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*The TurnKey Investor's Property Management & Landlording Success Secrets (The Audio Program): What the Property Management Pros Know That Beginners Do Not! [Matthew S. Chan] on calendrierdelascience.com *FREE* shipping on qualifying offers.*

Ok, wait, that was a little rash. The two biggest objections I hear to buying turnkey rental properties are: The margin between the listed price and what the seller actually bought it for is way too much! I could buy a similar property for much cheaper! It makes much more sense that you go get cheaper houses and do the work yourself. I may even be envious of you that you are in a position to do that, so congratulations and go have fun with it. For those of you without those resources or desires though, hopefully I can make you feel better about paying more but not feel like you are getting ripped off. How to Analyze a Real Estate Deal Deal analysis is one of the best ways to learn real estate investing and it comes down to fundamental comfort in estimating expenses, rents, and cash flow. This guide will give you the knowledge you need to begin analyzing properties with confidence. And yes, people involved in the process are making money off of your purchase. Without business, none of us would eat or have a place to live. The guys selling the turnkeys, that is their business. But other than making money, what else does a business do? They provide a service. So before you worry about how much everyone is making, you need to understand what service you are getting for your money. Only then can you make an educated decision about whether a turnkey is for you. Lucky for you, I can break it all down. Anyone can do that, right? Yes, technically anyone can do that. Making money is the point, right? Preferably you find an excellent deal, not even a good deal. Common methods for finding a good deal on a property are: You might resort to the MLS to look for properties. What the turnkey guys do: Most often, turnkey providers buy properties in bulk. Anything bought in bulk tends to be priced lower per unit, so you can get a house for much cheaper when you buy more of them instead of just that one. Turnkey providers also shop at the auctions as do the individuals. Lastly, when buying discounted properties is your full-time job, you tend to have a lot of connections in that field. Turnkey guys know people who know people who know people, and therefore they can snag good deals no one else ever knew about. It could vary from only needing cosmetic work to a property having to be completely gutted and redone. Anything over just cosmetic work is going to require professionals. If the work is only cosmetic, you probably do it yourself. For bigger jobs, you will most likely need a general contractor so multiple jobs can get done. The turnkey providers have crews who work only on the properties bought by that provider. Essentially all of the work is done in-house. Find tenants and property managers. This task is broken down a little differently because you have two choices of doing this yourself: Be the landlord yourself or 2. Hire your own property manager to do all of this for you. Versus the turnkey provider who does the finding of a property manager for you. You advertise for tenants, screen them which may include credit checks, reference checks, background and criminal checks, and income verification. You provide all of the legal documents for the tenants to sign and must make sure you are in compliance with all state rules. Then you collect rent each month, respond to repair calls as necessary, handle the turnover of a move-out, and if an eviction has to occur at any point, you have to handle the legal process for that. The property managers do all of the above for you. Have a preference yet? You may be able to judge just from that breakdown whether you prefer to buy a turnkey property or do everything yourself. Maybe you are still unsure, so let me really drive this one home and then address the costs. A quick summary of each of the same tasks mentioned above: The foreclosure and short sale process can be very uncertain and take forever. Finding motivated sellers can be done in multiple ways, but it can be very time-consuming. All of these options just scream a lot of work and time. Anything done in mass will be cheaper. Not just with finding good deals on properties, but with rehabs as well. The turnkey providers use standard paint, carpet, flooring, trim, you name it. Since they have so many houses that need these materials, they are able to buy materials in mass and therefore at discount wholesale prices. So the material costs required to rehab and maintain a property are

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cheaper for the turnkey guys than they ever will be for you by yourself. Another way mass comes in handy is the turnkey guys live to fix these houses up. Therefore, since they do so many, the crews are able to get the rehabs done significantly faster than most general contractors. That saves on major labor costs. One of my favorite turnkey providers in Atlanta has a rehab team that averages only five days for a complete rehab. Tell me what individual you know can do it that fast. And yes, they are high-quality rehabs. Dealing with tenants can be horrible. I would never want to do it myself. Back to the Buck Now you understand all of these things, how does that tie back in to cost? The subject property is a cheaper-end house that needed a decent amount of rehab. The point is not to debate actual allocations but more to show you what those different allocations are. For this example, you have: The price the property was acquired for. Cost of the rehab. I told you this. And he really took a lot of work off your shoulders, so he deserves the profit. If you buy a house on your own, you will pay a real estate agent fee to whoever found the property for you I kept this cost extremely minimal for this example. If you buy a turnkey, because most of these are private channels, someone had to get you in, and whoever that is makes a referral fee of some sort. Oftentimes however, there were multiple chains of who knew who and more than one source has to split that one referral fee. Some turnkey providers offer a rental guarantee for some length of time often a year meaning if the property is vacant for any reason, you still get paid the same monthly rent. Consider this fee like insurance of sorts. One more monetary factor with doing the property yourself and going the turnkey route is the difference in resulting cap rate. Think of the cost difference between the two methods above, and then top it off with cap rate and stress differences. A turnkey gives you little to no stress. Time is the other factor. With a turnkey you are spending no time on the investment other than that required to do the paperwork. Doing everything on your own could take up to weeks of your time when you look at combined hours. How much is your time worth? So bringing this all together. A lot of people I know enjoy the process of finding properties on their own, managing the rehabs, and dealing with tenants. I can draw more graphs if you would like. Free eBook from BiggerPockets!

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Chapter 2 : Landlord Resources Seminars

"LEARN THE 10 SUCCESS SECRETS EVERY PROPERTY MANAGEMENT PRO KNOWS!" Every successful Property Manager/Landlord has crucial success areas they must focus on to make their investment properties perform profitably.

This post updated July 27th, How would you like to have your cake and eat it too? They want their cake and they want to eat it, too. It may seem like a small thing, but having a solid rental application is the first step in finding great tenants. Download it today and go find some great tenants! Turnkey real estate investing is a loosely defined investment strategy in which the investor buys, rehabs, and has a property managed through a third-party, usually from a long distance away. Some will buy, rehab, rent and THEN sell a property to you, the investor. Others will simply help you find the property and let you do most of the heavy lifting on the rehab side if there is any rehab to do, then manage the property for you. Service at a Distance: The first and most obvious benefit to turnkey real estate investing is the ability to invest in a good real estate market without you needing to live there. Being a landlord is not always easy, and trying to be one from thousands of miles away can be even more tough. Many people who live on the East or West coast of the United States, as well as many who live outside the country, rely on turnkey companies usually in the Midwest, where cash flow tends to be higher to invest in great markets. A good turnkey company knows their market with far more precision than an outsider would. You might be able to do some research on a particular area and check out the school ratings, crime reports, and price ranges, but a turnkey provider will know the heart of an area. They will know why people prefer one area over another. It is very difficult for an outsider to gain this perspective, as it is normally reserved only for long time locals, which a good turnkey provider should be. Turnkey providers, because they are property management companies, will generally have either in-house staff or work closely with vendors to make sure your property is taken care of. They have someone who will answer the phone, someone who will fix a running toilet, someone who can sign a lease with a new tenant. Many turnkey providers buy, sell, and rent dozens or even hundreds of homes per month. For this reason, they are required to consistently drive leads into all the parts of their marketing funnel. They might use billboards, radio ads, newspaper ads, and more to drive both motivated sellers and tenants to their business. For this reason, they may find better deals than you could, as well as get tenants faster. Turnkey providers, on the other hand, are usually experienced in dealing with tenants and contractors. Their experience helps them make the right decision more often. Finally, although each turnkey company operates a little differently, they all have the same goal: When you invest in real estate by yourself, you are forced to handle all the moving parts yourself, which can be overwhelming. A turnkey real estate investment company attempts to simplify the process, so you ideally will only need to write and receive checks. A turnkey company is a business that needs to make money, and they do this through several methods. Then, the turnkey provider makes a monthly income by managing the property for you. Perhaps the greatest risk when choosing to invest in real estate through a turnkey company is the level of trust you must place in this provider. After all, you are relying on their knowledge and expertise to choose a location, choose a property, choose a tenant, and manage that tenant. It would be fairly easy for a turnkey provider to take advantage of out-of-state investors by encouraging them to buy bad properties in bad locations. So, should you invest in real estate at a distance through a turnkey company? However, if my area did not present the same kind of opportunities, I would seriously consider it. There are both benefits and disadvantages, so I would weigh those against the possibility of investing in your own market. If you live in an expensive area and want to invest in lower-priced properties, turnkey can be a great alternative to being a local landlord. Just be sure to do your research and know what, and who, you are investing in. Have you invested in turnkey real estate? What would you add to my list of benefits and downsides? Free eBook from BiggerPockets!

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Chapter 3 : Turnkey Properties: Should You Invest in a Turnkey Real Estate Investment?

The TurnKey Investor's Real Estate Portfolio Success Secrets is a minute audio program that provides you a jump-start to real estate investment portfolio building success by explaining the 10 success areas every real estate investment portfolio builder must learn and master.

Our next getaway conference 29th Annual will be held January , Click here for where we are going next, prices and getaway details. Call Toya directly to register for the conference or to ask if you qualify for the subscriber discount or to discuss all getaway and retreat arrangements. If you are a subscriber to Mr. Call Toya directly to register and get the subscriber price. Click to see a short video of the exotic resort we are going to next. We have countless testimonials of how we have literally changed the lives and real estate success of many real estate investors. Retreat Registration prices are based on double occupancy. If you are totally fed up with the lack or minimum amount of cash flow your property is generating and the resident challenges which keep occurring, I would strongly encourage you to stop complaining and learn how to really run a rental business where you take total control. Learn how to fill your vacancies, increase your monthly cash flow, keep your good residents twice as long, and eliminate most of your resident and rental headaches. Sure you can keep learning everything the hard way and let many years of frustration and economic struggle continue. Instead, learn from someone who has helped thousands totally transform their way of thinking and running their rentals! I get asked on occasion if I will come out to the actual property site of management companies or rental owners and provide personalized consultation or training. The answer is yes I do, however, to be honest there is a high price tag attached, plus travel expenses. I would actually encourage anyone who has ever thought of getting personalized consultation from me for themselves, their managers, or their management team to strongly consider attending my upcoming winter landlording boot camp in November of this year. This training will be limited to a small number of attendees. Attendees will be able to learn all aspects of my rental business in-depth. This training will be over a two-day period and all attendees will have ample opportunities to ask me all questions and whatever else is related to their own unique properties, situations, and challenges. For those two days I will be there to be of complete service to you at a fraction of the cost you would pay to hire me to come to you. And for those who attend this particular training, Plus, you will receive both a video and audio recording of an entire bootcamp training to play back and review over and over. This training is only offered twice per year and anytime may be the last time I do so with no other speakers except maybe one bonus guest instructor on Friday night. For those who have attended my seminars, and those who have found my style of teaching and training beneficial, please take advantage of this opportunity. Sign up for the Landlording Boot Camp today. For more information on this two-day training event click here! If you are a subscriber, call to register at the subscriber rate. Thieves can take over your identity to purchase goods and services, real estate, cars, clean out your bank accounts, and even use your name when they are arrested. This Workshop will save you all the time, money and aggravation encountered by those victims. Presented by Marvin Fleschman, who has presented this seminar to live audiences all across Southern California. Now you have the opportunity to learn in your own home, at your convenience. Includes a page Workbook! Lawsuits in the headlines everyday tell us we are liable for whatever they do to themselves or others no matter how careless, irresponsible, and even criminal. However, through exclusive arrangements with MrLandlord. This will provide added network opportunities with other convention attendees at the host hotel, St. In addition, at least one of the featured instructors will make themselves available at each of these special VIP sessions to answer any additional questions that you may have and share additional insights. The lunches will be catered and served at the host hotel in an exclusive VIP banquet room. To reserve this VIP Luncheon Package, you must register in advance, otherwise, if you wait until the time of the event, the price will increase. Click below now to order. Or, if you prefer to call, please call the MrLandlord. This will provide added network opportunities with other Boot Camp attendees. The lunches will be catered and served buffet-style. Add this

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Chapter 4 : What is a Turnkey Operation?

*In this special Audio Program, the Author describes the property repossession system he uses that eliminates up to 80% of the evictions he used to do! SPECIAL BONUSES INCLUDED! * BONUS #1: A copy of the special legal form he uses to remove tenants and repossess properties is enclosed!*

Chapter 5 : Great Lakes Capital Solutions : The Real Estate Guys Radio Show

Matthew Chan's audio program, The TurnKey Investor's "Subject To" Mortgage Success Secrets is an informative CD on the success secrets every individual interested in "subject to" mortgages should know.

Chapter 6 : Strategies Landlording Meeting - June - Baltimore REIA

The TurnKey Investor's Lease-Option Success Secrets (The Audio Program) by Matthew S. Chan 1 edition - first published in The TurnKey Investor's Property Management & Landlording Success Secrets (The Audio Program).

Chapter 7 : Matthew S. Chan | Open Library

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Chapter 8 : Top shelves for Checkmate!

The TurnKey Investor's Property Management & Landlording Success Secrets by Matthew S. Chan This minute Audio Program will give you a jump-start to Property Management & Landlording Success by explaining the 10 Success Areas every Property Manager/Landlord must learn and master.

Chapter 9 : Get The Book on Rental Property Investing + The Book on Managing Rental Properties

A misconception about turnkey investing is that investors do nothing. While they may not be dealing with things like property management, evictions, or maintenance, successful turnkey investors are constantly working on their strategy.