THE BASIC GUIDE TO REAL ESTATE INVESTING

WRITTEN BY

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The Basic Guide to Real Estate Investment

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DEDICATION

"You'll never get rich working 9–5"

DAD

This book is dedicated to my father,

GORDON RIDOUT

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INTRODUCTION

“Don’t wait to buy Real Estate,
buy Real Estate and wait”

T. HARV EKER

Have you ever thought of buying real estate but failed to act and a few years later you were kicking yourself for not buying? Now ask yourself, in five years, do you want to be disappointed again because you coulda, shoulda, woulda but didn’t? Or do you want to be happy that you did?

I’ve written this book to be an entry level introduction to the advantages and disadvantages of investing in real estate. Many fantastic books have been written about using real estate as an investment strategy. They usually go in to great detail about strategies, dos and don’ts, and complex analysis of how deals are structured. Those books are a wealth of knowledge to the investor that wants to take their investing to the next level of maximizing and perfecting their portfolio.

This book isn’t that. It’s simply an overview of the potential of real estate. I’m going to explain what is involved when investing in real estate, the different ways you can invest, how you don’t need to be an expert to get into the market, and the massive benefits of owning real estate.

I’ve been asked by many people about how to invest, why I invest, what they can do to invest, and heard reasons why they can’t or haven’t invested. Unfortunately, the how and why of investing in real estate is not something that can be covered in a short conversation. The best thing I can do is to put as much information as I can into a short, easy to understand book that will provide a general understanding of what is involved.

Hopefully this book will answer your questions, help you overcome the obstacles that are stopping you, and motivate you to take the next steps.

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GLOSSARY

Yes, I know the glossary is supposed to be at the end of the book, but understanding the context of what I mean when I use certain terms is very important and misinterpreting them might lead to confusion. I've done my best to avoid industry phrases and terms in this book in order to keep it an easy read. Let me explain a few before we get started.

RENTAL PROPERTY OR INVESTMENT PROPERTY

For the most part, in this book, if I mention either of these I am generally talking about buying a single family house (maybe with a basement suite) and renting it to tenants for a number of years. Also known as a "buy and hold".

EQUITY

This is the money that you or someone else has invested in a deal. If you own a $300,000 house, and have a $200,000 mortgage, that means you have $100,000 worth of equity in the house.

NET WORTH

If you added up the value of everything you own, including cash, cars, houses, stocks and bonds, and then subtracted all of your debt, the number you would be left with would be your net worth. This is a very important number. You can make as much money as you want, but if your net worth isn't growing, you aren't moving ahead. Many people make a good annual income, but spend as much or more than they make each year by acquiring liabilities such as fancy cars, boats and RVs and their net worth becomes a negative and continues to get worse.

ASSET

For the purpose of this book I have chosen to view assets the same way Robert Kiyosaki, the author of "Rich Dad Poor Dad" does. Kiyosaki views anything that puts money into your pocket as an asset, and anything that takes money out of your pocket as a liability. For example, most people including banks and accountants would view a car as an asset, whereas Kiyosaki would view the car as a liability because it takes money out of your pocket in the form of payments, insurance, fuel and maintenance.

This concept is a shift in mindset from what we have traditionally been taught, but is pivotal to understanding the logic I apply to real estate investing.

LIABILITY

Anything that reduces your net worth!

> "Know the difference between assets
> and liabilities, and buy assets"
>
> **ROBERT KIYOSAKI**

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MY STORY

"Every person who invests in well-selected real estate in a growing section of a prosperous community adopts the surest and safest method of becoming independent, for real estate is the basis of wealth".

THEODORE ROOSEVELT

Through my teenage years and into my early twenties my father tried to drill the concept of investing in real estate into my head. Being young and unwilling to listen I tried to tune him out. Unfortunately it wasn't until after his unexpected passing in my mid twenties that everything he had said started making sense to me.

Now I have the honour of passing my father's wisdom on to other people. Hopefully it will inspire them to use real estate to create a great life of their own.

My entry into real estate investing wasn't very intentional. Like most first time home buyers, I was having a hard time finding a house I could afford to buy. Luckily for me, my parents had owned a few rental properties during my youth and had taught me enough to view real estate as a form of potential income.

With my first house, I learned that a house with a basement suite would cost more money up front, but the rental income from the suite would more than cover the difference in the mortgage. In essence, buying a more expensive house meant paying less money out of my pocket, due to a tenant contributing money every month.

My *intentional* investing in real estate came eight years later. I borrowed against the capital in my first house to buy my second house. A few months later, after I had moved into my new house, I sold my first house. Instead of taking the lump of cash from the sale of my first house and putting it against the mortgage on my second house, like most people would have done, I decided that there must be something better I could do with it.

Knowing myself all too well, I knew I had to park that extra capital in some form of investment before I did something wasteful with it and it would be gone forever.

A long time friend of mine, Aaron, had been buying investment houses, and I decided to call him and ask a few questions. This was the phone call that set me on my path of becoming a successful real estate investor.

Aaron explained how he was investing and why. He was buying rental properties 800kms from his current residence, which at the time seemed out of the question to me. He explained that some markets can provide far better returns than other markets. Investing a long distance from where I lived might not be convenient, but the long term profits were much more appealing. After I understood his reasoning, I changed my mindset and saw the opportunity he was talking about.

A few months later, Aaron contacted me about a house for sale in the city he was investing in. He believed that it was a very good investment, but didn't have the capital to buy it himself. I had known Aaron for 20 years, and I knew that if he said it was a good deal, then it was probably a better deal than anything I could find on my own. I bought the house, sight unseen, over 800 kms from where I lived!

It might have been bad judgement to buy based on blind faith in another person, but he showed me all the numbers and they made sense. Today I earn exceptionally high rates of return on that property.

Six months later I bought another house two blocks away from the first. Then I partnered with Aaron to buy my third. Using the knowledge from my first three, I bought a fourth house with another partner in a city close to my home.

Realizing that not only does real estate provide exceptional returns, but also that I loved being involved in it, I decided to attain my real estate license so I could become more involved in the market and with other investors.

I then partnered with Aaron again for my fifth rental house.

All this happened in less than three years. If you are wondering how I came up with enough capital to buy 5 houses in three years, I will explain later in the book.

Only recently did I realize, without Aaron, I would have been stuck. I knew I wanted to invest in real estate but had no idea how to achieve great returns on my investments. He steered me in the right direction, and away I went.

Most real estate investors have mentors, as there is no college or university that teaches real estate investing 101. What seemed like a few conversations with my friend had actually been a mentorship. I realize that most people don't have an "Aaron" and need a mentor to know what step to take next.

I'm hoping that this book can help other people take that next step towards realizing the financial benefits of real estate.

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WHY INVEST IN REAL ESTATE?

"I will forever believe that buying a home is a great investment. Why? Because you can't live in a stock certificate. You can't live in a mutual fund"

OPRAH WINFREY

There are many reasons to invest in real estate:

- You want better returns on your investments than stocks or bonds can provide
- You don't trust the stock market with your capital
- You want to retire early
- You want to retire with more money
- You want something to pass down to your kids
- You want to subsidize your working income
- You want extra income for a more comfortable life
- You want the ability to subsidize your income if health issues arise in your family

- You need a safe place to invest capital where you aren't tempted to take it out to buy a new toy, or go on an expensive holiday

There are so many why's, and the stronger the motivation from *your* why, the more likely you will be to take action. In the end though, all the whys are tied to one thing, money. But it's not about money, it's about what money brings with it. Financial freedom.

If you can achieve financial freedom, you can choose when you work, if you work, and at what job you work. If you are no longer dependent on a job, it creates infinite possibilities for what you can do with your life; start a company, do something you love, go back to school for something you want to do, instead of what you need to do.

The biggest why for me was that fact that plan "A" sucks! You know plan "A"; graduate high school, go to college, get a job, work 40-45 years, retire, and hope you have enough money and health left to enjoy your remaining years.

Why is that everyone's plan "A"? That sounds awful. I know some people love their jobs and good for them, but wouldn't it be nice to *not* be dependent on your job? The standard plan "A" is my plan "D" or "E". *My* plan "A" is to build enough passive income that I can pick and choose when I work, and at what, *if* I choose to work at all… and not after working for 40 years, I want it ASAP.

I want to have time to enjoy life now, and for the rest of my life. I want to be able to take advantage of every great opportunity life offers me. When it's a beautiful sunny day, I want to go to the beach with my family, or on an epic hike with a friend. I don't want to be stuck at a job I don't like, with people I don't like, trading my time for money.

It's not that I don't want to work, or that I don't like working, but I want it to be an option, on my terms. Wealth isn't about buying things, it's about having options. The option to do what you enjoy, not what you have to do. The option to take up a hobby you have always wanted to try. The option to spend time with the people you love.

There is is only one way to achieve that kind of financial freedom; by building large amounts of both net worth and passive income. And there is only one consistently tried and tested way to do that; real estate.

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HOW DO I GET STARTED IN INVESTING?

"Never invest in something you don't understand"

WARREN BUFFETT

To fully understand real estate investing is a daunting task, but it's easy to understand the concept. In the coming chapters I'll explain the different ways in which a single investment can generate multiple forms of income. But for now, let's look at some of the hurdles that have stopped you from investing in real estate.

The most common holdback for most would-be investors is fear. People are scared of losing their money, dealing with tenants, and having problems with the properties they buy. It's good to have fear and to be skeptical, otherwise we would just hand our hard earned money over to the first stranger who claimed he was selling some rare gold coin or priceless artifact at half its value.

The only way to overcome this fear is with knowledge. If the stranger who offered you the gold coin had legitimate documentation about its history, would you be more likely to buy it? What if you hired a professional appraiser to inspect the coin and the appraiser confirmed it was is in fact the rare coin the stranger claimed. Now would you buy it?

The point is, by educating yourself about the gold coin, you overcome your fear of its legitimacy. Now you can make a rational decision whether or not you want to buy the coin.

I can tell you factually that more millionaires have been made through investing in real estate than by any other means, but that doesn't mean you understand it, or know how to do it, so educate yourself until you feel comfortable enough to make the decision to invest.

Another setback people have is money. Yes, you need a down payment to buy real estate. There are solutions to this problem.

1. Borrow money from a friend or family member.
2. Do you own your own home now? You probably have capital in it that you could leverage for a down payment for a second property.
3. Cash out stocks, bonds, RRSPs, or even borrow against them.

Conventional mortgages require 20% down, but if you plan on living in the house you might be able to put down as little as 5% with an insured mortgage.

The last common setbacks are time, and/or the willingness to manage the property. I've had real estate investors tell me every nightmare story in the book. Broken toilets, tenants skipping town without paying rent, broken water mains flooding basements, you name it. I've had my fair share of problems with my own properties, but let's put it in perspective.

If over 10 years you have to fix broken pipes, miss out on a few month's rent, put a new roof on the house, and deal with a few other things, but profit $150,000, does it matter? If you add up the amount of money you make on the house, and divide it by the number of hours you spent managing the house, you would find that you were paid far more per hour than you could ever have earned at a 9–5 job.

Yes you will need to put in some time, but you will be paid very well and the beautiful thing about real estate is, even though you will need to put in some hours, you will get paid for all the hours you *aren't* managing it too! Sick in bed? Your investments still make money. Enjoying the sun in Mexico? Still making money. Sitting on the couch watching TV, or even sleeping? Still making money!

You need a few primary things to invest in real estate:

1. Capital for the down payment
2. The ability to qualify for a mortgage, or enough capital to buy the property outright
3. Knowledge on how to invest and connections to contractors, realtors, property managers etc
4. Time and willingness to oversee the investment

There is one common solution to all of the above setbacks. Joint ventures, or partnerships.

Most people think they need to have all of these assets in place before they can invest, but in reality, you only need one or more.

If someone has capital and or the ability to qualify for a mortgage, but knows nothing about real estate investing, and doesn't want to manage a property, and someone else has the knowledge and willingness to oversee the investment, why not combine their assets so that both people can benefit? It's better to have 50% of a good deal, than 100% of no deal.

If you are going to consider a joint venture, it is important first off that you trust and have vetted your partner, and that you have the same goals or plans for the property. Make sure you discuss every detail before the property is purchased, and that you have a lawyer draw up a contract between the parties involved that covers what will happen in the event of a sale, a death, a divorce, or even a disagreement.

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HOUSE HACKING

"Your house is not an asset"

ROBERT KIYOSAKI

House hacking is just a fancy term for finding a way to make your primary residence generate income. There are a host of advantages to doing this.

Housing is one of, if not the biggest monthly expense in our lives. Whether you rent or own your home, you have a big monthly bill in the form of rent or a mortgage payment. Even if you've paid for your house in full, you still have property tax, insurance, utilities and repairs.

Most people believe that their house is an asset. As I mentioned earlier in the book, I like to view assets and liabilities differently than most people. I view an asset as something that generates income. So if you view an asset as something that is used to generate income, is a house really an asset? Not always.

If you buy a house for $300,000 and sell it 5 years later for $325,000, but had to pay realtor fees, property tax and insurance totalling $40,000, you've lost money. In that case, your house was a liability, not an asset. If you sold the same house for $400,000 then you have made money and the house was an asset. At the time of purchase however, you really didn't know if the house was going to be an asset or a liability. Don't get me wrong, I'm not saying buying a house to live in is a bad idea. Even if it was a net loss to own the house, you have possibly saved yourself from an even larger net loss by paying rent. It might be beneficial to own the house, but that doesn't make it an asset.

The whole idea of house hacking is to try to reduce that big monthly housing expense so you can leverage your money further and have more money at the end of each month to save or invest. House hacking might not reduce your monthly housing expenses to zero, although it can, but it can at least greatly decrease that major monthly cost. There are a number of ways to get your primary residence to generate income. The most common way is with a basement suite, but you could also run a B&B, have a roommate, rent shop space, have a duplex, triplex or 4 plex, rent larger properties for livestock or agriculture, have a second home on the property, etc.

I'll give you two examples. I mentioned earlier in the book that my first house had a basement suite. At the time of purchasing the house my annual income only qualified me to purchase a house worth $400,000 or less. I found a house for $500,000 with a basement suite that would rent for $850 per month. Due to the additional income from the suite, the bank was willing to lend me the additional $100,000 for the more expensive house. Over the next 10 years the $500,000 house appreciated more than a $400,000 house would have, and the $850 of income from the suite allowed me to build more equity by paying down the larger mortgage.

The following graph shows the effects of having a suite in your house over 10 years. You can see that you reduce the monthly expense out of your pocket, pay off more mortgage (increasing your equity in the property) and create a return on your investment due to the fact that you have used other peoples money to create those benefits.

$100,000 PAYMENT

NO SUITE	WITH SUITE
$400,000 house	$500,000 house
$300,000 mortgage	$400,000 mortgage
$1,500 monthly mortgage payment	$2,000 monthly mortgage payment
$0 income	$850 monthly rental income
$1,500 out of pocket monthly payment	$1,150 out of pocket monthly payment

AFTER 10 YEARS

$89,000 debt paid down	$119,000 debt paid down
$0 out of pocket savings	$42,000 out of pocket savings
$89,000 increased capital	$161,000 increased capital
$0 other people's money	$72,000 other people's money
0% ROI	7.2% return on investment

When I bought my second residence I wanted a large yard with at least 2 acres. The houses I looked at were in the $500,000 range. I had about $250,000 to put down, leaving me a $250,000 mortgage with $1,200 monthly payments. I ended up buying a property for $750,000. The $500,000 mortgage had $2,400 monthly payments, far more than I could afford. The catch was, this property had 5 acres instead of 2, and had 2 separate houses. At the time the second house was rented out for $1,800. With monthly mortgage payments of $2,400, and an income of $1,800, I was only paying $600 per month for twice the property and twice the number of houses! When's the last time you got twice as much for half the price? Now, not only did I have an additional $600 in my pocket every month, I was paying off a mortgage worth $500,000 instead of $250,000, building my capital and net worth even faster.

You can see how house hacking can have very drastic effects on the ability to grow and scale your investing. Your monthly expenses are greatly reduced, which looks great to the bank if you want to apply for mortgages to buy other properties, you have more money each month to save or invest and you have a more valuable property, which you have turned from a liability to an asset.

House hacking is a great way for a new investor to get into owning property as an asset, but it is equally as great for a veteran that already has multiple investment properties. Any time you can save hundreds or even thousands of dollars per month *and* build more net worth at the same time, I suggest you take full advantage of it!

I know some people don't want strangers to live in the basement of their house, but people live side by side in condos and town houses with strangers because it's cheaper than buying a detached house. What's the difference? With house hacking you aren't just saving money, you are making money.

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BUT THE DEALS DON'T WORK IN MY AREA!

"Most people think buying is investing, but they're wrong [it] doesn't make you an investor any more than buying groceries makes you a chef."

GARY KELLER

Most people think that in order to buy an investment property, they need to be close to it. The concept of buying in another city, province, or even country didn't even cross my mind until my friend Aaron pitched the idea to me.

Many people live in an area that's too expensive for them to buy into, or even if they can afford it, the numbers just won't work. Expensive cities are very difficult to invest in without large amounts of capital.

Take Vancouver for example. If a house in Vancouver costs, let's say $1,500,000, you would need a $300,000 down payment, (which is a lot of money to come up with) and the mortgage would be $1,200,000, making the payments around $6,300 per month. Add property tax and insurance and you would be at the $7,000 mark. Can you rent out a house in Vancouver for $7,000? Probably not. You might get $5,000 a month in rent, so you would be out of pocket $2,000 per month on that investment. With debt pay down and appreciation the investment might still be profitable in a number of years, but most investors don't want to be forced to pay $2,000 per month to hold onto their investments.

I live in an area where houses are in the $500,000 to $600,000 range. It's more affordable than Vancouver, but even at those prices, the rent would only just cover the monthly expenses if I found a great deal.

Depending where you live, you might need to buy away from home if you want exceptional returns.

It's tough to invest in a new city, especially if you know nothing about it. You'll need to educate yourself about employment, vacancy rates, rental prices, property prices and neighbourhoods before you can confidently invest in any city.

The end result however, might be significantly higher returns than you could have ever achieved where you live.

The solution in this scenario, again, can be partnerships. If you have a family member, friend or are able to network and find a fellow investor in a city you're interested in, they should have most of the details you need to know, and might even be willing to partner.

Analyzing which cities might generate good returns on your investment properties will require you to analyze a few properties in each city.

Analyzing a property can be a difficult mathematic formula, but it can also be simplified with a few important details to make it possible to do quickly. If you plan to buy a house, rent it to tenants and hold the house for a number of years, you will want it to generate more income than it costs to own each month. To do this you need to know two basic numbers, how much the house will rent for and what all the the monthly expenses will be.

Let's start with how much it will rent for. If you are planning to buy a 3 bedroom 2 bathroom house, search kijiji.ca or craigslist.ca to see what market rents are for comparable houses. Keep in mind that in each city there are places that are more desirable to live and this will effect the rental prices so look in areas you will likely buy. You could also call a property management company to give you an idea of rental prices and they should also be able to answer questions about vacancy rates in the city and which areas to avoid.

Next you need to calculate monthly expenses. Before you buy any property you should figure out exactly what every expense associated with owning that property will be. Property tax, insurance, utilities, and maintenance are your most common expenses and will vary somewhat from house to house, but there is one expense that will fluctuate the most, your mortgage payment which will also likely be your biggest expense. A $400,000 mortgage will cost you four times what a $100,000 mortgage will each month. I suggest getting a mortgage calculator app on your phone!

Once you have the mortgage payment figured out, add in a rough estimate for other property expenses, such as property tax, utilities, insurance and maintenance. By adding an estimate of all of your monthly expenses including the mortgage payment you should have a rough idea of what the property will cost to own each month. You want the rental income to exceed the expenses by as much as possible.

If you analyze four or five houses in a city and find that the rent will only cover half of the monthly expenses, you might want to move on to another city. If you are seeing properties that cover all of the expenses and have a large surplus each month, you might have found a city worth further investigation.

You can quickly see that very expensive cities are difficult fo invest in because the monthly expenses (primarily the mortgage) will usually exceed the monthly income. For the most part you will be looking for cities where housing is cheap to buy, but rents are high.

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DIFFERENT WAYS TO INVEST IN REAL ESTATE

"It's not whether you're right or wrong that's important, but how much money you make when you're right and how much you lose when you're wrong."

GEORGE SOROS

There are many ways to invest in real estate. Different types of investing require different skill sets, different amounts of initial capital, and different amounts of time and energy involved to manage them. It's up to you to decide which type of investment works best for you. The following is a very basic overview of ways to invest in real estate. There are many books, podcasts and websites dedicated to each investing strategy that can help you understand the benefits and drawbacks of each. I've listed a few books and podcasts in the resources section at the back of the book.

BUY AND HOLD SINGLE FAMILY HOME

I'll talk first and foremost about this because it is the most common, easiest to obtain, and in my opinion generates the highest return on your investment in the long term. This type of investment builds wealth in a number of different ways, which not only produces great returns on your investment, but creates protection for your capital. The concept is simple, buy a house, rent it out to cover your expenses and let it appreciate while the debt is paid down. I'll get more in depth with this technique later in the book.

MULTIFAMILY OR COMMERCIAL

Any residential property that has more than four units is considered a commercial property. Other types of commercial properties include stores, mini storages, mobile home parks and office buildings.

These usually require large sums of capital for down payments, so it is common to see multiple people partner on a deal.

FLIP

Buy a house for cheap, do some renovations and sell the house for a profit. There is good money to be made in this fashion if you know your repair costs well and how much the house/condo will sell for when you're done. However, the income is a short term paycheque. There is a one time payout, with no future dividends.

If you miscalculate repair costs, what the property will sell for once the work is done, or if the market takes a down swing while you're renovating, you could end up selling at a loss, so make sure you know your numbers and factor in a buffer in case things don't go as planned!

DEVELOPMENT OR SUBDIVISION

This is sort of like a flip in a lot of ways, but more involved. You buy a piece of land or a number of city lots, build houses, multi family or commercial spaces and sell the finished product. You must have a team of people that understand bylaws, zoning, construction costs and the value of the finished product.

BEING A HARD MONEY LENDER

Investors can only buy so many properties before all of their personal capital is tied up in their properties. Then, in order to get the down payment for their next project, or investment, they need to borrow money. This is often a short term loan, anywhere from 3–12 months which is enough time for the project to get up and running and generating income so that the investor can obtain traditional financing through a bank. Many investors will pay 10% or even higher for these short term loans.

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WHY REAL ESTATE INVESTING GENERATES SUCH GREAT RETURNS

"Landlords grow rich in their sleep"

JOHN STUART MILL

When you invest in a stock, bond, RRSP, or mutual fund, you get regular statements showing how much the investment has increased or decreased in value as well as any dividends that have been paid to you. Therefore it is very easy to calculate how much money you have earned from your investment, which is known as your return on investment or ROI.

Your ROI is calculated annually and expressed as a percentage rate.

The formula is money earned (return) divided by how much money you invested.

$$\frac{\textbf{NET PROFIT}}{\textbf{INVESTMENT AMOUNT}} = \textbf{X 100 = ROI \%}$$

So if you invest $100,000, and in one year generate $5,200 profit, it's $5,200/$100,000 = 0.052 x 100 = 5.2%.

$$\frac{\$5{,}200}{\$100{,}000} = 0.052 \text{ X } 100 = 5.2\%$$

Some people will argue RRSPs make money by reducing or eliminating paying income tax, but the tax is simply deferred in the hopes that you make significantly less money when you retire, which is an unwise way to think especially when you calculate for inflation.

When it comes to buying and holding real estate, it is much harder to calculate your ROI because there are four major ways real estate generates wealth:

1. **Appreciation:**
   Breaking news! Real estate goes up in value! Who knew!
2. **Debt Pay Down**
   If you have a mortgage, every month some debt gets paid down, increasing the amount of capital you have in the property.
3. **Cashflow**
   With the right property you should have leftover money in your pocket after all of your monthly expenses are paid.
4. **Tax Benefits**
   This is a bit more complicated, but you can take tax free money out of your house.

1. APPRECIATION

Housing is a basic human necessity and on average Canadians spend about 30% of their annual income on housing. As household incomes increase with inflation the amount of money being spent on housing increases in proportion to the higher incomes. That brings the value of real estate up, as well as the cost of rent. Not only is your investment appreciating, so is the income from it.

It is also common to see the percentage of income being spent on housing to increase past 30% in desirable areas. BC as well as other provinces in Canada are now over the 40% mark for income being spend on housing. The fact that the percentage of incomes being spent on housing is increasing indicates that the value of housing is outpacing inflation.

2. DEBT PAY DOWN

Leverage is the biggest advantage and most profitable tactic when it comes to investing in real estate. Most people have spent their lives being told debt is a bad thing and they have avoided debt as much as possible.

Maybe you have heard that there is "good debt" and "bad debt"? If you can borrow money and generate a higher return on that money than it costs you to borrow, that is good debt.

Think about someone that borrows money to start a company, and that company makes more money than it costs to pay back the debt, that debt acted as an asset.

By borrowing money to buy an investment property, you have leveraged your money to buy something far more valuable than you could have purchased on your own, and now someone else is going to pay that debt off!

Here's an example. Say you buy a house for $500,000 and use $100,000 of your money for the downpayment, borrowing the remaining $400,000 from a bank. If the rental income covers all of the expenses from the property until the mortgage is eventually paid off in say 25 years, you now own a $500,000 property that you only paid $100,000 for! Now if that property somehow depreciates to $250,000 in those 25 years, yikes! How much money have you lost?! $250,000? Nope, you've still made

$150,000! You invested $100,000, and now have a property worth $250,000! You still profited 150%!

What that means is, if stocks are down 50% in 25 years, you've lost 50% of your money, if your property's value is down 50%, you are still up 250%, thanks to debt pay down and leverage!

3. CASHFLOW

This is simply the left over profits every month from a well run investment property.

When I calculate my property expenses I include *everything.* There are the obvious things like the mortgage, property tax and insurance, but I take it one step further and calculate other factors like vacancy rate (assuming some months the property might be vacant). I calculate maintenance costs which cover things like a hot water tank replacement or a new roof. I also calculate any utility expenses like electricity or heating fuels.

By calculating these expenses ahead of time, I have created a cushion or buffer that insures if there is an unexpected cost, I will be able to cover it easily and still turn a profit. After all of these expenses are covered, any leftover money is cashflow.

4. TAX BENEFITS

Any expenses incurred by owning an investment property can be written off against the income of the property. Even things like the interest paid on your mortgage can be written off. But that isn't the most important tax advantage.

The real advantage is refinancing a property. Think about this example. You buy an investment property for $200,000 and ten years later it's worth $300,000. If you sell that property, yes you profit $100,000, but have to pay capital gains on that $100,000. But, what if instead of selling the property, you got a second mortgage on that property for the $100,000 of equity you now have in it? You have taken the profits you made from appreciation out and can invest that money into something else, or enjoy life with it, but you didn't sell the property, so no capital gains are paid. More on this later!

COMBINING TACTICS

A great thing about investing in real estate is the fact that you don't have to pick just one of the above tactics to use. You can use them all in one property. By doing so you generate incredible incomes and create protection for your capital.

Here is an example of very realistic returns you can expect from an investment property. You purchase a house with a basement suite for $500,000 and rent out the upper and lower units for $2,700 per month.

You use $100,000 of your money as the down payment and get a $400,000 mortgage for 25 years at 4%, putting your payments around $2,100 per month.

After monthly expenses of $200 for property tax, $150 for insurance and budgeting for maintenance and vacancy of $250, the property just breaks even.

Sounds like a lot of work for no money? Let's look 10 years ahead. You have paid off $114,309 of the mortgage and with modest 3% appreciation, the property is now worth $671,958, a $171,958 gain. That's a $286,267 return on a $100,000 investment or a 286% ROI! If you average that over the 10 years you owned the property you received a very impressive 28.6% per year!

$$\frac{\$286{,}267}{\$100{,}000} = 2.86 \text{ X } 100 = 286\%$$

(28% per year)

This is factoring rents *not* increasing in a 10 year period, which is unlikely. If you factor an increase in rent, your ROI climbs even higher. Instead of just breaking even every month, you will start to cashflow.

This illustrates how you can benefit from cashflow, debt pay down and appreciation, and if you borrow further money from the investment, you would be taking it out tax free!

To illustrate the advantage of leverage, let's look at the same house, but assume we pay the full $500,000 with 100% of our own capital, ie no mortgage.

Because we don't have the $2,100 per month mortgage payment, the property would cashflow immediately $2,100 per month, *but* there would be no mortgage pay down. The property would still gain $171,958 from appreciation and generate $252,000 in cashflow over 10 years, bringing our entire return to $423,958, which means the return is higher than the $286,267 that was generated by having a mortgage, but the ROI is lower. Why? Your investment was $500,000 vs only $100,000 with the mortgaged property.

$$\frac{\$423{,}958}{\$500{,}000} = 0.85 \times 100 = 85\%$$

(8.5% per year)

Don't get me wrong, a 8.5% ROI isn't a bad number, but you can see by these two comparisons of the same property, that leverage is where real estate trumps other forms of investing. If you want to buy $500,000 worth of stocks, you need $500,000 to buy those stocks. If you want to buy a $500,000 investment property, you might only need to put up $100,000 of your money, the rest the bank will lend to you. On top of that, it is possible to buy a house at below market value if you can spot a good deal and can act fast. You might be able to buy a $500,000 property for a $450,000 purchase price but you can't buy stocks at a discount.

CASHFLOW VS BUILDING NET WORTH

The way you choose to invest in real estate is dependent on what your goals are. If you have a large amount of capital and want to live off of the returns generated from your investment, then buying a property with more money down might be more beneficial for you.

However, if your goal for investing in real estate is generating a high ROI and generating net worth as quickly as possible, and you aren't dependant on the income from the property in the short term, then leverage is your best friend.

A buy and hold real estate investment with a mortgage does naturally start as a high ROI, low cashflow investment, but as it matures, debt is paid down and rents go up, it slowly transforms naturally to a higher cashflow, but lower ROI investment.

This can be a great natural progression as you get closer to retirement. If you buy a house with a 25 year mortgage and plan to retire in 25 years, the year you retire, the mortgage will be paid off, and it starts generating large sums of cashflow. You have also gained 100% ownership of all of the capital in the property.

THE REALITY OF THE NUMBERS

When I talk to people interested in investing in real estate, I suggest it's very possible to expect 10–15% returns, maybe as high as 20%. People seem to think that 15% is too good to be true, and there must be a catch, or it must be get rich quick scheme.

In reality, it's common to see returns generated from a well run investment property to be around 35%.

Furthermore, by finding the right city, even though it might be a long way from where you live, you may be able to purchase an investment that generates the same amount of rental income, but at a fraction of the purchase price, which can push your ROI rates beyond 50%.

Most skeptics will simply roll their eyes or laugh you out of the room if you try to convince them that a 50% ROI can be obtained with very little risk.

It's up to you. You can believe it's impossible, or you can learn how to make it possible.

10

THE ULTIMATE STRATEGY, BRRRR!

"Now, one thing I tell everyone is learn about real estate. Repeat after me: real estate provides the highest returns, the greatest values and the least risk."

ARMSTRONG WILLIAMS, ENTREPRENEUR

Different investors invest in different ways, but for me, there is one way that stands out as the safest way to build large amounts of net worth quickly, even if you are starting with limited capital. It's known as the BRRRR strategy. Buy, Renovate, Rent, Refinance, Repeat.

STEP ONE Buy a house that would make a good rental property that is in need of some repairs you could do to increase its value.

STEP TWO Renovate the house, which will increase its value, ideally more than the repair costs.

STEP THREE Rent the house out.

STEP FOUR Refinance the property, taking out the equity you have put in through the down payment and the renovations.

STEP FIVE Take the returns from the refinancing and buy another investment property.

So this is how an example would look on paper:

- Purchase a house for $200,000 with an 80% mortgage ($40,000 down)
- Complete a $50,000 renovation bringing the value of the property up to $360,000
- Rent the property for as much as the market will allow

Now that the property is much nicer than when you purchased it and you can prove rental income, the bank should be willing to increase the mortgage amount, or add a second mortgage/HELOC (Home Equity Line Of Credit).

If the bank is willing to grant you an additional $90,000 mortgage, you have now taken *all* of *your* capital out of the house. ($40,000 for the original down payment and $50,000 for renovations)

With the return of your $90,000 of capital two things have happened, you now own your investment property with *none* of your own personal capital (even though you still have 20% capital in the property), which creates an infinite ROI, and you have all of your original capital back which allows you to start the whole process again!

Using this strategy correctly allows you to build a large portfolio of properties with a very limited amount of original capital. This technique is something that you can't utilize when investing in stocks or bonds. With the BRRRR strategy, $90,000 could be leveraged into multiple investment properties, in a few short years.

Another advantage of this strategy is that it protects your capital with multiple exit strategies. If you underestimate the costs involved when renovating the house, or overestimate the value of the property after it is renovated, you may now be into the house for more than it is actually worth.

If you purchased the house for $200,000, renovated it for $50,000 buy, only increased the value to $240,000, unfortunately your net worth has decreased by $10,000, *but* if you hold that property for 10 years, pay down the mortgage, and let it appreciate, you will still likely come out ahead.

On the other hand, if you only planned to flip the house (sell it after renovations), you would have to sell it for that $10,000 loss. By holding the property natural appreciation and debt pay down will bail you out!

However, if you accurately estimated the renovation costs and the after renovation value (ARV) of the house, but *then* found the house couldn't rent for as much as you were hoping, you could sell the property for a profit, again protecting your initial capital.

The BRRRR strategy is one of the most commonly used techniques in real estate investing. It is how many investors leverage a small amount of capital into multiple properties. Saving the thousands of dollars needed for down payments could mean waiting years between each real estate purchase. Adding value to properties and then using the added capital from those improvements allows you to multiply the number of properties you have. No other asset allows this kind of leverage.

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HOW REAL ESTATE PROTECTS YOUR CAPITAL

"Real estate cannot be lost or stolen, nor can it be carried away. Purchased with common sense, paid for in full, and managed with reasonable care, it is about the safest investment in the world."

FRANKLIN D ROOSEVELT

People still skeptical about investing in real estate often ask me, "What if the market crashes?" I understand why they're concerned, but if you take a few precautions, real estate has built in protection devices to make sure you don't lose your capital.

First of all, real estate is far more stable than the stock market. Real estate prices don't climb, or fall, nearly as fast, or as far.

In the stock market crash of 2008, the Toronto Stock Exchange dropped a crippling 35%. Real estate in Canada dropped about 16% in the same time frame.

If you sold your investment property after the downturn, you took a loss, but why sell? Rental prices not only *didn't* drop, but in many places increased!

If you lose 35% of the value of your stocks, as they recover you recover with 65% of the money you had before the downturn. Rental houses however keep making you the same income. The value of the house may have dropped, but you are still generating the same amount of rental income. So long as you ride out the lows, the fact that the investment might have dropped along the way is completely irrelevant! No matter which way the stock market goes, people always need a place to live.

You also have control over real estate investments:

If your house starts depreciating, renovations can bring the value back up with some forced appreciation.

If you're attracting bad tenants, upgrade your rental units, increase rent and you'll attract higher quality tenants.

Utilities too high? Put in LED light bulbs and increase the insulation in the attic.

If the stock market crashes, what can you do about it? Nothing.

Your investment is also literally insured. If your house catches on fire, collapses in an earthquake or a tree falls on it, you can and should have insurance for these scenarios and pretty much anything else that could cause a loss in value.

There are also a number of things you should do to protect your capital before you buy any property. Here are a few:

1. Don't buy in a "one trick pony" town. If a city only has one or two major employers and one of those employers shuts down, will that cause people to move away, causing high vacancy rates and low rents?
2. Try to buy below market value. Lots of houses sell for below their actual value. You have to know your prices well, and act fast, because they usually don't last long. If you can buy even 5-10% below market value, and the market drops 5-10%, you still haven't lost any capital. You can't buy stocks at below their current market value.

3. Put a buffer in your calculations. When estimating repairs, rental income, utility costs, insurance costs, maintenance cost etc, put a 10% safety margin in your numbers. If costs run a bit high, or rent is a bit less than you were hoping for, the property will still be profitable and hopefully cash flowing. If you were correct on you numbers, enjoy the extra 10% on your returns!
4. Look for neighbourhoods that are revitalizing. If home owners are renovating their homes, and the city is gentrifying a part of town, it's a safe bet that properties will increase in value and good tenants will want to live there.
5. Make your rental units nice. You don't have to make them high end, but by making them nice, clean, and safe, you will attract a better tenant profile and get higher rents. Better tenants tend to take care of their rental units and pay rent on time. Many rental house owners have horror stories about horrible tenants. I've found that in most of these stories, the landlord is at least in part to blame by providing subpar living conditions. If you have a rental unit *you* wouldn't be willing to live in, why do you expect other people to live there?

No matter what happens in the economy, people need a place to live. Companies come and go, stocks rise and fall, governments change, but people *always* need a place to live.

12

BUILDING A TEAM

"You are the average of the five people you spend the most time with"

JIM ROHN

There are a lot of different "jobs" involved in buying and managing an investment property:

- You need to find a property that matches your criteria.
- You need to get money to fund the deal.
- You need to insure the property.
- If renovations are necessary, you need to have the skills and time to do it.
- You need to place tenants and collect rent.
- You need keep track of all of the financial information regarding the property.

Many investors do all of this themselves, but sooner or later, smart investors look to outsource at least some of these tasks.

If there are certain parts of investing in real estate you don't understand, or just straight up don't like doing, get someone else to do it!

Building a team of people to help with your investment goals can make investing easier, more profitable and free up your time so you can do what you enjoy doing and excel at.

REALTOR

The first step, after understanding what type of investment you're looking for and what returns you want to achieve, is finding a property matching that criteria. You can search MLS and craigslist looking for the right property, or you can use a real estate agent.

I don't recommend using just any real estate agent. Find one that is a real estate investor as well. There are many good real estate agents out there, but few understand the criteria an investor is using to find the right property.

Home buyers are buying with *their* ideal home in mind. Investors' criteria is very different. It's all about numbers. Cap rates, ROIs, and vacancy rates are what matters to an investor. Curb appeal, school districts, type of flooring, vaulted ceiling, those things are minor details for an investor.

Real estate agents have access to software that helps them match criteria faster and easier than you searching on your own, which means they can show you deals as soon as they hit the market.

A good agent will bring deals to you, which saves you time and energy.

The main reason I became a real estate agent was so that I could help myself and other investors find solid investment properties.

Find an agent that has multiple investments themselves, or call me!

Keep in mind, when you are buying a property, the seller of the property pays both their agent and the buyer's agent, so using an agent to buy is an investment which costs you nothing!

MORTGAGE BROKER

After finding the right property (or while you're still searching), you'll need to find a way to fund the deal.

There are a number of financing sources but the most common and practical for someone starting out is a mortgage from a bank.

As with using a real estate agent, using someone to find funds for the deal is usually a free service for the lendee. Instead of going from bank to bank seeing who is willing to lend you money and at what rates, using a mortgage broker involves you giving your financial information to just one person, and then the offers come to you!

A good mortgage broker will pitch your mortgage to various lenders who in a sense "bid" on offering you a mortgage.

A mortgage broker that works with other investors should know which banks are more likely to loan or offer better terms to people buying real estate as an investment, rather than their primary residence.

ACCOUNTANT

There are many tax rules and regulations specific to rental properties. Having an accountant who knows all the rules can help you maximize your write-offs and reduce the tax you will pay on the income generated by your properties.

INSURANCE BROKER

Dealing with an insurance broker that sells insurance provided by multiple companies is a must. Many insurance companies sell only their own in house insurance, so if you buy from them, you have no choice.

Finding a broker that is willing to pitch your investment property to multiple companies makes sure you have multiple quotes to compare.

Price and coverage levels vary, so be sure to pick which is best for you and not just the cheapest.

CONTRACTOR

Whether you are buying a house needing work, or you need some repairs done down the road a few years, having a good contractor as a key member of your team is important. There are many contractors that are willing to take your money, but far less that will do quality work for a reasonable price. Try to get referrals from other investors that have been around for a while. You can guarantee they have tried multiple contractors, some they would use again and some they would not.

If you find a contractor that does good work, is reliable and doesn't overcharge, keep him happy! Pay him on time and make sure he knows he is appreciated. After finding a good contractor, it would be a shame to lose him because he isn't willing to work with you.

PROPERTY MANAGEMENT

If you want real estate investing to be more hands off, hiring a good property management company is key. Like contractors, try to get referrals from other investors because there are a lot of subpar management companies out there.

Management companies generally take 10-12% of the total rental income, plus some charge half a months rent to place new tenants. For this fee they should screen and place tenants, collect rents, and deal with any complaints or problems at the property. The cost of any repairs or maintenance will be passed on to you, but arranging the repairs, and scheduling with tenants is up to the management.

A good management company should make it easy to invest in a location away from the area you live in.

By having a good team of people, investing in real estate becomes much easier, and more profitable.

If a realtor finds a great deal for you, a contractor gets the renovations done on time and on budget, and a property manager gets top dollar for rent from good tenants, investing can be fairly easy, and very profitable.

However, if you have a bad team, even a great deal can turn into a disaster.

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WHAT DOES YOUR FUTURE LOOK LIKE?

"Choosing to not invest in real estate is still a choice, will you be happy with your decision in ten years?"

Most Canadians are not preparing themselves for a sustainable financial future.

The average Canadian household has a 170% debt to income ratio. That means that for every dollar the average Canadian household earns, they spend $1.70. A lot of that debt is owed on depreciating liabilities or "retail debt" such as new cars, RVs, expensive holidays, and designer sunglasses.

People believe that they will eventually pay off their car loan, credit card and line of credit, but in reality, the average Canadian is going deeper into debt every year.

How does this work into peoples' retirement plans?

The majority of the debt incurred by Canadians is through buying their home. I like to think of my primary residence as a savings account. Every month I pay down a bit more debt, and therefore have a bit more capital in the property. *I do not however view my primary residence as an asset!* If you live in your home for 20 years and for some strange reason it does not appreciate more than inflation, your house has not made you any money. Yes, you have a large amount of equity or capital in the house, but that is all *your* money that *you* put in. The house did not make you any money. In most cases, the house will have appreciated, but when it comes to my financial planning, I don't bank on "in most cases".

If you are basing your retirement plan on the equity in your primary residence you are missing some key factors. You might have hundreds of thousands of dollars in equity in your house, but you can't pay bills with equity. You can take your equity out by either selling your home, leaving you homeless, or by borrowing against your house, which means you are going to incur debt in order to pay bills when you retire, which if you live long enough could be a serious problem.

So is the solution to slow your spending habits and start saving money? For some people, yes, that might be enough for them, for others, no.

Most people aren't willing to make the needed sacrifices to put money aside to build enough of a savings fund to retire comfortably.

Putting $500 per month in a savings account at 4% results in $257,000 in 25 years. That's not a lot of money.

On the other hand, if you invest wisely in real estate it's possible to safely amass more wealth *without* having to put $500 a month in a savings account.

I don't want to work until I'm 65 and *hope* I've saved enough money to retire. I want to be financially free years, maybe decades sooner, and live an enjoyable, comfortable life.

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MINDSET

"The only time you truly fail, is when you stop trying"

Successful real estate investors have many things in common with other successful people like CEOs, top athletes and entrepreneurs. They all share a mindset that doesn't allow them to fail. They all structure their lives for success.

People that become extremely successful don't wait or hope for their goals to come to them, they chase their goals with 100% commitment, and don't stop until they achieve them. Most, if not all, successful people had many setbacks before they achieved their goals. Those setbacks were just obstacles that delayed the inevitable success.

I'm sure you've heard that it took Thomas Edison 1,000 attempts to create the light bulb. In the end, he achieved his goal. If he had stopped at attempt 999 he would have failed. Because he didn't stop at 50 attempts or 100, or 500, like most people would have, he didn't fail. He had 999 setbacks before he achieved his goal.

Buying investment properties is a process. You'll need to educate yourself about markets and renovation costs, meet property managers and learn to analyze deals. You might search 10 markets before you find an area that matches your criteria. You might need to analyze 100 properties before you are willing to write an offer. You might write 30 offers before one gets accepted and even then, the property might not be as profitable as you were hoping. The journey will require persistence, but the end result will be worth it. Do you think Thomas Edison cared about his 999 failed attempts the day he succeeded?

Every property I have bought has been educational. There are some things I did right and some I did wrong. I didn't fail when I did something wrong. I learned. And when I did the next deal my skills were that much sharper. When a baby is learning to walk, is it a failure every time it falls down, or is that just part of the necessary progression?

Successful people also don't make excuses. It's easy to make a long list of reasons to not invest in real estate, or why you aren't physically fit, or why you don't have more money. The reality is there is one person responsible for who and where you are today. You. This is sometimes hard to accept, but the beautiful thing is that when you take full responsibility for every aspect of your life, it also puts you in total control of your life.

I recently renovated an investment house and needed a drywaller. The next-door neighbour happened to be a drywaller, so I figured it would be a good fit to use him. He ended up charging me too much to do the job, but worse than that was the fact that he did a very poor job. It made sense for me to blame him for his poor skills. The project was behind schedule and over budget because he wasn't good at his job and was charging me for hours he wasn't working. In reality, it was *my* fault. I should have vetted him better through references. I should have kept a closer eye on his work while it was in progress. I should have got multiple quotes to get a more accurate price on the job. I shouldn't have assumed that the drywaller was skilled and wouldn't over charge. I'm to blame for the cost overruns and the poor quality of the finished product. If I blamed the drywaller for the problems, it would be easy to say I did nothing wrong, but how can I learn or grow if I don't admit that I made a mistake? By owning my mistakes, I learnt what to do in the future to prevent a similar thing from happening.

If you're late for work, it's not the traffic jam's fault, you didn't give yourself enough time to allow for a traffic jam. If you don't have time to go to the gym to get in shape, it's because you have poor time management skills and you aren't willing to prioritize health. If you don't have enough money to purchase a piece of property, it's not because your boss isn't willing to pay you enough money, it's because you have bad spending habits, or you aren't putting forth efforts to further your career and increase your income.

Don't get me wrong, sometimes life hands you lemons, but we *can* choose how we react when obstacles are placed in our paths. You can stop and give up, or you can make the best of any situation, look for silver linings, learn any lessons there are to be learned and push on. People like to think things are out of their control so that they don't have to take ownership for the things they don't like about their lives.

Real estate investing is a complicated journey. You will have setbacks. You will make mistakes. Take ownership of those mistakes so that you can learn from them. The most successful real estate investors have made thousands of mistakes and had thousands of setbacks, that's why they are successful.

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CONCLUSION

"If you really want something, you'll find a way. If not you'll find an excuse"

JIM ROHN

Real estate investing has been proven to be the fastest way to generate wealth, without putting your capital at high risk.

However, it's a lot more work than parking money in a savings account or investing in stocks. It involves educating yourself and is much like running a small company. You have a product you provide (rental units), customers (tenants), expenses (taxes, mortgage, insurance) and people that work for you (contractors, accountants, property managers).

It seems like a lot to take on for some people, but there are options to make it easier and more passive.

You can build a team of people to help you or you can partner with someone that already has multiple properties.

For your first deal, it might be wise to be the "money partner" in a deal, and let someone more experienced do all of the hands on work. That way you can be involved without having to make the decisions. You will understand the process better, and then when you are comfortable you can buy your own property.

If you decide that you have no interest in investing in real estate, and the concept of managing and overseeing properties doesn't appeal to you but you like the returns that real estate provides, I recommend being a money partner with an experienced investor, or investing through a real estate investment company.

For some people like myself, investing in real estate is something they are passionate about. Finding deals, managing contractors, and solving problems is something most successful investors enjoy. If you truly enjoy something, you will be willing to put in the extra effort, educate yourself and do what it takes to get the job done. On the other hand, if you don't enjoy something, it's just work and we have all worked jobs we don't like. You don't want to put in any extra effort or overtime, and you don't want to educate yourself about how to do a better job. If you don't enjoy real estate, partner with someone who does. The people that are passionate about something usually become experts and experts are generally more successful.

TAKING ACTION

A goal is an idea with a plan. If you want to invest in real estate, but have no action plan, all you have is an idea. When you put framework around your idea with actionable steps, timelines, definitive desired outcomes and are willing to hold yourself accountable to take the steps required to succeed, then you have a goal. The more clear you make your goal, the easier it will be to know what steps to take next to get you on your way.

There are many steps involved in buying a property. I doubt that many people will read this book and buy a house the following day, but that doesn't mean you can't take action immediately.

- Find and attend a local meetup group, where you can talk to investors and learn what is working for them.
- Talk to your mortgage broker to see what type of mortgage you qualify for.

- Call an investment real estate agent and start looking at houses. Even if you aren't ready to buy, it's never too early to starting learning prices and neighbourhoods.
- Read more books and listen to more podcasts. Education will reduce your fear and anxiety, making it easier to make rational decisions.

There are lots of steps you can take right away that will start you in the right direction. Taking action is the only way you will ever get closer to owning a real estate investment.

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RESOURSES

If you are looking for followup books to help you on your way, I recommend the following:

RICH DAD POOR DAD by Robert Kiyosaki

- It's not so much about real estate, but about how to have your money work for you.

WEALTH CAN'T WAIT by David Osborn

- Very well written book about how to generate wealth through real estate

BUY, REHAB, RENT, REFINANCE, REPEAT by David Greene

- Step by step BRRRR strategy

BIGGERPOCKETS.COM

- This is a networking forum with hundreds of threads about everything you can think of in relation to real estate investing
- Biggerpockets also has over 300 free podcasts, which are also on youtube, which cover every topic involving real estate.

BIFI.CA

- This is a company that my friend Aaron and I started in order to help people get involved in real estate investing. We offer free consulting as well as turnkey investing opportunities and joint ventures.

I truly enjoy speaking with investors and introducing people to real estate investing. Feel free to reach out to me if you have questions, want advice or just need some motivation.

I host monthly meetups in Nanaimo to help educate investors and soon to be investors: *https://www.meetup.com/Nanaimo-Real-Estate-Investors-Club/*

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