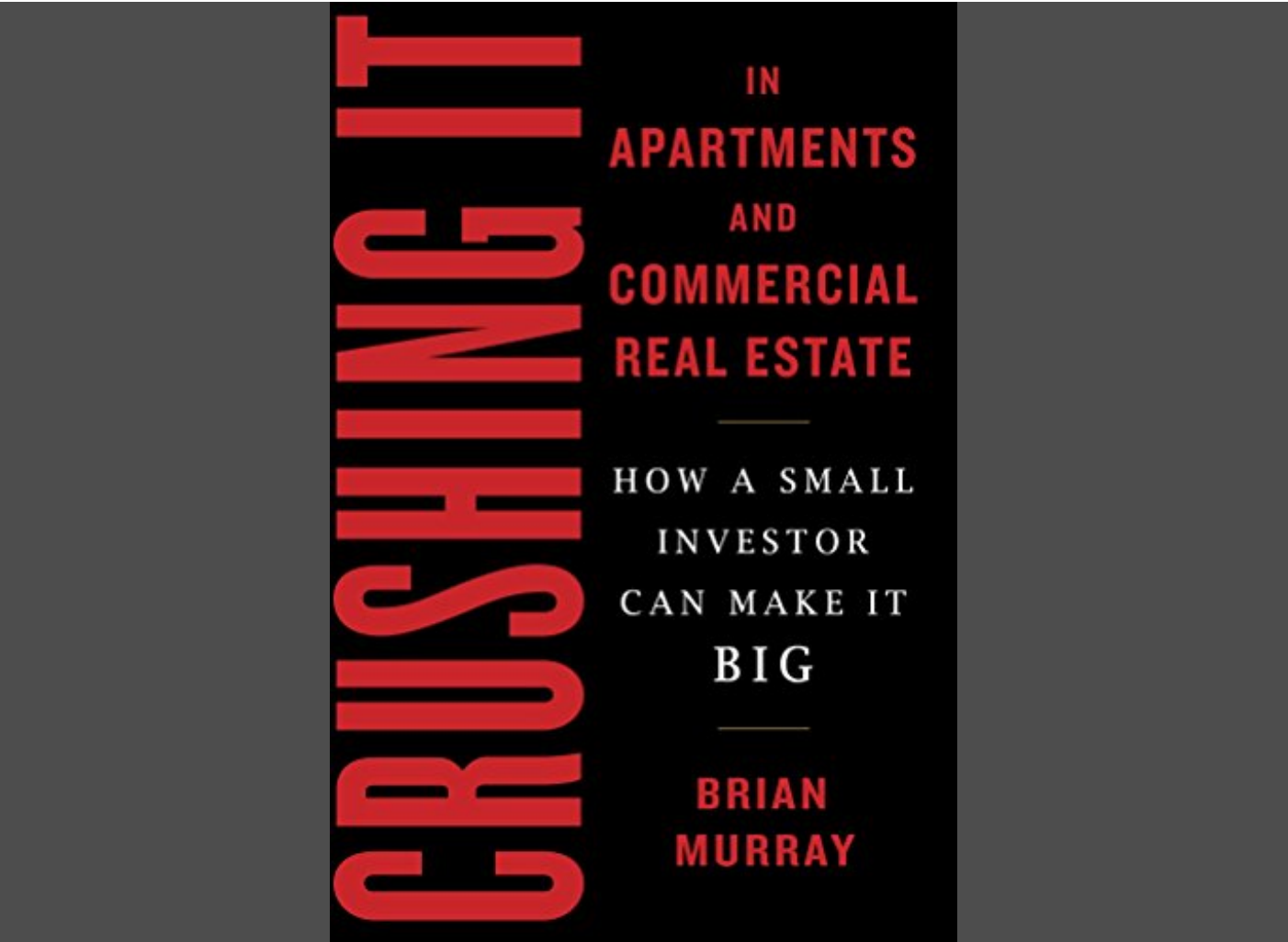


# PDF | Crushing It in Apartments and Commercial Real Estate: How a Small Investor Can Make It Big

by Brian H. Murray



**CRUSHING IT**  
**IN APARTMENTS AND COMMERCIAL REAL ESTATE**  
—  
HOW A SMALL INVESTOR CAN MAKE IT BIG  
—  
**BRIAN MURRAY**

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**Think apartments and commercial real estate are just for the big boys? *Think again.***

Brian Murray was not an investment pro when he bought his first commercial property. He was a teacher looking to build some side income. Armed with his passion for business and a lot of common sense, he developed a simple yet highly effective approach to investing that he still uses today at his multimillion-dollar real estate company.

*Crushing It in Apartments and Commercial Real Estate* is a beginner's guide to investing based on Murray's experience bootstrapping his way from newbie investor to award-winning CEO of Washington Street Properties. Murray shares the secrets to his success through straightforward, actionable advice that will help you get started no matter what your experience level, or how much cash you have on hand. You'll learn how to:

- Find and creatively finance commercial property
- Grow a portfolio without any help from outside investors and without taking on excessive debt
- Use your small-investor status as a competitive advantage over corporate investors
- Identify simple, practical ways to increase profits while keeping costs low

Murray also shares real-life stories that reveal exactly how he grew his business, and the hard lessons he learned along the way (so you don't have to). Whether you already invest in real estate and want to go bigger, or you've never owned a property, this book gives you the tools and wisdom you need to crush it in apartments and commercial real estate.



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