

Trump University Real Estate Resource Guide

*“Very surprising things can happen, but you must –
and I repeat must – be open to them”*

– Donald Trump

Recommended Reading and References

By the Speakers

Oakes Group Mentoring Program, a 6-month One-On-One Mentoring Program
Commercial Real Estate Investing for Dummies, Peter Conti and Peter Harris

By Donald J. Trump

How to Get Rich, Donald J. Trump
The Art of the Deal, Donald J. Trump
Think Like a Billionaire, Donald J. Trump

By Others

Dictionary of Real Estate Terms, Sixth Edition, Jack P. Friedman, Jack C. Harris, J. Bruce Lindeman
Rich Dad Poor Dad, Robert Kiyosaki
The ABC's of Real Estate Investing, Ken McElroy
Think and Grow Rich, Napoleon Hill

Magazines, Newspapers and Periodicals

American Demographics Magazine
Apartment News Magazine
Homes Overseas Magazine
Journal of Property Management
National Real Estate Investor
Mortgage Banking Magazine
Multi-Housing News Publication
And the real estate/community/neighborhood sections of local newspapers – especially community specialized papers e.g. for Sarasota, FL – The Longboat Observer (Longboat Key) and the Pelican (Siesta Key)

Websites

Author's references:

coldwellbanker.com
oakesgroup.com

census.gov – for demographics
creonline.com – Creative Real Estate Online
housevalue.com
loopnet.com
myfico.com/12 – to purchase your credit scores with detailed commentary, including tips and recommendations on how to improve your score.

Most major real estate firms have websites where they list their properties, e.g.

colliers.com
cbre.com – CB Richard Ellis
cushwake.com – Cushman & Wakefield
grubb-ellis.com – Grubb & Ellis

Other

- 1 Contact the city planning department of an area you are researching to see what statistics they have available for population changes (growth or decline) and to determine plans for future freeways and other growth indicators.
- 2 The Urban Land Institute (Washington, D.C.) publishes many helpful reports and books on new developments.
- 3 The National Association of Homebuilders publishes many helpful reports and books on new developments.
- 4 Major brokers and research companies also publish market updates such as REIS (www.reis.com) and CB Richard Ellis (cbre.com).
- 5 Master site for links – ired.com