



JOHN WILHOIT

25 BIGGEST MISTAKES
REAL ESTATE INVESTORS MAKE

SPOTLIGHT PAGE



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WIN Publishing – Spotlight Pages

Each report delivers methods, measures, or processes that are intended to have a positive impact on your rental property assets. The reports may validate your thinking, provide new knowledge, and sometimes offer further information towards a “course correction” in advance of important decisions.

Books by the author:

[How to Read a Rent Roll: A Guide to Understanding Rental Income](#)
[Rent Roll Triangle: The Ultimate Rental Property Grading System](#)
[12 Steps Homeownership: A Guide for First-time Homeowners](#)

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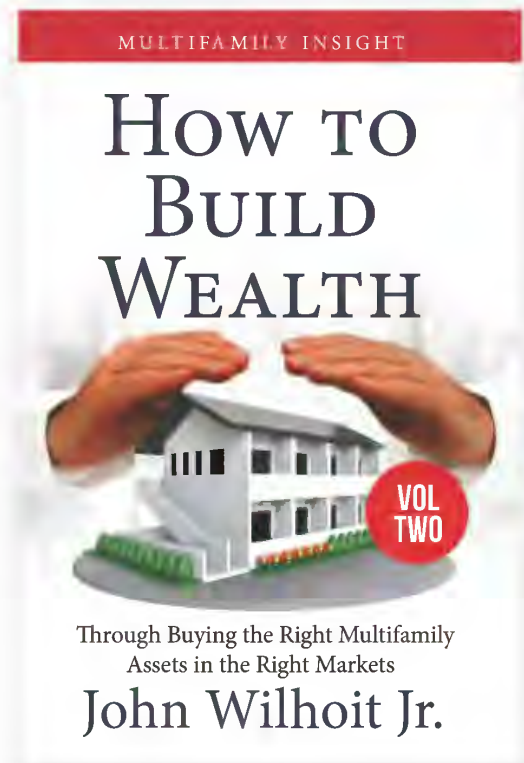
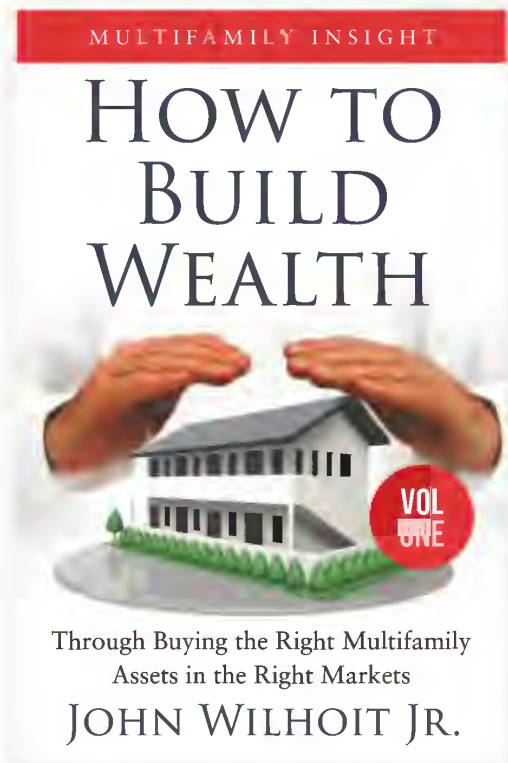
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25 Biggest Mistakes Real Estate Buyers Make

- 1.** Inexperience.
- 2.** Lack of Dedication.
- 3.** Under Capitalization.
- 4.** No Capital Expenditure Planning.
- 5.** Buying too small- no economies of scale.
- 6.** Proceeding without a real estate acquisition “team” in place.
- 7.** Not being prepared to operate the business on day of closing.
- 8.** Not managing the manager.
- 9.** Not knowing valuations.
- 10.** Unwilling to engage professionals because of cost.
- 11.** Performing “last minute” hiring of real estate PM expertise.
- 12.** Being uninformed about crime statistics.
- 13.** Pretending to know market fundamentals.
- 14.** Discounting the value of a competitive market analysis.
- 15.** Complacency.
- 16.** Trying to re-invent the wheel.
- 17.** Excluding practical innovation.
- 18.** Having no sound, solid collections policy.
- 19.** Not believing in your own pro forma.
- 20.** Ignoring technology.
- 21.** Ignoring Tenant Screening.
- 22.** Not focusing on renewals.
- 23.** Thinking of utilities as an expense only.
- 24.** Know the importance of keys.
- 25.** Back to #1. Gain experience AND always have a team.

PUBLISHED BOOKS



John Wilhoit Jr

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