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Keyword: Hunter Estess

20-60 Word Biographies

1. Hunter Estess: Real Estate Investing

Many successful real estate investors, such as Hunter Estess, recommend that individuals considering dabbling in real estate investment familiarize themselves with all aspects before buying in. Purchasing shares in a real estate investment trust can add to an individual's bond and stock funds, but the investor should be aware that fund performance is derived from the sale of properties and direct cash flow.

2. Hunter Estess: Apartment Investing

Many successful real estate investors, like Hunter Estess, owner of Estess Contracting and Dash Development, secured their path to financial security through apartment investing. Real estate investors who are considering apartments as a vehicle for profit should consider some important factors before purchasing any property. The apartment should equate to a good deal, provide positive leverage, and generate equity in some fashion. Appreciation and risk are also points to examine before buying income property.

3. Hunter Estess: Residential Construction

Successful real estate investors and contractors, such as Hunter Estess, owner of Dash Development and Estess Contracting, achieved their financial security in part by investing in residential construction. This area of real estate investment involves the building and sales of individual and multi-family properties. Like other types of real estate investment, residential construction can involve myriad aspects and, if an investor is not educated and careful, can lead to negative cash flow.



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4. Hunter Estess: Real Estate Syndication

Successful real estate investors and contractors, such as Hunter Estess, owner of Dash Development and Estess Contracting, achieved their financial security in part by becoming involved in real estate syndication. This mode of investment allows a group of investors to combine their resources to invest in projects of a much larger scope than what they could afford individually. Due to the advent of crowdfunding, the individual investor now has more opportunities to become involved in this type of real estate venture.

5. Hunter Estess: Passive Investing

Successful real estate investors and contractors, such as Hunter Estess, owner of Dash Development and Estess Contracting, have used passive investing in real estate to help secure their financial futures. Passive investing involves generating income from investments that does not require selling said investments. This approach to investing can be a key component in preparing for retirement and financial security.

6. Hunter Estess: Buy and Hold Investment

Veteran real estate investors and contractors, like Hunter Estess, owner of Dash Development and Estess Contracting, often make profits through real estate via the buy and hold method. Buy and hold doesn't sound flashy, but over time and with equities, this investment approach can pay larger dividends. The patience to leave investments alone, sometimes for a decade or longer, and the willingness to ride out market fluctuations, are necessary for an investor to benefit from the buy and hold approach.

7. Hunter Estess: Real Estate Development

Successful and talented real estate developers, like Hunter Estess of Dash Development and Estess Contracting, are the heart of what drives the real estate industry. Developers purchase property with the plans to construct upon it, either for residential or commercial purposes. Reliable developers have



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the proper experience and education to engender the trust of both their customers and their workforce in order to create new developments.

8. Hunter Estess: Solo 401K Benefits

Some real estate investors and developers, like Hunter Estess of Dash Development and Estess Contracting, don't employ a workforce for their businesses, meaning that they qualify for a solo 401(k), also known as an individual 401(k). This retirement plan, if approached and managed correctly, can help the sole proprietor of a company to add to his or her retirement funds.

9. Hunter Estess: Creative Financing

Successful real estate investors, like Hunter Estess of Dash Development and Estess Contracting, have made lucrative real estate deals with creative financing methods. Creative financing means using approaches other than standard mortgages to finance a property. Three creative financial tactics that investors use involve seller-financing, other wise known as seller-carryback. This can be a consideration but the investors need to define what the seller's needs are, how much the seller owes on the property in question, and whether the seller's payments are current.

10. Hunter Estess: Luxury Home Construction

Hunter Estess, president of Estess Contractors, in New Orleans, Louisiana, is an industry leader in the construction of new build luxury homes. Many current and potential home owners dream of being able to build their ideal home, and luxury home contractors and developers, like Estess, are available to help those dreams come true. The elements of value, craftsmanship, and luxury are vital to the process of a luxury home build, both for the time the buyer lives in the home and for resale quality in the future.

11. Hunter Estess: Property Management



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Hunter Estess, president of Estess Contractors, and other renowned real estate investors and developers, know that excellent property management is needed to successfully operate multiple residential and commercial buildings. Property management is sometimes handled by an owner or landlord alone, and sometimes by a larger company altogether. Real estate investors and developers recommend caution when deciding to hire a property management company. Property owners should do their research, contact local apartment associations for referrals, and get company recommendations from colleagues in the field.

12. Hunter Estess: Real Estate Entrepreneurship

Hunter Estess, president of Estess Contractors, and other renowned real estate investors and developers, know that before becoming a successful real estate entrepreneur, there are some aspects that need to be thoroughly examined and prepared for. Ideally, entrepreneurs want to make enough money to live off of comfortably, especially during the retirement years. Investing in real estate can help that become a reality, if approached with knowledge and education.

13. Hunter Estess: Raising Capital

Hunter Estess, president of Estess Contractors, and other renowned real estate investors and developers, know that raising capital is essential to becoming successful in the real estate field. This can be a challenge for many new investors, but raising capital is about much more than a message, marketing image, or website. Personal relationships, return of capital, and reasonable returns are important cornerstones of raising capital in real estate.

14. Hunter Estess: Contract Negotiations

Hunter Estess, president of Estess Contractors, and other renowned real estate investors and developers, are savvy in their approach to real estate contract negotiations. Becoming a reasonably good contract negotiator isn't overly difficult, and relies on the investor using courtesy and common



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sense during the contract proceedings and discussions. In many cases, the buyer may have made unreasonable demands, but this rarely brings an end to negotiations.

15. Hunter Estess: Custom Built Construction

Hunter Estess, president of Estess Contractors and owner of Dash Development, is, like many other real estate investors and developers, an expert at custom home construction. Custom built homes are an integral and empowering part of the modern American dream. Many families hope to someday be able to craft a new home built to their specifications and modeled after their ideals.

16. Hunter Estess: Asset Management in Real Estate

Real estate investors and developers like Hunter Estess are familiar with all aspects of real estate asset management. The main goal of asset management is to maximize investment returns and property values. The asset manager must work to reduce liability, find high and reliable sources of revenue, and reduce expenses. Asset managers must be entrepreneurs as well, overseeing multiple facets of investment properties. Those managers who are successful are rewarded with the largest portfolios and the highest profits.

17. Hunter Estess: Client Relations in Real Estate

Hunter Estess, president of Estess Contractors, and many other real estate developers and investors know that the process of home purchases and sales can be fraught with emotion, especially for the home buyer or seller. Real estate investors and developers need to develop efficient client relationships skills in order to work patiently with clients to an amicable deal that benefits both parties.

18. Hunter Estess: Dash Development

Hunter Estess, president of Estess Contractors, is also the owner of Dash Development. Entress has ten years experience as a real estate investor and developer, and has helped thousands of Americans



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purchase of construct their dream home. Dash Development offers assistance in all aspects of the real estate business for those who are looking to buy, sell, rent, or lease.

19. Avoiding Bad Apartment Deals

Hunter Estess and other prominent real estate investors have become successful by avoiding the hallmark qualities of a bad deal. If there are issues with the numbers involved with an apartment deal, consider it a red flag. Avoid distressed properties, purchasing properties in areas of decline, and steer clear of properties that have been on the market for extended periods of time.

20. Using Leverage in Apartment Deals

Leverage is another significant consideration before investing in apartments. An investor can purchase more properties with less money down, but this can also lead to issues with negative cash flow if the value on the properties decreases. Consider buying into equity as a key component for apartment investing, as buying into equity is easier than creating it outright. Investors should also examine the benefits and difficulties of appreciation and be aware of the risks involved in this type of real estate venture.

18-250 Word Blog Posts

1. Hunter Estess : Real Estate Investing

Real estate investors and moguls, like Hunter Estess, owner of Dash Development and Estess Contractors, made the right decisions when investing in land and property. Individuals who are new to real estate investing need to carefully examine all options and invest wisely in order to create a secure financial future.



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There are two possible choices for the person considering real estate investing: direct ownership, or purchasing shares in a real estate investment trust. Direct ownership involves the purchase of income property, oftentimes with the owner's intent to live in one unit of a multiunit complex. Investors like Estess advise individuals to do diligent research before buying and be sure to find a fair deal on a repair-free building that will turn a profit. Investors need to be aware that this option can be time consuming and costly due to laws, fees, and regulations involved with owning rental property.

Purchasing shares in a real estate investment trust is very different from actually owning real estate property. For the new investor, this approach is similar to buying stocks with multilayered values. The primary values originate from the real estate property in question, the cash management flow that sustains the trust, and the fund from the trust itself. Purchasing shares in a real estate investment trust can add to an individual's bond and stock funds, but the investor should be aware that fund performance is derived from the sale of properties and direct cash flow. Many successful real estate investors, such as Hunter Estess, recommend that individuals considering dabbling in real estate investment familiarize themselves with all aspects before buying in.

Source: <http://money.usnews.com/money/personal-finance/mutual-funds/articles/2015/03/05/how-to-begin-investing-in-real-estate>

2. Hunter Estess: Apartment Investing

Many successful real estate investors, like Hunter Estess, owner of Estess Contracting and Dash Development, secured their path to financial security through apartment investing. Real estate investors who are considering apartments as a vehicle for profit should consider some important factors before purchasing any property.

A significant amount of research should be invested on the part of the potential buyer to determine if the apartment equates to a good deal. Property cash flow is key, and this is often influenced by factors such as the size of the down payment, the interest rate, and the potency of the area's rental market. The potential owner and investor needs to determine if the apartment in question will provide a worthwhile profit and how its cash flow will compare to other properties in the area.



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Leverage is another significant consideration before investing in apartments. An investor can purchase more properties with less money down, but this can also lead to issues with negative cash flow if the value on the properties decreases. Consider buying into equity as a key component for apartment investing, as buying into equity is easier than creating it outright. Investors should also examine the benefits and difficulties of appreciation and be aware of the risks involved in this type of real estate venture.

Hunter Estess and other prominent real estate investors have become successful by avoiding the hallmark qualities of a bad deal. If there are issues with the numbers involved with an apartment deal, consider it a red flag. Avoid distressed properties, purchasing properties in areas of decline, and steer clear of properties that have been on the market for extended periods of time.

Source: <http://www.creonline.com/blog/factors-to-consider-when-buying-apartments/>

3. Hunter Estess: Residential Construction

Successful real estate investors and contractors, such as Hunter Estess, owner of Dash Development and Estess Contracting, achieved their financial security in part by investing in residential construction. This area of real estate investment involves the building and sales of individual and multi-family properties. Like other types of real estate investment, residential construction can involve myriad aspects and, if an investor is not educated and careful, can lead to negative cash flow.

Residential construction can be a profitable venture if the investor has researched and planned accordingly before purchase. Necessary components for residential construction are elements like: capital for labor supplies and living expenses; reliable suppliers and skilled laborers; a smart plan for marketing new builds; and a steady source of land for development. Financing is an important consideration as well. The investor and builder needs to honestly assess his ability to finance multiple construction builds even when interest rates change or the housing market weakens. Otherwise, the residential construction investor can find himself in significant financial straits.

Hunter Estess and other renowned real estate gurus have successfully ventured into residential construction and that has helped them achieve the financial independence they enjoy today. Smart investors need to keep a steady balance of construction sites under control, pay their obligations to



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financial institutions on time, and plan for delays at points in the construction schedule. Quality is also necessary for investing success, as constructing properly the first time means avoiding paying more to do it right the second time. Finally, construction investors should be experts at communication to keep all components of the project together and on time.

Source: <http://itsallaboutbusiness.com/Residential.htm>

4. Hunter Estess: Real Estate Syndication

Successful real estate investors and contractors, such as Hunter Estess, owner of Dash Development and Estess Contracting, achieved their financial security in part by becoming involved in real estate syndication. This mode of investment allows a group of investors to combine their resources to invest in projects of a much larger scope than what they could afford individually. Due to the advent of crowdfunding, the individual investor now has more opportunities to become involved in this type of real estate venture.

Real estate syndication is a deal between the group of investors and a sponsor who invests a smaller amount of cash in exchange for a larger amount of sweat equity. Syndications are fairly simple to create, and there are protections in the syndication agreement to protect all parties involved. Most syndications are structured as Limited Liability Corporations (LLC) or Limited Partnership; often the sponsor is labeled the general manager or partner while the investors are considered passive members or limited partners.

Hunter Estess and other prominent real estate investors are involved in profitable real estate syndication deals. These deals are good because of property appreciation and rental income. Today, it is much easier for the individual investor to become part of a syndication LLC due to the advent of the internet and the concept of crowdfunding. This approach is a way to fundraise via the internet from a group of potential investors. Of enough funding is achieved, the project can commence; if not, the money is returned to the investors. Crowdfunding allows more investors access to real estate projects from the comfort of their office or home.

Source: <https://www.realtyshares.com/blog/real-estate-syndication-the-basics>



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5. Hunter Estess: Passive Investing

Successful real estate investors and contractors, such as Hunter Estess, owner of Dash Development and Estess Contracting, have used passive investing in real estate to help secure their financial futures. Passive investing involves generating income from investments that does not require selling said investments. This approach to investing can be a key component in preparing for retirement and financial security.

Passive investing can produce income from various means, such as rental property, real estate investment trusts, buying notes, managing and receiving private monies, and successful business company setup (LLCs). Successful passive investing means not having to do much work and still making a profit off of the investments. For example, a passive investor may create a LLC after thoroughly investigating, researching, and buying property in a particular market. With the LLC, a real estate team can address immediate issues on property sites, while the passive investor has far less involvement in the day-to-day operations.

Hunter Estess and other real estate investors have also added to their bank accounts through passive investing involving turn-key properties. This is another method that reduces the amount of work and time a passive investor must dedicate to the property. Turn-key properties are those that are already repaired, rented, and managed by a property manager. Returns on turn-key properties tend to run in the ten percent range, so investors must be aware that they are giving up equity in the property by having a turn-key company locate the property, manage the property, and address all repairs necessary to the property. Passive investors need to consider whether the equity loss is worth the hands-off involvement in the property itself.

Source: <https://investfourmore.com/2015/01/26/create-passive-income-real-estate/>

6. Hunter Estess: Buy and Hold Investing

Veteran real estate investors and contractors, like Hunter Estess, owner of Dash Development and Estess Contracting, often make profits through real estate via the buy and hold method. Buy and hold doesn't sound flashy, but over time and with equities, this investment approach can pay larger dividends. The patience to leave investments alone, sometimes for a decade or longer, and the



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willingness to ride out market fluctuations, are necessary for an investor to benefit from the buy and hold approach.

Typical buy and hold portfolios hold a 60/40 ratio in terms of stocks and bonds. The stocks in this traditional method of investment will prompt growth and create capital over many years, and if the stocks produce dividends, the investor can also count on additional, steady revenue. Regarding the bonds component of the buy and hold method, they provide additional consistent revenue that can be used as supplemental income as bonds have a tendency to remain stable. Older investors who are nearer to retirement age may want a buy and hold portfolio that is heavier on bonds than stocks, while younger investors may want to take more risks by investing more in stocks than bonds and maximizing their efforts to make profits.

Hunter Estess and other prominent real estate moguls and investors know the difference between value stocks and growth stocks, something that investors who want to succeed should be aware of as well. Value stocks are so named because the stocks revolve around companies that are in a downturn, but that may show a burst of growth in the future. Growth stocks involve younger, newer companies that have made the S&P Top 500 Index and which have an excellent market position and show potential for significant gains in the future.

Source: <http://www.investorguide.com/article/11783/why-buy-and-hold-stock-strategy-is-good-for-long-term-investment-igu/>

7. Hunter Estess: Real Estate Development

Successful and talented real estate developers, like Hunter Estess of Dash Development and Estess Contracting, are the heart of what drives the real estate industry. Developers purchase property with the plans to construct upon it, either for residential or commercial purposes. Reliable developers have the proper experience and education to engender the trust of both their customers and their workforce in order to create new developments.

Real estate developers often begin their careers by purchasing property to build and improve on, then selling the property for a profit. After succeeding in the manner for a time, they may build up enough capital to make connections and work with top construction and development companies on larger



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building projects. Some developers may have started out in construction in the first place, before doing well enough to create their own development teams.

Developers like Hunter Estess must be properly educated in their field. Planning, architecture, and law are all degrees that can be pursued before starting a company. Other professionals may complete graduate degrees in areas such as Master of Science in Real Estate, a Master of Real Estate Development, or an MBA with a concentration in real estate. Estess and other developers also have the necessary skills to be successful. Analytical, financial, interpersonal, marketing, and organizational skills are vital to be a profitable developer. Of all these skills, the financial ones are the most important as developers must make sound choices when it comes to financing, purchasing, developing, and eventually selling their properties for gain.

Source: <http://www.allbusinessschools.com/business-careers/article/real-estate-development-professional/>

8. Hunter Estess: Solo 401K/Self Directed IRA

Some real estate investors and developers, like Hunter Estess of Dash Development and Estess Contracting, don't employ a workforce for their businesses, meaning that they qualify for a solo 401(k), also known as an individual 401(k). This retirement plan, if approached correctly, can help the sole proprietor of a company to add to his or her retirement funds.

The solo 401(k) only applies to owners of companies with no employees. Exceptions are made for the owner's spouse should the spouse earn income from the business. Owners have two choices of solo 401(k) to choose from: the traditional and Roth versions. With a traditional solo 401(k), money is saved on a pretax basis and is grows tax-deferred. The money will be taxed when the owner withdraws it in the future, which could be problematic if interest rates are higher at that time. The Roth solo 401(k) allows the business owner to save after-tax dollars so that the money grows tax-free. Additionally, there is no tax penalty when the money is withdrawn in the future. Company owners may also choose to split their contributions between both these types of accounts.



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Hunter Estess and other prominent real estate investors and contractors have found the solo 401(k) to be a beneficial plan for them. It allows the business owner to save large sums of money (up to \$53,000 in 2016). Company owners should know that some firms that help set up these 401(k) plans also charge a fee for account activation and an annual fee of up to \$400.

Source: http://money.cnn.com/retirement/guide/selfemployment_individual401k.moneyomag/

9. Hunter Estess: Creative Financing

Successful real estate investors, like Hunter Estess of Dash Development and Estess Contracting, have made lucrative real estate deals with creative financing methods. Creative financing means using approaches other than standard mortgages to finance a property. Three creative financial tactics that investors use involve seller-financing, other wise known as seller-carryback.

Investors like Estess may look to the seller as a financier for a desired property. This can be a consideration but the investors need to define what the seller's needs are, how much the seller owes on the property in question, and whether the seller's payments are current. Assessing these three qualities will help the purchaser take the next steps in securing the seller's financial backing in the purchase of the property. If the seller's property is free and clear, it could be to the seller's benefit to work with the purchaser. A seller may not want to pay taxes on the whole property at once, or he may be nearing retirement age and want to have some added income but not in one large sum.

Hunter Estess and other real estate developers and investors may also work with the seller in the other two scenarios. If there is a loan current on the property, the purchaser can enact a "subject to" deal wherein he takes ownership of the seller's loan, with the title in the purchaser's name but the loan still belonging to the seller. If the seller still has a loan but wants money back on the deal, the buyer can offer the seller a carryback loan. Third party providers can easily manage all of this into one quick, tidy loan.

Source: <http://epicrealestate.com/3-scenarios-for-tapping-into-creative-financing/>

10. Hunter Estess: Luxury Home Construction



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Hunter Estess, president of Estess Contractors, in New Orleans, Louisiana, is an industry leader in the construction of new build luxury homes. Many current and potential home owners dream of being able to build their ideal home, and luxury home contractors and developers, like Estess, are available to help those dreams come true.

Estess sums up the goal of his company regarding luxury homes: “we are committed to turning our customers' dreams into realities. What this means to you is the highest quality home at the most competitive price. Through architectural efficiency, volume purchasing and long-term subcontractor relationships, we are striving to build the finest quality homes and service department that can be found anywhere in the industry.” By using companies like Estess Contracting, the new home buyer can have a say in the scope of the build, from style (Colonial, Victorian, Modern) to kitchen layout to interior door hardware and everything in between.

Contractors and developers like Hunter Estess of Estess Contractors want their buyers to craft the house they've always wanted, and to enjoy living in luxury. Companies will provide a detailed timeline for buyers and walk them carefully and thoroughly through every step of the process. The elements of value, craftsmanship, and luxury are vital to the process of a luxury home build, both for the time the buyer lives in the home and for resale quality in the future. Estess states, “My years of experience give me a good sense of what customers want in their dream home, and what makes their homemarketable in years to come should they ever have a desire to sell.”

Sources: <https://www.buildzoom.com/contractor/estess-contractors>

<http://www.zillow.com/profile/estesscontractors/>

<http://heritageluxury.com/build/faq/>

11. Hunter Estess: Property Management

Hunter Estess, president of Estess Contractors, and other renowned real estate investors and developers, know that excellent property management is needed to successfully operate multiple residential and commercial buildings. Property management is sometimes handled by an owner or landlord alone, and sometimes by a larger company altogether.



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Property management companies can be helpful for the right developer and investor, depending on individual situation and circumstance. A property management company takes care of tenant and leasing issues, rent collection, marketing property, attending to maintenance and repair, and addressing tenant problems and evictions. This type of company can be beneficial for a property owner who has too many properties and units for one person to manage, who isn't keen on hands-on management, and who lives too far a distance from the properties in question. Hiring a property management company may also assist owners who have limited time for their properties, and who can afford the price that this type of company costs.

Real estate investors and developers, like Hunter Estess, recommend caution when deciding to hire a property management company. Property owners should do their research, contact local apartment associations for referrals, and get company recommendations from colleagues in the field. Resources like the Institute of Real Estate Management and the National Association of Property Directors have online directories of certified management companies. Above all, the property owner should thoroughly interview the property management owner and get all questions answered before signing any contracts or giving the company access to any properties.

Source: <http://www.nolo.com/legal-encyclopedia/landlord-hire-property-management-company-29885.html>

12. Hunter Estess: Real Estate Entrepreneurship

Hunter Estess, president of Estess Contractors, and other renowned real estate investors and developers, know that before becoming a successful real estate entrepreneur, there are some aspects that need to be thoroughly examined and prepared for. Ideally, entrepreneurs want to make enough money to live off of comfortably, especially during the retirement years. Investing in real estate can help that scenario become a reality, if approached with knowledge and education.

Before purchasing that first property, a real estate entrepreneur should have clearly defined financial goals. He should not spend a fortune on get-rich-quick schemes or how-to books and videos. While beginning education is important, the collection of information should not get in the way of and overshadow actual investing. An investor should carefully and thoroughly examine multiple properties and do a full investigation into the property he wishes to buy. Of special importance are elements of



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cash flow, net income, cap rate, return on investment, and cash-on-cash return as well as the full return on investment.

Hunter Estess and other experienced real estate entrepreneurs would also advise against trying to try to buy from a seller who is not motivated to sell. Above all, a successful entrepreneur will know the difference between the business of real estate and the business of real estate investing. Entrepreneurs already have their business, and investing in real estate is meant to supplement and support this business, not take its place. Real estate entrepreneurs who keep a clear division between these concepts, who don't let their business be overshadowed by business transactions, are entrepreneurs who will succeed in this field.

Source: <https://www.entrepreneur.com/article/248350>

13. Hunter Estess: Raising Capital in Real Estate

Hunter Estess, president of Estess Contractors, and other renowned real estate investors and developers, know that raising capital is essential to becoming successful in the real estate field. This can be a challenge for many new investors, but raising capital is about much more than a message, marketing image, or website. Personal relationships, return of capital, and reasonable returns are important cornerstones of raising capital in real estate.

A personal relationship between the investor and the potential money partner is of utmost importance. The real estate investor must get out and network at local functions to build, and then maintain, a relationship. A return of capital is the next important consideration, especially for the investor. An investor's primary concern is protecting the money that has been lent to the investor, and many will look for collateral should their investment not pan out. An investor has to be ready to share a thorough backup plan with the money partner so that partner does not lose his contribution.

Many real estate investors like Hunter Estess steer clear of promising what may not be delivered, namely overly large and impossible returns. Overconfidence on the part of the investor can translate into mistrust in the eyes of the money partner. It is best to underestimate the goals of the project rather than over estimate and lose the money partner's trust. That said, the investor must still make the investment sound appealing. Chasing the big win is why many money partners got into the business to



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begin with. Real estate investors should not overestimate or promise the impossible, but they should make clear the potential for their deal.

14. Hunter Estess: Contract Negotiations

Hunter Estess, president of Estess Contractors, and other renowned real estate investors and developers, are savvy in their approach to real estate contract negotiations. Becoming a reasonably good contract negotiator isn't overly difficult, and relies on the investor using courtesy and common sense during the contract proceedings and discussions.

When contract negotiations come to a halt, the investor should use silence as an ally. Let the client sit uncomfortably for a night. This move also cools down hot tempers and emotions through the use of time and pause in communication. Don't believe in or get carried away by the client's ultimatums about this offer being "as far as I will go," or "the best offer I have." All aspects of the negotiations should be placed in writing; no verbal negotiation should be considered binding in any way. In nearly every circumstance, an investor should present a counteroffer unless the deal works perfectly from the investor's perspective. The negotiator should remember who he represents at all points of the negotiations process.

Hunter Estess and other real estate investors have become experience contract negotiators which has benefited their businesses tremendously. These investors and negotiators know that negotiating the particulars of a contract should be done with positive word choice and phrasing. It's also fine for the negotiator to say no to a del on behalf of his client. In many cases, the buyer may have made unreasonable demands, and perhaps knew they were unreasonable. This rarely brings an end to negotiations, and a successful contract can be agreed upon with additional time and effort.

Source: http://realitytimes.com/agentnews/agentconcerns1/item/1396-20111208_negotiation



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15. Hunter Estess: Custom Home Building

Hunter Estess, president of Estess Contractors and owner of Dash Development, is, like many other real estate investors and developers, an expert at custom home construction. Custom built homes are an integral part of the modern American dream. Many families hope to someday be able to craft a new home built to their specifications and modeled after their ideals.

Estess and other real estate developers advise potential new build owners to consider some important steps to make the process a smooth one. First, new owners should have very organized finances. They need to understand that the property they choose to build on and the details they dictate in the construction of their home will impact its overall price. A construction loan is necessary to obtain from lenders, and most consider this kind of loan risky. Down payments of 20 – 25% are required. New owners should investigate and carefully interview architects and builders to make sure they choose the ones they can work amicably with.

Real estate investors and developers like Hunter Estess know that it is important to have the land for the build and a plan for the process in place as early as possible. New owners should consider the potential resale value of the new build in the future, and how the neighborhood may impact that value. Thorough, diligent planning from the top to the bottom of a new build can prevent many problems or delays in the construction process. Decisions about important details should be made well before the actual construction commences. These steps, combined with an excellent developer, can help the new owner build his or her dream home.

Source: <http://www.realtor.com/advice/finance/fulfill-fantasy-custom-home/>

16. Hunter Estess: Asset Management in Real Estate

Hunter Estess, president of Estess Contractors, and many other real estate developers and investors work on their asset management skills to continue to be successful in their businesses. Investment assets are purchased every day by investors, governments, private companies, and corporations. These entities can purchase real estate to improve and resell, or to rent or lease out.



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Real estate investment can be tricky because of the nature of the field. Properties can become devalued, damaged, and deteriorated over time. Asset management also means working within the parameters of the government's complicated tax and legal rules. Investors can also use asset management in regards to investment portfolios. IN this scenario, diversification is key to success. Investors like Estess will purchase and control multiple real estate properties in many different locations, thereby avoiding the placement of all eggs in one basket. Asset managers will specialize in particular aspects of property, such as operations or regions. This manager works on rental and lease agreements in ways to attract customers, eliminate vacancies, and limit and liabilities.

Real estate investors and developers like Hunter Estess are familiar with all aspects of real estate asset management. The main goal of asset management is to maximize investment returns and property values. The asset manager must work to reduce liability, find high and reliable sources of revenue, and reduce expenses. Asset managers must be entrepreneurs as well, overseeing multiple facets of investment properties. Those managers who are successful are rewarded with the largest portfolios and the highest profits.

Source: <http://www.investopedia.com/ask/answers/040815/what-does-asset-management-mean-regards-real-estate.asp>

17. Hunter Estess: Client Relations and Real Estate

Hunter Estess, president of Estess Contractors, and many other real estate developers and investors know that the process of home purchases and sales can be fraught with emotion, especially for the home buyer or seller. Real estate investors and developers need to develop efficient client relationships skills in order to work patiently with clients to an amicable deal that benefits both parties.

There are particular types of clients that developers can encounter, such as the client who has difficulty controlling emotions and is prone to outbursts. It is best to clearly interrupt this person and take away their ability to vent. The developer should stay calm and let some time pass to allow emotions to cool. Other clients may be they kind who believe they have the answers to everything. Here the developer must tread carefully and not bruise the client's ego. Gently lead the client to understand that he doesn't really know what he's talking about, but in a way that does not humiliate or embarrass the client.



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Developers and investors like Hunter Estess also must deal with clients who are people-pleasing “yes”-men are entirely agreeable but not quick to deliver honest feedback. Here the developer must use guess work to get at the client’s true feelings. On the other hand, the overly negative client can cause difficulty because they are focused only on their negativities. Developers must help this type of client identify and focus on the positive components and aspects that can come from their real estate transaction.

Source: <http://realtormag.realtor.org/sales-and-marketing/feature/article/2011/01/relationship-management-6-bad-client-behaviors-youll-enc>

18. Hunter Estess: Dash Development

Hunter Estess, president of Estess Contractors, is also the owner of Dash Development. Entress has ten years experience as a real estate investor and developer, and has helped thousands of Americans purchase of construct their dream home. Dash Development offers assistance in all aspects of the real estate business for those who are looking to buy, sell, rent, or lease.

Dash Development works carefully and thoroughly with all their clients to provide a personalized, hands-on experience for their customers. As many clients come from different situations and circumstances, Dash Development’s professional assistants are dedicated to providing a positive real estate transactions for each client. Estess and Dash Development buy and sell a variety of properties across the country to provide multiple options to match the various scenarios clients may have. As investors, Dash Development is able to offer alternatives to the real estate purchasing process that more traditional sellers and lenders cannot.

Dash Development and its owner, Hunter Estess, are proud to provide all their customers with a chance to secure their homes, livelihoods, and financial futures. The Dash Development professionals give each client their undivided attention, educate them on the real estate investment and buying process, and provide honest, ethical service to their customers. Estess states “My years of experience give me a good sense of what customers want in their dream home, and what makes their homemarketable in years to



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come should they ever have a desire to sell.” Estess and Dash Development help their customers live in the present and prepare for the future.

Source: <http://www.dashdevelopment.net/authority-site-home/authority-about/>

<https://www.buildzoom.com/contractor/estess-contractors>

1-400 Word Wikipedia Profile

1. Hunter Estess: Real Estate Management and Investment

Real estate investors and moguls, like Hunter Estess, owner of Dash Development and Estess Contractors, made the right decisions when investing in land and property. Individuals who are new to real estate investing need to carefully examine all options and invest wisely in order to create a secure financial future.

There are two possible choices for the person considering real estate investing: direct ownership, or purchasing shares in a real estate investment trust. Direct ownership involves the purchase of income property, oftentimes with the owner’s intent to live in one unit of a multiunit complex. Investors like Estess advise individuals to do diligent research before buying and be sure to find a fair deal on a repair-free building that will turn a profit. Investors need to be aware that this option can be time consuming and costly due to laws, fees, and regulations involved with owning rental property.

Purchasing shares in a real estate investment trust is very different from actually owning real estate property. For the new investor, this approach is similar to buying stocks with multilayered values. The primary values originate from the real estate property in question, the cash management flow that sustains the trust, and the fund from the trust itself. Purchasing shares in a real estate investment trust can add to an individual’s bond and stock funds, but the investor should be aware that fund performance is derived from the sale of properties and direct cash flow. Many successful real estate investors, such as Estess, recommend that individuals considering dabbling in real estate investment familiarize themselves with all aspects before buying in.



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Real estate investors and developers like Estess know that it is important to have the land for the build and a plan for the process in place as early as possible. New owners should consider the potential resale value of the new build in the future, and how the neighborhood may impact that value. Thorough, diligent planning from the top to the bottom of a new build can prevent many problems or delays in the construction process. Decisions about important details should be made well before the actual construction commences. These steps, combined with an excellent developer, can help the new owner build his or her dream home.

Contractors and developers like Hunter Estess of Estess Contractors want their buyers to craft the house they've always wanted, and to enjoy living in luxury. Companies will provide a detailed timeline for buyers and walk them carefully and thoroughly through every step of the process. The elements of value, craftsmanship, and luxury are vital to the process of a luxury home build, both for the time the buyer lives in the home and for resale quality in the future. Estess states, "My years of experience give me a good sense of what customers want in their dream home, and what makes their homemarketable in years to come should they ever have a desire to sell."

Source: <http://money.usnews.com/money/personal-finance/mutual-funds/articles/2015/03/05/how-to-begin-investing-in-real-estate>

1 -400 Word Article

1. Hunter Estess: Custom Home Construction

Successful and talented real estate developers, like Hunter Estess of Dash Development and Estess Contracting, are the heart of what drives the real estate industry. Developers purchase property with the plans to construct upon it, either for residential or commercial purposes. Reliable developers have the proper experience and education to engender the trust of both their customers and their workforce in order to create new developments.

Real estate developers often begin their careers by purchasing property to build and improve on, then selling the property for a profit. After succeeding in the manner for a time, they may build up enough



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capital to make connections and work with top construction and development companies on larger building projects. Some developers may have started out in construction in the first place, before doing well enough to create their own development teams.

Developers like Estess must be properly educated in their field. Planning, architecture, and law are all degrees that can be pursued before starting a company. Other professionals may complete graduate degrees in areas such as Master of Science in Real Estate, a Master of Real Estate Development, or an MBA with a concentration in real estate. Estess and other developers also have the necessary skills to be successful. Analytical, financial, interpersonal, marketing, and organizational skills are vital to be a profitable developer. Of all these skills, the financial ones are the most important as developers must make sound choices when it comes to financing, purchasing, developing, and eventually selling their properties for gain.

Contractors and developers like Hunter Estess of Estess Contractors want their buyers to craft the house they've always wanted, and to enjoy living in luxury. Companies will provide a detailed timeline for buyers and walk them carefully and thoroughly through every step of the process. The elements of value, craftsmanship, and luxury are vital to the process of a luxury home build, both for the time the buyer lives in the home and for resale quality in the future. Estess states, "My years of experience give me a good sense of what customers want in their dream home, and what makes their homemarketable in years to come should they ever have a desire to sell." Decisions about important details should be made well before the actual construction commences. These steps, combined with an excellent developer, can help the new owner build his or her dream home.

Sources: <https://www.buildzoom.com/contractor/estess-contractors>

<http://www.zillow.com/profile/estesscontractors/>

<http://heritageluxury.com/build/faq/>

<http://www.allbusinessschools.com/business-careers/article/real-estate-development-professional/>



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15—10 Word Social Media Updates

1. Hunter Estess, president of Estess Contractors, and many other real estate developers and investors know that the process of home purchases and sales can be fraught with emotion, especially for the home buyer or seller.
2. Real estate investors and developers like Hunter Estess are familiar with all aspects of real estate asset management.
3. Hunter Estess, president of Estess Contractors and owner of Dash Development, is an expert at custom home construction.
4. Hunter Estess and other experienced real estate entrepreneurs would also advise against trying to try to buy from a seller who is not motivated to sell.
5. Real estate investors and moguls, like Hunter Estess, owner of Dash Development and Estess Contractors, made the right decisions when investing in land and property.
6. Hunter Estess, president of Estess Contractors, and many other real estate developers and investors work on their asset management skills to continue to be successful in their businesses.
7. Contractors and developers like Hunter Estess of Estess Contractors want their buyers to craft the house they've always wanted, and to enjoy living in luxury.
8. Dash Development and its owner, Hunter Estess, are proud to provide all their customers with a chance to secure their homes, livelihoods, and financial futures.
9. Hunter Estess, president of Estess Contractors, knows that excellent property management is needed to successfully operate multiple residential and commercial buildings.



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10. Veteran real estate investors and contractors, like Hunter Estess, owner of Dash Development and Estess Contracting, often make profits through real estate via the buy and hold method.
11. Hunter Estess, president of Estess Contractors, in New Orleans, Louisiana, is an industry leader in the construction of new build luxury homes.
12. Hunter Estess, president of Estess Contractors, knows that raising capital is essential to becoming successful in the real estate field.
13. Successful real estate investors and contractors, such as Hunter Estess, owner of Dash Development and Estess Contracting, have used passive investing in real estate to help secure their financial futures.
14. Hunter Estess and other prominent real estate investors and contractors have found the solo 401(k) to be a beneficial plan for them.
15. Many successful real estate investors, like Hunter Estess, owner of Estess Contracting and Dash Development, secured their path to financial security through apartment investing.

3-60 Word Social Media Account Creation

1. Hunter Estess: Residential Construction

Successful real estate investors and contractors, such as Hunter Estess, owner of Dash Development and Estess Contracting, achieved their financial security in part by investing in residential construction. This area of real estate investment involves the building and sales of individual and multi-family properties. Like other types of real estate investment, residential construction can involve myriad aspects and, if an investor is not educated and careful, can lead to negative cash flow.

2. Hunter Estess: Real Estate Syndication



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Successful real estate investors and contractors, such as Hunter Estess, owner of Dash Development and Estess Contracting, achieved their financial security in part by becoming involved in real estate syndication. This mode of investment allows a group of investors to combine their resources to invest in projects of a much larger scope than what they could afford individually. Due to the advent of crowdfunding, the individual investor now has more opportunities to become involved in this type of real estate venture.

3. Hunter Estess: Luxury Home Construction

Contractors and developers like Hunter Estess of Estess Contractors want their buyers to craft the house they've always wanted, and to enjoy living in luxury. Companies will provide a detailed timeline for buyers and walk them carefully and thoroughly through every step of the process. The elements of value, craftsmanship, and luxury are vital to the process of a luxury home build, both for the time the buyer lives in the home and for resale quality in the future. Estess states, "My years of experience give me a good sense of what customers want in their dream home, and what makes their homemarketable in years to come should they ever have a desire to sell."

1-350 Word Press Release – Standard

1. Title: Hunter Estess: Real Estate Investment

Real estate investors and moguls, like Hunter Estess, owner of Dash Development and Estess Contractors, made the right decisions when investing in land and property. Individuals who are new to real estate investing need to carefully examine all options and invest wisely in order to create a secure financial future.

There are two possible choices for the person considering real estate investing: direct ownership, or purchasing shares in a real estate investment trust. Direct ownership involves the purchase of income property, oftentimes with the owner's intent to live in one unit of a multiunit complex. Investors like



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Estess advise individuals to do diligent research before buying and be sure to find a fair deal on a repair-free building that will turn a profit. Investors need to be aware that this option can be time consuming and costly due to laws, fees, and regulations involved with owning rental property.

Purchasing shares in a real estate investment trust is very different from actually owning real estate property. For the new investor, this approach is similar to buying stocks with multilayered values. The primary values originate from the real estate property in question, the cash management flow that sustains the trust, and the fund from the trust itself. Purchasing shares in a real estate investment trust can add to an individual's bond and stock funds, but the investor should be aware that fund performance is derived from the sale of properties and direct cash flow. Many successful real estate investors, such as Estess, recommend that individuals considering dabbling in real estate investment familiarize themselves with all aspects before buying in.

Real estate investors and developers like Hunter Estess know that it is important to have the land for the build and a plan for the process in place as early as possible. New owners should consider the potential resale value of the new build in the future, and how the neighborhood may impact that value. Thorough, diligent planning from the top to the bottom of a new build can prevent many problems or delays in the construction process. These steps, combined with an excellent developer, can help the new owner build his or her dream home.

Summary: Real estate investors and developers like Hunter Estess know that it is important to have the land for the build and a plan for the process in place as early as possible.

Location: New Orleans, LA

About: Real estate investors and moguls, like Hunter Estess, owner of Dash Development and Estess Contractors, made the right decisions when investing in land and property.

Categories: (investment, development, housing, Hunter Estess

PR Contact: N/A



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2-50 Word SBA.gov

1. Hunter Estess: Real Estate Investment

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2. Hunter Estess: Passive Investment

Successful real estate investors and contractors, such as Hunter Estess, owner of Dash Development and Estess Contracting, have used passive investing in real estate to help secure their financial futures. Passive investing involves generating income from investments that does not require selling said investments. This approach to investing can be a key component in preparing for retirement and financial security.

1-75 Word Video Script

1. Hunter Estess: Real Estate Investment

Many successful real estate investors, such as Hunter Estess, recommend that individuals considering dabbling in real estate investment familiarize themselves with all aspects before buying in. Purchasing shares in a real estate investment trust can add to an individual's bond and stock funds, but the investor should be aware that fund performance is derived from the sale of properties and direct cash flow. Many successful real estate investors, like Estess, recommend that individuals considering dabbling in real estate investment familiarize themselves with all aspects before buying in.



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5-75 Word Video Marketing

1. Hunter Estess: Real Estate Investing

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2. Hunter Estess: Property Management

Real estate investors and developers, like Hunter Estess, recommend caution when deciding to hire a property management company. Property owners should do their research, contact local apartment associations for referrals, and get company recommendations from colleagues in the field. Resources like the Institute of Real Estate Management and the National Association of Property Directors have online directories of certified management companies. Above all, the property owner should thoroughly interview the property management owner and get all questions answered before signing any contracts or giving the company access to any properties.

3. Hunter Estess: Buy and Hold Investing

Hunter Estess and other prominent real estate moguls and investors know the difference between value stocks and growth stocks, something that investors who want to succeed should be aware of as well. Value stocks are so named because the stocks revolve around companies that are in a downturn, but that may show a burst of growth in the future. Growth stocks involve younger, newer companies that have made the S&P Top 500 Index and which have an excellent market position and show potential for significant gains in the future.



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4. Hunter Estess: Real Estate Development

Developers like Hunter Estess must be properly educated in their field. Planning, architecture, and law are all degrees that can be pursued before starting a company. Other professionals may complete graduate degrees in areas such as Master of Science in Real Estate, a Master of Real Estate Development, or an MBA with a concentration in real estate. Estess and other developers also have the necessary skills to be successful. Analytical, financial, interpersonal, marketing, and organizational skills are vital to be a profitable developer. Of all these skills, the financial ones are the most important as developers must make sound choices when it comes to financing, purchasing, developing, and eventually selling their properties for gain.

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10-50 Word Video Descriptions

1. Hunter Estess: Real Estate Investing

Many successful real estate investors, such as Hunter Estess, recommend that individuals considering dabbling in real estate investment familiarize themselves with all aspects before buying in. Purchasing shares in a real estate investment trust can add to an individual's bond and stock funds, but the investor should be aware that fund performance is derived from the sale of properties and direct cash flow.



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2. Hunter Estess: Apartment Investing

Many successful real estate investors, like Hunter Estess, owner of Estess Contracting and Dash Development, secured their path to financial security through apartment investing. Real estate investors who are considering apartments as a vehicle for profit should consider some important factors before purchasing any property. The apartment should equate to a good deal, provide positive leverage, and generate equity in some fashion. Appreciation and risk are also points to examine before buying income property.

3. Hunter Estess: Residential Construction

Successful real estate investors and contractors, such as Hunter Estess, owner of Dash Development and Estess Contracting, achieved their financial security in part by investing in residential construction. This area of real estate investment involves the building and sales of individual and multi-family properties. Like other types of real estate investment, residential construction can involve myriad aspects and, if an investor is not educated and careful, can lead to negative cash flow.

4. Hunter Estess: Asset Management in Real Estate

Real estate investors and developers like Hunter Estess are familiar with all aspects of real estate asset management. The main goal of asset management is to maximize investment returns and property values. The asset manager must work to reduce liability, find high and reliable sources of revenue, and reduce expenses. Asset managers must be entrepreneurs as well, overseeing multiple facets of investment properties. Those managers who are successful are rewarded with the largest portfolios and the highest profits.

5. Hunter Estess: Solo 401 (k) Benefits



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Some real estate investors and developers, like Hunter Estess of Dash Development and Estess Contracting, don't employ a workforce for their businesses, meaning that they qualify for a solo 401(k), also known as an individual 401(k). This retirement plan, if approached and managed correctly, can help the sole proprietor of a company to add to his or her retirement funds.

6. Hunter Estess: Creative Financing

Successful real estate investors, like Hunter Estess of Dash Development and Estess Contracting, have made lucrative real estate deals with creative financing methods. Creative financing means using approaches other than standard mortgages to finance a property. Three creative financial tactics that investors use involve seller-financing, other wise known as seller-carryback. This can be a consideration but the investors need to define what the seller's needs are, how much the seller owes on the property in question, and whether the seller's payments are current.

7. Hunter Estess: Property Management

Hunter Estess, president of Estess Contractors, and other renowned real estate investors and developers, know that excellent property management is needed to successfully operate multiple residential and commercial buildings. Property management is sometimes handled by an owner or landlord alone, and sometimes by a larger company altogether. Real estate investors and developers recommend caution when deciding to hire a property management company. Property owners should do their research, contact local apartment associations for referrals, and get company recommendations from colleagues in the field.

8. Hunter Estess: Contract Negotiations

Hunter Estess, president of Estess Contractors, and other renowned real estate investors and developers, are savvy in their approach to real estate contract negotiations. Becoming a reasonably good contract negotiator isn't overly difficult, and relies on the investor using courtesy and common sense during the contract proceedings and discussions. In many cases, the buyer may have made unreasonable demands, but this rarely brings an end to negotiations.



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9. Hunter Estess: Raising Capital

Hunter Estess, president of Estess Contractors, and other renowned real estate investors and developers, know that raising capital is essential to becoming successful in the real estate field. This can be a challenge for many new investors, but raising capital is about much more than a message, marketing image, or website. Personal relationships, return of capital, and reasonable returns are important cornerstones of raising capital in real estate.

10. Hunter Estess: Luxury Home Construction

Hunter Estess, president of Estess Contractors, in New Orleans, Louisiana, is an industry leader in the construction of new build luxury homes. Many current and potential home owners dream of being able to build their ideal home, and luxury home contractors and developers, like Estess, are available to help those dreams come true. The elements of value, craftsmanship, and luxury are vital to the process of a luxury home build, both for the time the buyer lives in the home and for resale quality in the future.

5-60 Word Photo Sharing

1. Hunter Estess: Real Estate Investing

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25-15 Word Image Descriptions

1. Successful real estate investors, like Hunter Estess of Dash Development and Estess Contracting, have made lucrative real estate deals with creative financing methods.
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5. Successful real estate investors and contractors, such as Hunter Estess, owner of Dash Development and Estess Contracting, achieved their financial security in part by investing in residential construction.
6. Real estate investors and developers like Hunter Estess are familiar with all aspects of real estate asset management.
7. Contractors and developers like Hunter Estess of Estess Contractors want their buyers to craft the house they've always wanted, and to enjoy living in luxury.
8. Real estate investors and moguls, like Hunter Estess, owner of Dash Development and Estess Contractors, made the right decisions when investing in land and property.
9. Successful real estate investors and contractors, such as Hunter Estess, owner of Dash Development and Estess Contracting, have used passive investing in real estate to help secure their financial futures.



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13. Veteran real estate investors and contractors, like Hunter Estess, owner of Dash Development and Estess Contracting, often make profits through real estate via the buy and hold method.
14. Many successful real estate investors, like Hunter Estess, owner of Estess Contracting and Dash Development, secured their path to financial security through apartment investing.
15. Hunter Estess and other prominent real estate moguls and investors know the difference between value stocks and growth stocks, something that investors who want to succeed should be aware of as well.
16. Hunter Estess, president of Estess Contractors, and other renowned real estate investors and developers, know that raising capital is essential to becoming successful in the real estate field.
17. Hunter Estess and other experienced real estate entrepreneurs would also advise against trying to try to buy from a seller who is not motivated to sell.
18. Real estate investors and developers like Hunter Estess know that it is important to have the land for the build and a plan for the process in place as early as possible.
19. Hunter Estess and other real estate investors have become experience contract negotiators which has benefited their businesses tremendously.



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20. Many real estate investors like Hunter Estess steer clear of promising what may not be delivered, namely overly large and impossible returns.
21. Hunter Estess, president of Estess Contractors knows that before becoming a successful real estate entrepreneur, there are some aspects that need to be thoroughly examined and prepared for.
22. Successful and talented real estate developers, like Hunter Estess of Dash Development and Estess Contracting, are the heart of what drives the real estate industry.
23. Hunter Estess and other real estate investors have also added to their bank accounts through passive investing involving turn-key properties.
24. Successful real estate investors and contractors, such as Hunter Estess, owner of Dash Development and Estess Contracting, achieved their financial security in part by investing in residential construction.
25. Hunter Estess and other prominent real estate investors have become successful by avoiding the hallmark qualities of a bad deal.

