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Every development professional needs to be well rounded, as real estate development is extremely complex and requires analytical, financial, marketing, interpersonal and organizational skills. This is especially true with financial skills—developers need these in order to make the right choices when purchasing, financing, developing, and then selling or leasing properties.

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First, the taxpayers must establish that they qualify as real estate professionals to avoid the general rule that all rental activity is per se passive. 24 Second, if the taxpayer qualifies as a real estate professional, the taxpayer must establish that the taxpayer materially participated in the rental real estate activity. 25 If the taxpayer does not meet both of these requirements, any losses that arise from the rental activity will be considered passive and will be subject to the passive ...

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Professionals who work in estate companies and concentrate on development projects understand the value of rigorous market research, competitor analysis and their customers' expectations. As the market diversifies, expands or oscillates, they need to be prepared to intervene so that the value of their portfolio maintains its edge over other competitors.

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