

# Ozelis' Rules of Real Estate

Never fall in love with a location

Most deals die

ASK!

Trust, but verify

All contracts, until signed, are written on paper not engraved in stone

If you don't understand something; ask your attorney

Someone else will always be interested in the site you're looking at

Take notes as if you were going to court with them

Yes... you need it written down

Sometimes, the best deal is one that is never made

Always visit a site at least four times

Never take every crumb off the table

You can never pay too little for a bad piece of real estate

Location, Location, Location...Signage