

Investing In Real Estate In Southwest Florida Today

Economic Conditions Have Created An Unprecedented Opportunity To Purchase Residential Or Commercial Real Estate At Historically Low Price

The burst of the housing bubble and the resultant mortgage foreclosure crisis has made real estate available at hugely discounted prices. Coupled also with the historically low interest rates and given today's weak returns on traditional investments, many savvy investors are again looking at Florida real estate as an opportunity to:



- a. Buy the home of their dreams
- b. Purchase that second home at a price less than replacement cost
- c. Invest in commercial real estate that will provide a better return than the stock market.

The reason for this growing interest in real estate investing?

1. The opportunity of investments in the many formats available, from short sale to purchase of REO (Real Estate Owned) property that has been foreclosed upon and is now being sold by the Lender.
2. The opportunity to purchase commercial mortgage paper at a significant discount
3. The opportunity to purchase properties at court ordered foreclosure sales for a fraction of replacement cost.
4. The opportunity to purchase tax certificates on a reverse auction basis and receive a potential return on investment of up to 18% per annum.

Before taking the leap to get back into real estate investing in today's market here are some tips to consider:

A. Secure quality representation. Regardless of what real estate investment you are considering, retain a qualified real estate attorney and a qualified realtor.

B. Distressed notes/commercial paper, tax certificates and foreclosure sales require knowledge of the market area. You will need to do extensive homework since you are competing against seasoned institutional and private investors **C. Purchase of residential property at short sale or in distressed scenarios.** Acquisition of short sale residential properties requires a sound program. Here is a link to an article that I published: "Anatomy of a Successful Short Sale: <http://www.kfjlaw.com/practice-areas/florida-foreclosure/Florida-Sale-Program/>

Our law firm has handled hundreds of short sales in the past 5 years, and has been instrumental in representing both Buyers, Sellers as well as lenders in regard to the sale and purchase of distressed real estate, mortgage paper and tax certificates.

Each type of investment has its own risks and rewards.

In summary:

1. Be pre-qualified for financing or better yet, make an all cash offer
2. Retain a qualified Real Estate Attorney.
3. Hire a qualified Professional Realtor.
4. Obtain a home inspection
5. Thoroughly review the title commitment. Get "marketable", not just insurable title.

Fortunes are being made by sophisticated investors in today's real estate market by those who follow today's proven steps to successful real estate investing.

Attorney Kevin F. Jursinski. B.C.S., Florida Bar Board Certified Real Estate Attorney, www.kfjlaw.com.



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WELCOMES OUR NEW ASSOCIATES:



JENNIFER L. BLAKEMAN
Former Deputy Chief Attorney,
Florida Division of Real Estate



DAVID J. GILLIS
Former Felony Division Trial Attorney,
20th Judicial Circuit
Public Defender's Office

THE FIRM IS ALSO PROUD TO ANNOUNCE
ATTORNEY KEVIN F. JURSKINSKI'S:

- Recertification as a Florida Bar Board Certified Real Estate Attorney (2012-2017)
- Third year induction into *Florida Super Lawyers*® magazine as a Super Lawyer



15701 S. Tamiami Trail
Ft. Myers, FL 33908

239-337-1147
www.KFJlaw.com