

Sue Leonard earns CIAS designation

Sue Leonard of RE/MAX Realty Affiliates in Reno has earned the Certified Investor Agent Specialist designation, having completed training to understand the different real estate investor types and the investment opportunities, financing options and calculations needed to provide solutions for each.

The five real estate investor types include first-time investors, move-up investors, portfolio investors, performance investors and rehab and resell investors.

"For decades, investing in real estate has proven to be a consistent and stable way for individuals to build wealth," Leonard said. "Real estate investment



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supports a number of industries, including construction, retail and professional services, and is a strong way to energize and increase investment in our local economy."

Over the past 12 months, investment and second-home properties comprised more than \$300 billion in sales, representing approximately 27 percent of all residential real estate transactions. In addition, in market conditions affected by mortgage industry challenges, 48 percent of investors made all-cash purchases.

"As markets face the challenges of distressed properties and a difficult economy, real estate investors have the opportunity to find productive deals while helping communities stabilize," Leonard said. "Investors provide much needed liquidity to the market, decrease vacancy rates, improve neighborhoods, and present solutions for homeowners who need to sell."

With the CIAS training, Leonard will help Reno area residents build wealth through real estate investment and assist homeowners facing foreclosure find potential buyers for their properties.