

Marketing and Lead Gen

How do I determine if a city or a town is a good location for real estate investment?

Call the local chamber of commerce and tell them you're thinking of buying a business in their area. Then ask, "Why should I buy a business in your area?" The answer you receive and the material they send will give you an indication of their business development ability. Attracting businesses means more jobs and more jobs means a better real estate market.

When you said you were thinking of buying a business in their area, you were telling the truth. Buying a business and buying income property are the same — income property is a business.

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