

Be Careful Who You Buy Your Investment Property From

by Robert M. Locke

One of the common mistakes we see new real estate investors make is listening to, and buying an investment property from, a real estate agent, or new home community agent, who has no experience with “investment real estate”. This has been **an expensive lesson** for many new investors.

Most real estate **agents focus on the owner-occupied** side of the real estate business. The criteria you use to select the home you’re going to live in, is very different than the criteria you use to buy one you’re going to rent. If the agent you are using doesn’t own 20 or 30 rental houses, if they don’t manage rental houses, they will not understand the issues of rental housing and **you may pay a high price from their lack of expertise**. If they don’t manage rentals, they don’t understand the ongoing problems you will face by selecting the wrong community, wrong floor plan, wrong lot or wrong area of town.

You wouldn’t buy a new car from someone who didn’t know how to maintain a car. You wouldn’t buy a new home from a builder that didn’t have a warranty program to maintain a house. You wouldn’t buy a business from someone who never managed a business. **Neither should you buy a rental property from someone who doesn’t own and manage rent property.**

Once you’ve thought this through, you’ll buy your investment property from an agent who have studied rental properties, focus on rental properties, have bought a few hundred rental properties, and manage rental properties. At the risk of sounding like an infomercial, we at Crown do all these things, and even teach on owning rental properties.

All the more reason to use Crown to buy your next rental property.

Save yourself the expensive learning curves of buying the wrong property through the wrong agent. Deal with someone who has done it for many years and has made lots of mistakes. They have learned valuable lessons that you won't have to pay for.

Buy from an expert!

Crown Realty & Management is *The Real Estate Investor's Choice*®