

Crushing It in Apartments and Commercial Real Estate: How a Small Investor Can Make It Big : Murray, Brian H By Brian H Murray Without raising any outside capital Brian bootstrapped his way from newbie investor to founder and CEO of Washington Street Properties a commercial real estate investment and property management company that was ranked on the Inc. Brian Murray is also the Co Founder and Key Principal of Open Door Capital a real estate investment firm that helps clients achieve superior risk adjusted returns through the acquisition of value add assets nationwide. Armed with his passion for business and a lot of common sense he developed a simple yet highly effective approach to investing that he still uses today at his multimillion dollar real estate company. Crushing It in Apartments and Commercial Real Estate is a beginner's guide to investing based on Murray's experience bootstrapping his way from newbie investor to award winning CEO of Washington Street Properties. Murray shares the secrets to his success through straightforward actionable advice that will help you get started no matter what your experience level or how much cash you have on hand. You'll learn how to: Find and creatively finance commercial property Grow a portfolio without any help from outside investors and without taking on excessive debt Use your small investor status as a competitive advantage over corporate investors Identify simple practical ways to increase profits while keeping costs low Murray also shares real life stories that reveal exactly how he grew his business and the hard lessons he learned along the way (so you don't have to). Whether you already invest in real estate and want to go bigger or you've never owned a property this book gives you the tools and wisdom you need to crush it in apartments and commercial real estate. Crushing It in Apartments and Commercial Real Estate: How a Small Investor Can Make It Big : Murray Brian HItem arrived damaged otherwise hopefully a great book reviews are excellentbut slightly disappointing as I was hoping to gift this to someone for Christmas! Oh well. On the other hand you have the slickly written books that appeal to the novice CRE investor but ultimately fail to deliver and serve to do little else but slot you into a sales funnel where you end up spending a fortune on "mentorship" courses. The underlying sentiment of the book seems to be one of a genuine desire to help those that have the will to proceed with CRE investment but lack the basic skill set and perhaps are a little intimidated. The down to earth tone of the book coupled with the examples of the various struggles he faced when at the bottom of the hill as well as those he faced after acquiring his first CRE assets make it easy to relate to the author:

Brian Murray acquired his first investment property in 2007. 5000 list of the nations fastest growing private companies for five consecutive years. In 2015 Brian was recognized with a Gold Stevie Award for Executive of the Year in the Real Estate Industry, In addition to his endeavors in writing and real estate Brian Murray has worked as a professor technology executive management consultant and engineer: His media appearances include interviews on CNN PBS and CBS MarketWatch, Brian has been quoted by the Wall Street Journal the New York Times and dozens of other major newspapers around the world. He holds degrees from Syracuse University Johns Hopkins University and the Darden School of Business at the University of Virginia: Think apartments and commercial real estate are just for the big boys? Think again. Brian Murray was not an investment pro when he bought his first commercial property, Guess brushing up on my real estate savvy could be a blessing in disguise, Hopefully can fix up their packaging a little so less books arrive damaged, Warcraft Let's be honest there are a LOT of books out there on Commercial Real Estate (CRE) and for the most part they seem to be polarised between two specific types: On the one hand you find dry university texts written for existing professionals that tend to confuse the neophyte with too many acronyms and esoteric formulae, Thankfully Brian Murray's Crushing It In real Estate does not fit in either of these categories. In short if you are looking for a solid well written but easy to read primer on making your first steps as a CRE investor this book delivers, In a previous life the author was a teacher and his desire and ability to impart relevant information throughout the book shines through, This creates the feeling of "Brian did it so can I" rather than "Wow this guy is so massively successful I'll never achieve on that level..."<sup>2</sup>, There are ways to kick start ownership of CRE assets even when you lack funds, Yes office space can be significantly

expensive than residential but where there's a will there's a way: CRE investment really isn't that scary when you're armed with the knowledge that this book shares: My only regret was that I bought the Kindle version and not the physical book but I can hardly blame the author for that can I? Five stars, Quit pushing books to Instagram "influencers" please Brian all it does is cheapen what is a legitimately useful and thorough book, A must read if you want to start investing career in real estate. He was a teacher looking to build some side income. For me the takeaway messages in the book are: 1.3. Warcraft Easy to read and some great info in here. Warcraft Very good book. Author gives multiple examples to explain the concepts. Learnt many new things. Warcraft Ok but it could be much shorter. Lots of stuff which is not necessary. Warcraft

