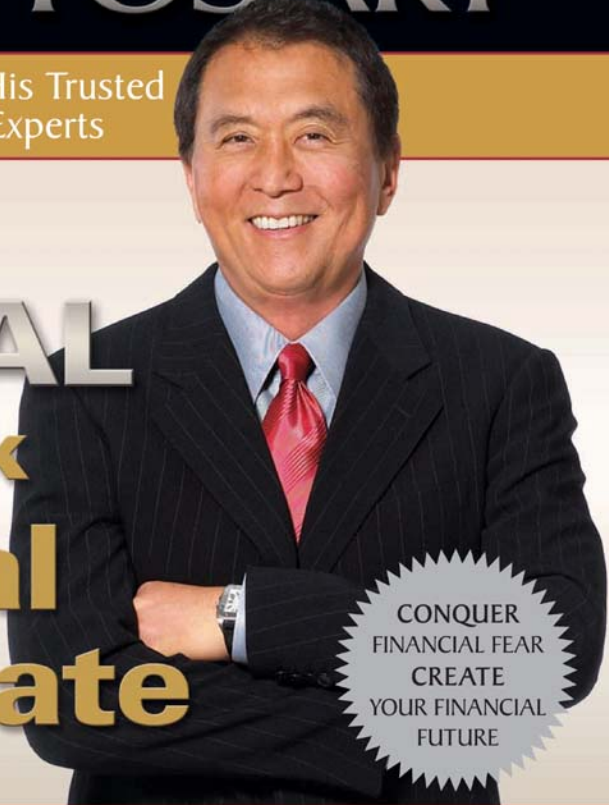


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# ROBERT KIYOSAKI

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*REAL EXPERTS. REAL STORIES. REAL LIFE.*

The **REAL** Book  
of **Real Estate**

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# The **REAL** Book of **Real Estate**

***REAL EXPERTS. REAL STORIES. REAL LIFE.***

Robert Kiyosaki

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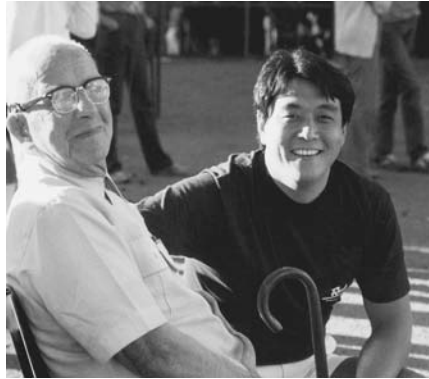
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*"I'm not a genius. I'm just a tremendous bundle of experience."*

—DR. R. BUCKMINSTER "BUCKY" FULLER



From left to right: Dr. R. Buckminster "Bucky" Fuller at eighty-six years old with Robert Kiyosaki in 1981. Buckminster Fuller was an American architect, author, designer, futurist, inventor, and visionary.

Recognized as one of the most accomplished Americans in history, he dedicated his life to a world that worked for all things and all people.

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# Acknowledgments

**F**or years I have been an advocate for financial education. While many other financial advisors are telling people what they should invest in, I have been telling people to invest in themselves—to invest in their own knowledge. That is what I have done, and it has made me rich. I have also been telling people to surround themselves with great teachers who are actively practicing what they preach. The creation of this book was made possible because of the people I consider my teachers. Each one has a lifetime of experience and a lifetime of knowledge. And each one knows the importance of continual learning.

The contributors to this book generously gave of their time and their talent so that you could see the possibilities, avoid the pitfalls, and understand the methods of building wealth through real estate. They have recollected their great achievements, and they have revealed their painful failures. I thank them for their openness. The lessons we learn from our own mistakes and the mistakes of others are the most powerful.

These people are not only my advisors, but they are also my friends. Together we have been through the ups and downs of the real estate cycle, ridden each wave, and made money doing it. These are the friends I run my ideas and my deals by. And because they are friends, I know that they will give me their honest opinions. I thank them for that, too.

I'd also like to thank Jan Ayres and Kathy Heasley of Heasley & Partners, Inc., who took this book from ideas on a flip chart to a finished manuscript. Special thanks to Rhonda Shenkiryk of The Rich Dad Company and Charles McStravick of Artichoke Design for their work on the book's cover. Finally, thank you to my wife, Kim, who more than twenty years ago said yes to a guy with no money and a lot of ideas.

# Introduction: A Note from Robert Kiyosaki

## Why a Real Book of Real Estate

There are four reasons why I think a real book of real estate is important at this time.

First, there will always be a real estate market. In a civilized world, a roof over your head is as essential as food, clothing, energy, and water. Real estate investors are essential to keeping this vital human need available at a reasonable price. In countries where investing in real estate is limited or excessively controlled by the government, such as it was in former Communist Bloc countries, people suffer, and real estate deteriorates.

Second, there are many different ways a person can participate and prosper with real estate. For most people, their only real estate investment is where they live. Their home is their biggest investment. During the real estate boom from 2000 to 2007, many amateurs got involved with flipping houses—buying low and hoping to sell higher. As you know, many flippers flopped and lost everything. In true investor vocabulary, flipping is known as speculating or trading. Some people call it gambling. While *flipping* is one method of investing, there are many, more sophisticated, less risky ways to do well with real estate. This book is filled with the knowledge and experiences of real, real estate investors—real estate professionals who *invest* rather than flip, speculate, trade, or gamble.

Third, real estate gives you control over your investments, that is, *if* you have the skills. In the volatile times of early 2009, millions of people were losing