Before you go for San Diego real estate (or any real estate) investment you must make sure that you have got your requirements right, have evaluated your options well and have learnt the tricks of making profit through real estate. San Diego is a pleasant place and that is one great reason why a lot of people want to get a piece of San Diego real estate. And if a lot of people want a piece of San Diego real estate then it must make business sense (and investment sense). If you are looking for San Diego real estate for investment purpose, then you would really be looking at the profits you can make by reselling that piece of San Diego real estate. So, in this case your requirement would be to search for San Diego real estate that can be bought for cheap and sold for a profit. You might either be flipping (i.e. quickly selling off that San Diego real estate as-is to another party for a profit) or you might be selling it off after a couple of years (expecting appreciation) or you might be getting that San Diego real estate repaired in order to add to it's value before actually selling it off. The key here is to get it cheap. A lot of people suggest that rehab is the way to go i.e. you buy an ugly looking piece of San Diego real estate and then get it repaired so that it shines and sells well. Some would say economic factors are the ones to be considered most when going for San Diego real estate. Others would say location of the property is most important when considering San Diego real estate. However, what everyone seems to be missing out on is the fact that you can buy it cheap only if the seller is motivated enough i.e. the seller just wants to sell the property (that San Diego real estate) real quick. This could be due to various reasons e.g. a divorce, an impending foreclosure, need for cash for some emergency, job transfer or moving to another place just for any reason. When the seller is in a hurry to sell i.e. when the seller is motivated (and the degree of motivation can vary from person to person), you get an opportunity to negotiate a real good deal. If you have great negotiation skills, you can get that San Diego real estate for real cheap. So, not only is finding the right San Diego real estate (and at the right location) necessary, you also need to find the right seller (i.e. someone who is motivated enough). Surely, San Diego real estate does look attractive.