



# **Maverick Real Estate Financing: The Art of Raising Capital and Owning Properties Like Ross, Sanders and Carey**

*Steve Bergsman*

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Praise for MAVERICK REAL ESTATE FINANCING

"Once you start reading, you won't be able to put the book down. You will feel you are part of the deals that industry leaders have put together. This is a real book about real people and how they address risk and reward."

--Bruce S. Schonbraun, Managing Partner The Schonbraun McCann Group LLP

"Bergsman applies a journalist's logic to the complex world of commercial real estate, making it easier for outsiders to understand. He writes with the authority of a true insider."

--Brannon Boswell, Managing Editor Shopping Centers Today

"Congratulations. Finally, someone has written a book that reflects real estate finance in the twenty-first century. With the growing proliferation of real estate education in university business schools today, this book should be required reading!"

--James D. Kuhn, President Newmark Knight Frank

In *Maverick Real Estate Financing*, Steve Bergsman--author of the widely acclaimed *Maverick Real Estate Investing*--describes the various financing methods you can use to achieve real estate investment success. *Maverick Real Estate Financing* also introduces you to an innovative group of real estate professionals who have used these methods to build substantial fortunes.

By listening to some of the world's most successful real estate Mavericks--including William Sanders, W. P. Carey, and Stephen Ross--you'll discover what sets them apart from the rest of the pack and learn how to apply their proven principles to your own real estate deals.

Each chapter examines a different real estate financing technique and the Maverick who best exemplifies it. Some of the strategies and products discussed include:

- \* Equity financing
- \* Public and private REITs
- \* Agency loans
- \* UPREITs
- \* Commingled capital
- \* Retail site arbitrage
- \* Conduit loans
- \* Sale-leasebacks
- \* Distressed mortgages
- \* Low-income housing tax credits (LIHTCs)

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