

**Patrick A Bright has some interesting tips for buyers of commercial property in his new book, *The Insiders Guide to Profitable Property Investing*.** He points

out there are traps for the unwary, but also some big capital gains to be made if you find the right property. One key to success is to buy a property that is currently leased below market rental. Why? Because the value of commercial property is based on the actual rental return it receives, so if you find a property that is undervalued you could make a quick capital gain when it's time to do a rent review. However, on the flip side, Patrick points out that buying a commercial property that is not currently rented is flirting with disaster because it only has a potential value, although you could perhaps buy at a significant discount if you negotiate hard and are prepared to take the risk of purchasing a vacant commercial property.

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