure income!
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