



## 8 Keys to property ownership

### Core concepts of the property ownership cycle

1. You make money buying real estate, not selling

2. Use and pleasure are special benefits of property ownership

Individual Residence

Raw land

Development initiative

Seasoned earnings-producing real estate

3. Capital Gains

Purchase low and sell high, or don't ever sell

Commercial real estate is divided into quality and location categories

4. Consider public and private restrictions while investing in real estate

Public restrictions

Private restrictions

5. Reversion

Ownership perpetuation as a part of an estate

Sale to a different investor

Part sold and retained portions (physical subdivision)

Part sold and retained portions (a legal subdivision)

Total deconstruction

6. Accounting and Economic Values Are Distinct

7. Investors Need to Know about properties value

8. Real estate market cycles