

# HOW TO EVALUATE AND OFFER ON RENTAL PROPERTIES!

Hosted by Brandon Turner Co-host of The BiggerPockets Podcast!



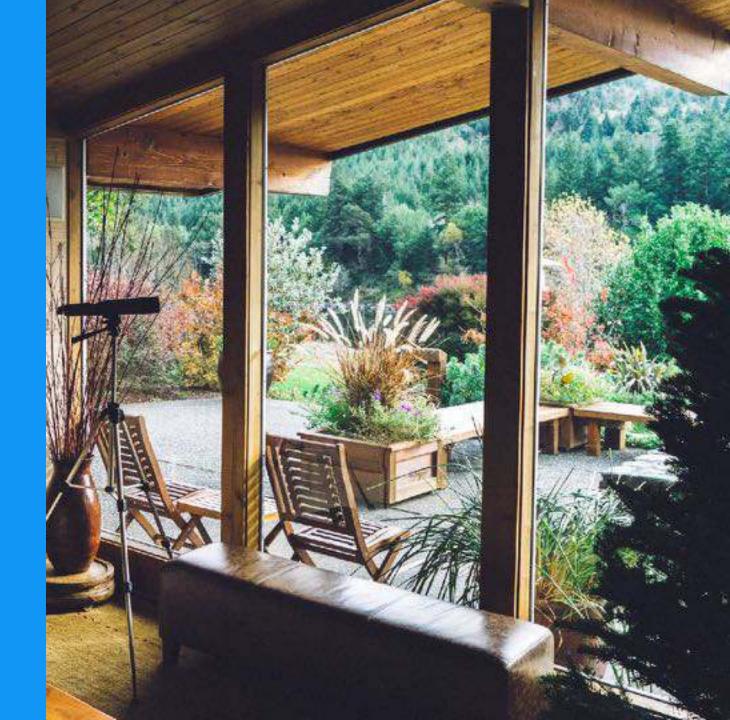
Today I promise to teach you exactly how to analyze a rental property to determine just how much you should offer...



- Even if you aren't good at math
- Even if you have no experience in real estate
- Even if you don't have any money to start with
- Even if you don't know how to find any deals.



I'll also show give you my
"Seven Sneaky Tricks" for improving the chance that your offer gets accepted.



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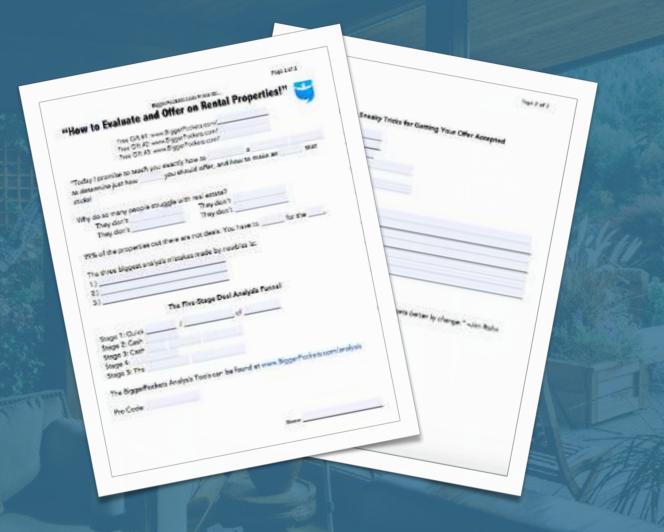
(and how one of those tips helped my friends recently...)



## FIRST... SOME HOUSEKEPING

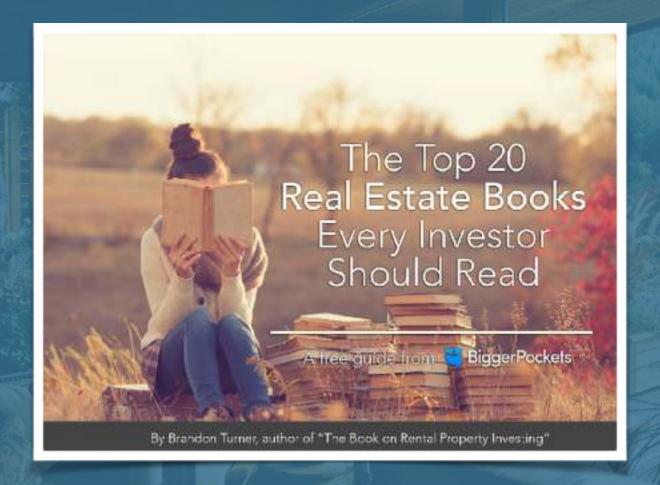


#### **GET THE MOST OUT OF TODAY'S CLASS!**



www.BiggerPockets.com/823worksheet

#### **BONUS #1**



www.BiggerPockets.com/books

#### **BONUS #2 and #3**



Seven Years to Figure Wealth

Seven Figure Wealth

A Read Tay to Earn's Your Frish Million by Your Frish Million by Investilly in Small Investilly

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- The humble truth about my real estate story...
- Part 1: Deal Analysis (5 Stages)
- Real Life Deal Analysis
- Pro tools that may help you buy more / risk less

#### TODAY'S AGENDA:

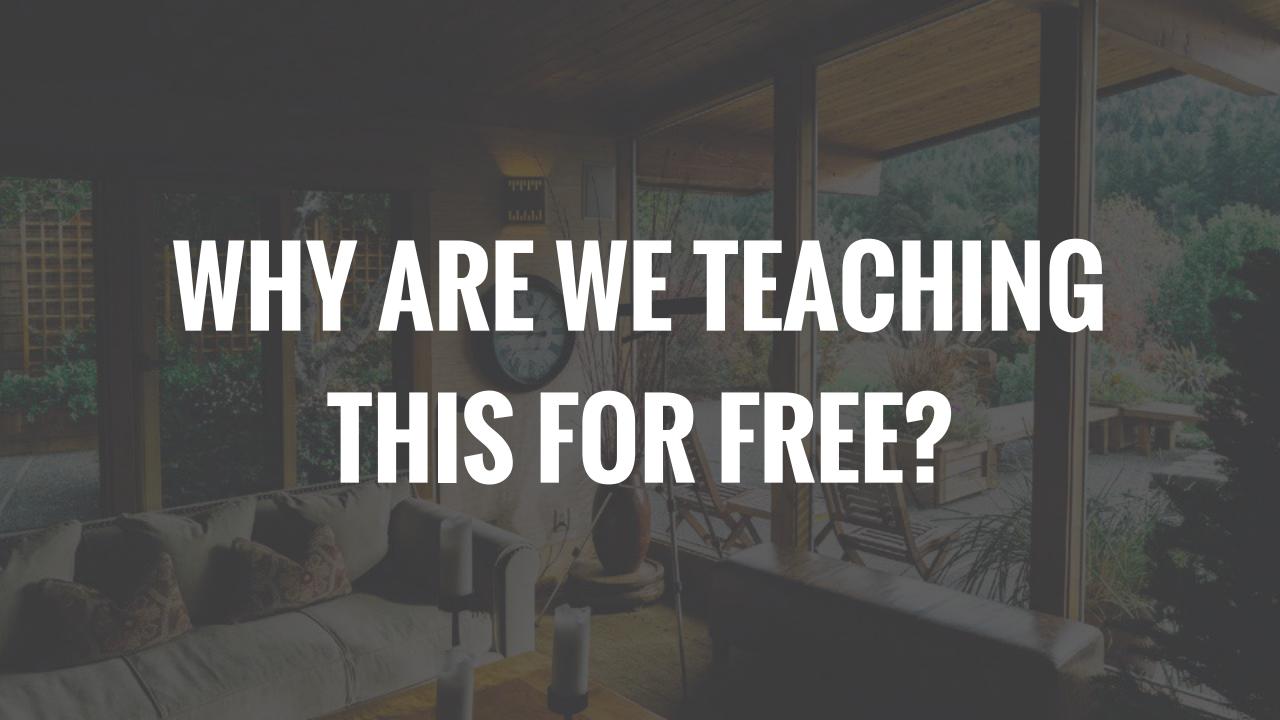
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- Part 2: Making Offers

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- Part 2: Making Offers
- 5 sneaky tips for offering on real estate deals

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- Part 1: Deal Analysis (5 Stages)
- Real Life Deal Analysis
- Pro tools that may help you buy more / risk less
- Part 2: Making Offers
- 5 sneaky tips for offering on real estate deals
- Q&A ... get your questions ready!







**BRANDON TURNER Real Estate Investor**Montesano, WA



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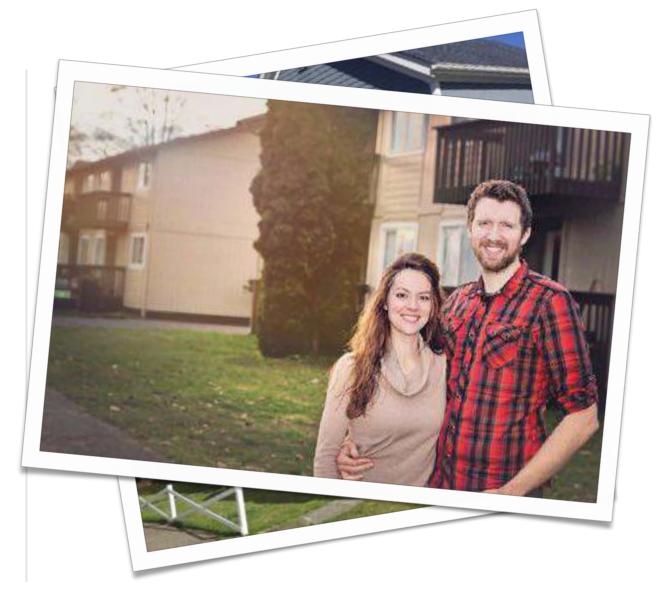
• Real Estate Investor





**BRANDON TURNER Real Estate Investor**Montesano, WA

• Real Estate Investor





**BRANDON TURNER Real Estate Investor**Montesano, WA

- Real Estate Investor
- Co-host of the BiggerPockets Podcast







**BRANDON TURNER Real Estate Investor**Montesano, WA

- Real Estate Investor
- Co-host of the BiggerPockets Podcast
- Author





**BRANDON TURNER Real Estate Investor**Montesano, WA

- Real Estate Investor
- Co-host of the BiggerPockets Podcast
- Author (4 books and counting!)
- Travel-addict



But...

## THE HUMBLE TRUTH

I was unsure how to analyze deals

I was nervous about making offers

I didn't want to lose money...



But then I found

BiggerPockets and started to learn from others...



Over time I discovered "the truth" about evaluating and offering on deals - and I'm gonna share it with you today - so you can cut short the **learning** and **testing** and **failing time**.

Get the good info without the embarrassing bad experiences.



#### **Today:**

50+ Units 15+ Properties Landlord/Flipper Financially Free



They don't commit

- They don't commit
- They don't take it seriously

- They don't commit
- They don't take it seriously
- They don't analyze

- They don't commit
- They don't take it seriously
- They don't analyze
- They don't hustle

#### **BUT THOSE WHO WIN GET:**

#### **BUT THOSE WHO WIN GET:**





### 99% OF THE PROPERTIES OUT THERE ARE NOT DEALS.

### YOU HAVE TO ANALYZE FOR THE BEST.

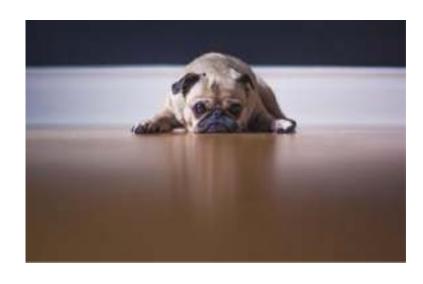


# ARE YOU READY TO LEARN?

### ARE YOU COMMITTED TO FOCUSING?

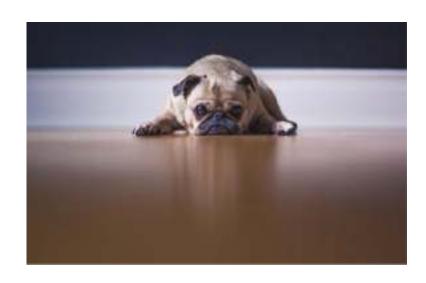
### ARE YOU COMMITTED TO TAKING ACTION?





**NOT ANALYZING** 



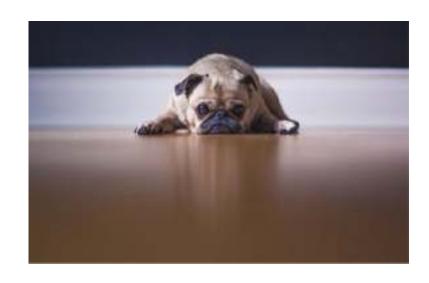






NOT ANALYZING ENOUGH





**NOT ANALYZING** 

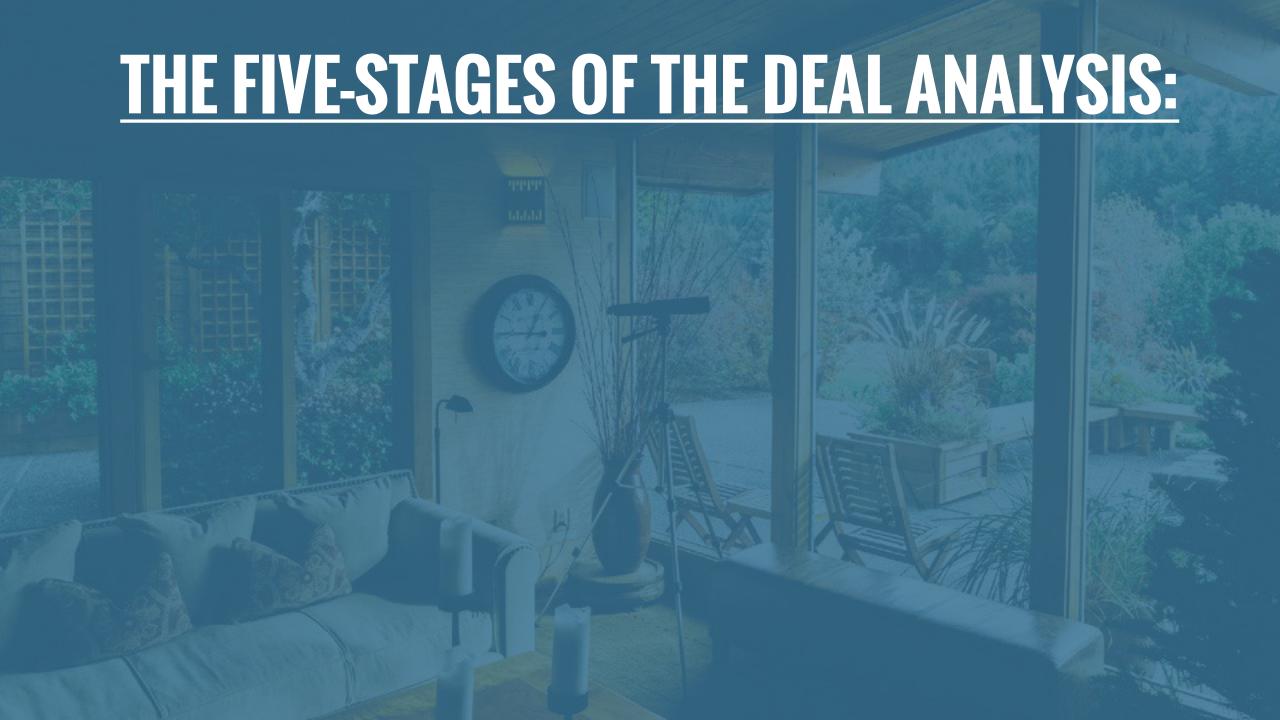


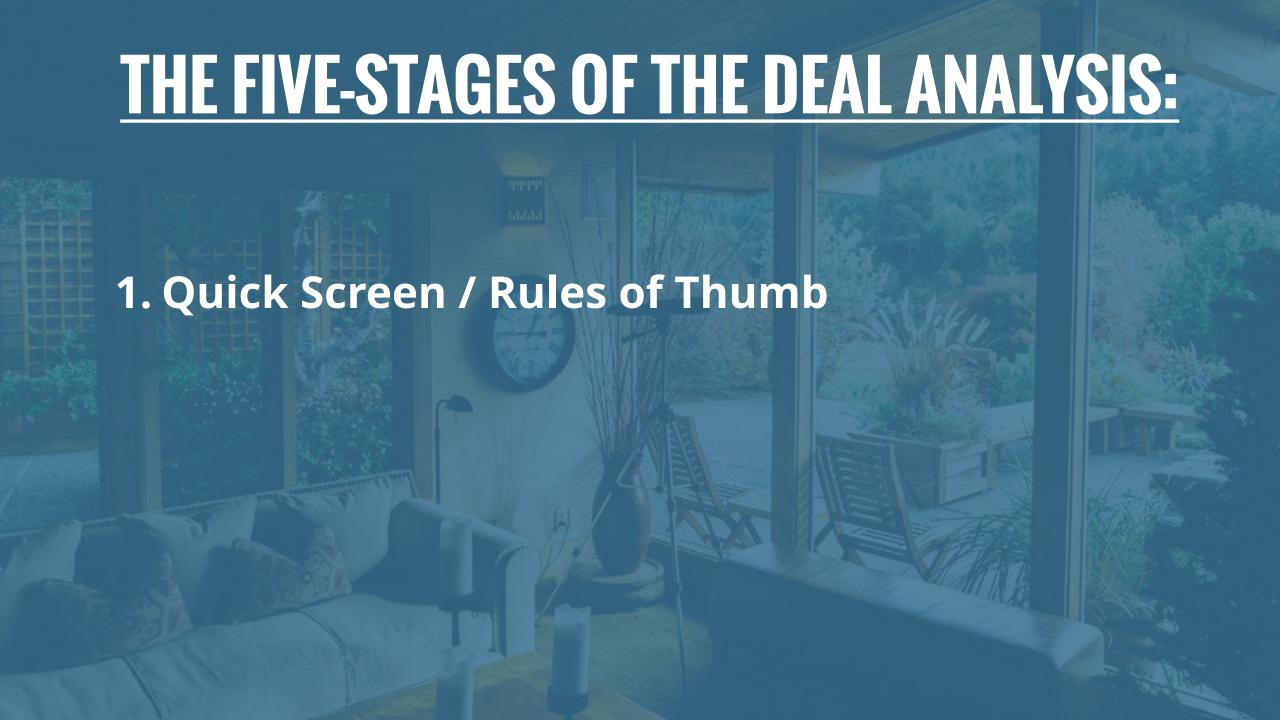
NOT ANALYZING ENOUGH



NOT ANALYZING FOR THE FUTURE

### WHAT I'M ABOUT TO SHOW YOUIS SO IMPORTANT - I BROKE IT DOWN INTO 5 DISTINCT STAGES



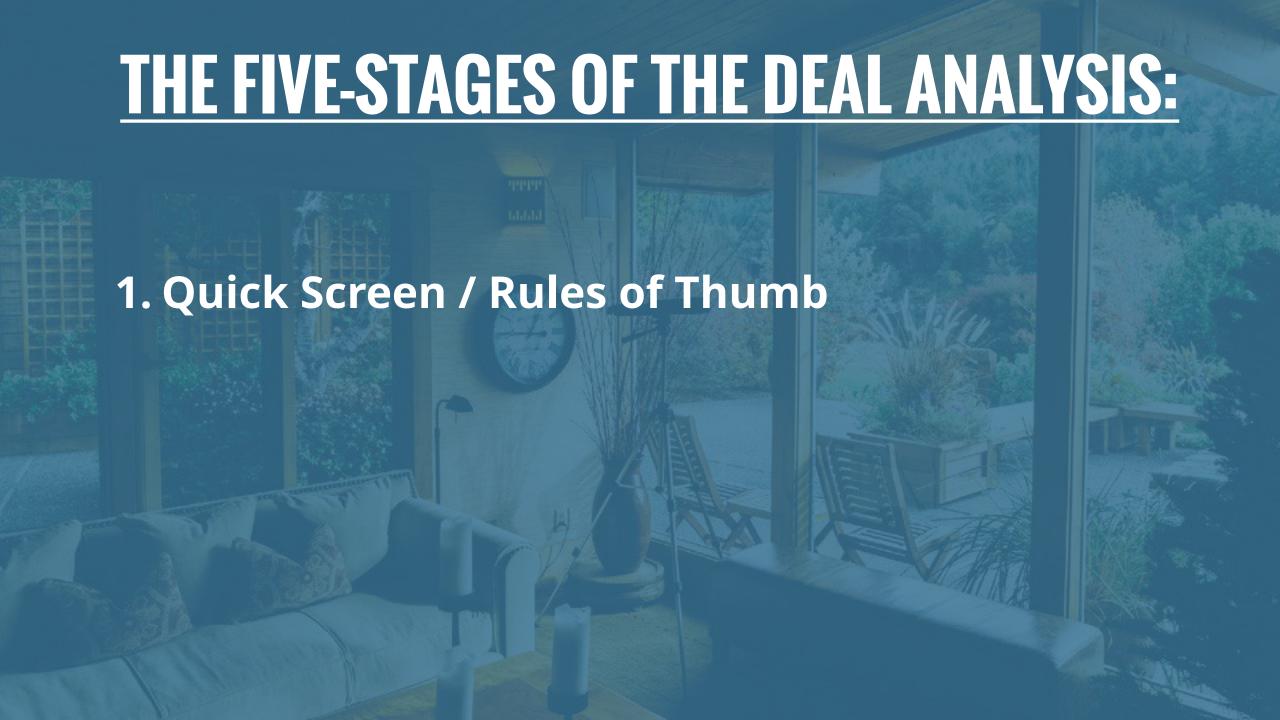


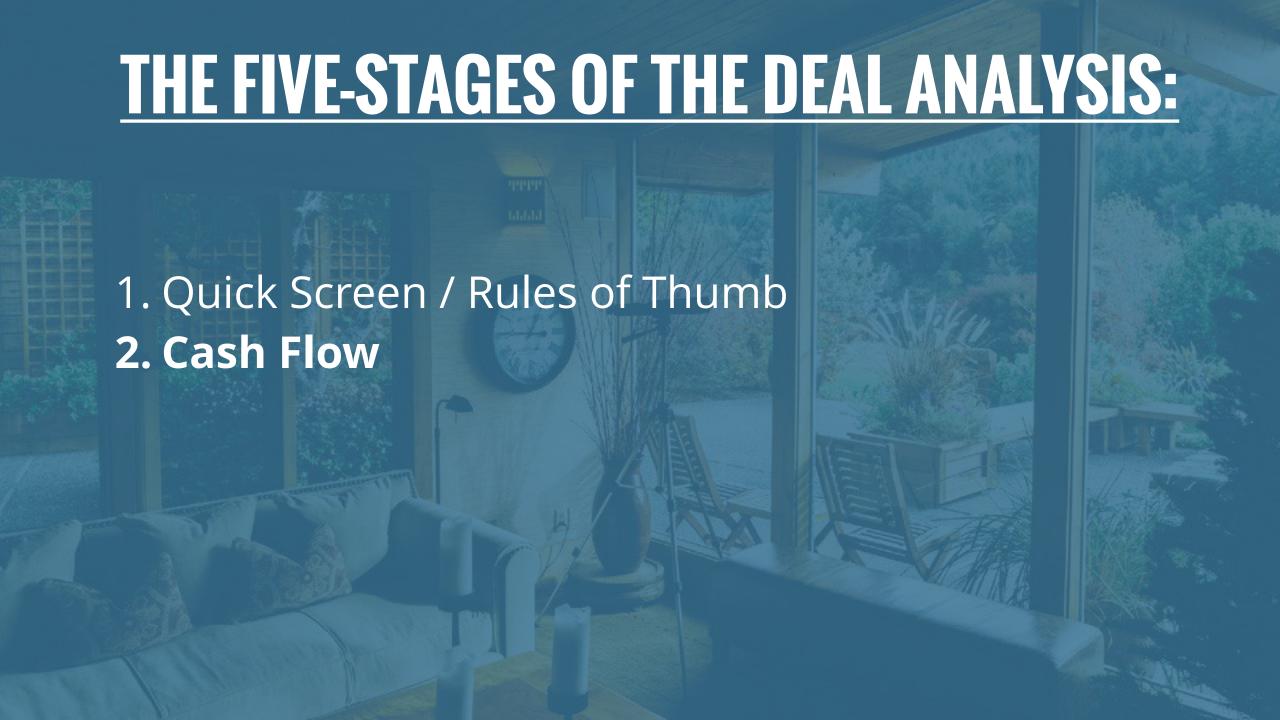
### 50% RULE

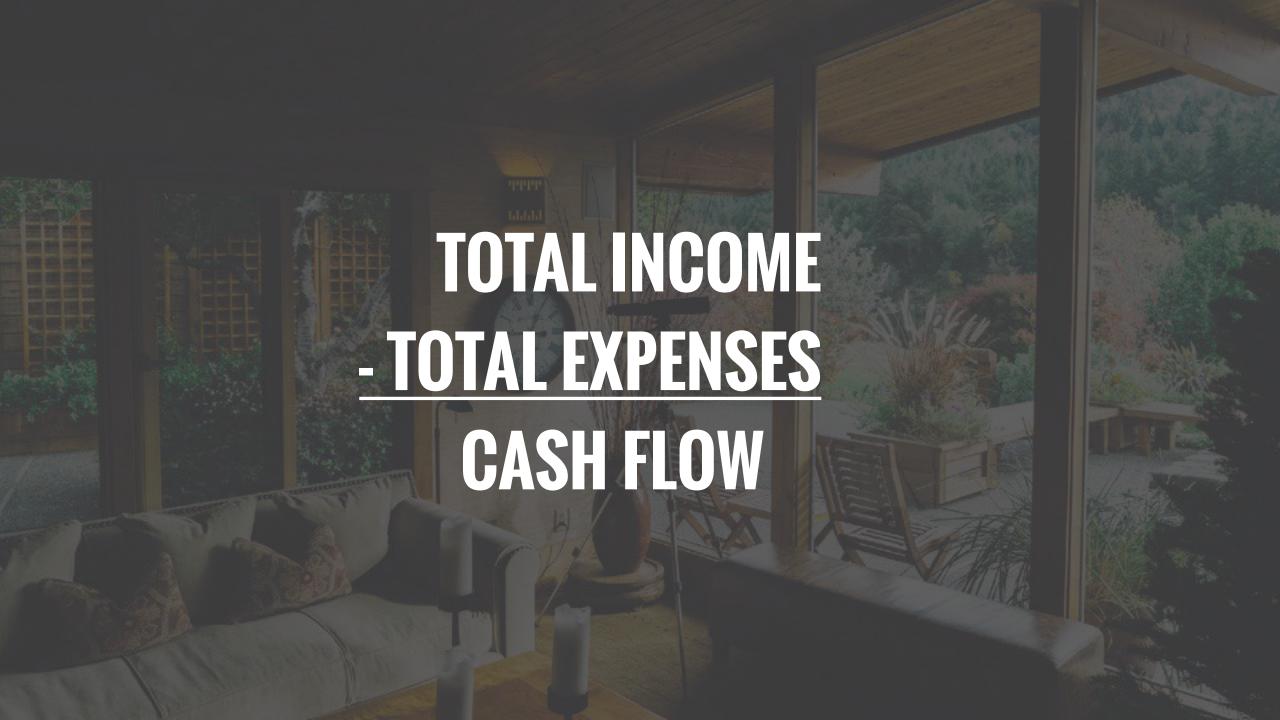
Over time, and on average, a properties operating expenses (all expenses not including the mortgage) add up to about 50% of the total income.



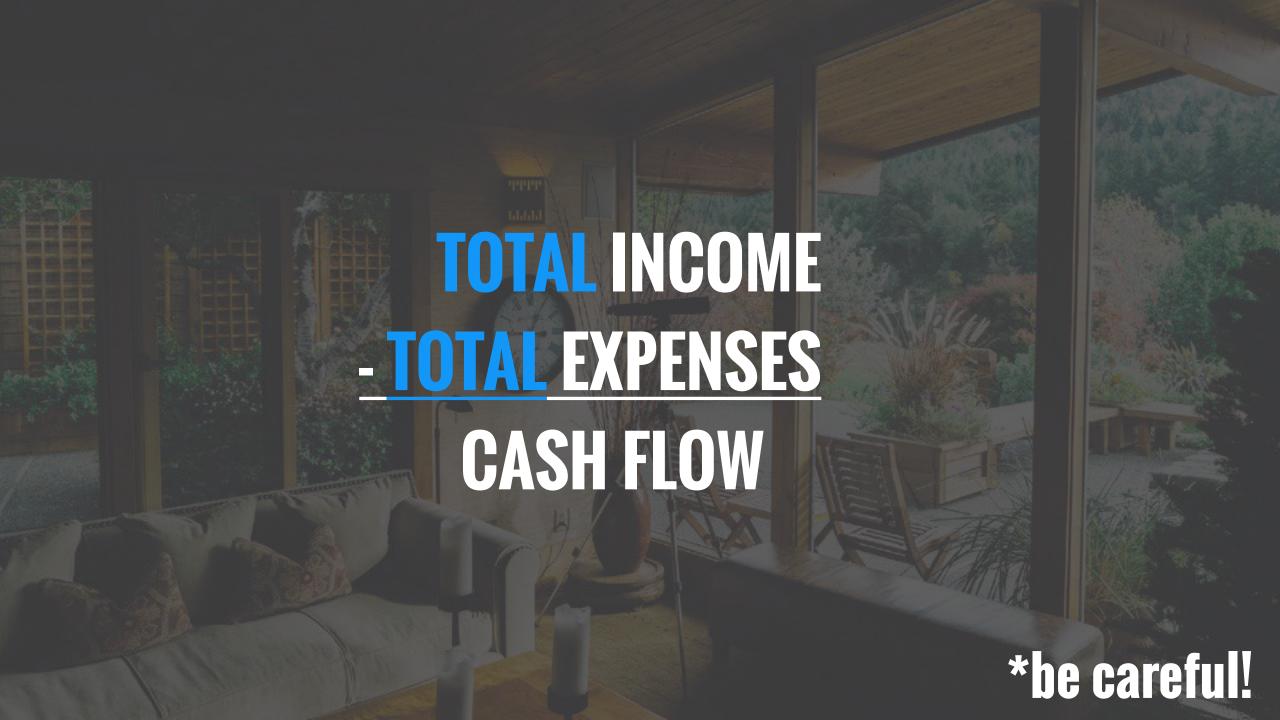


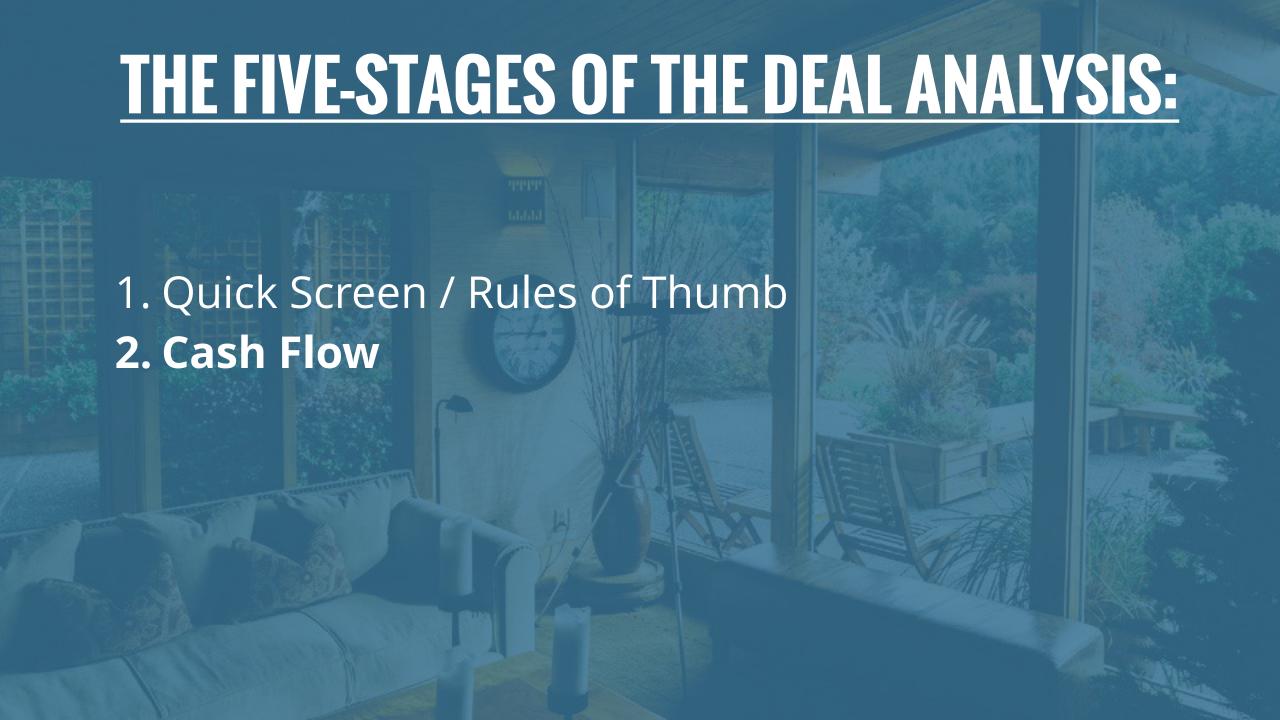


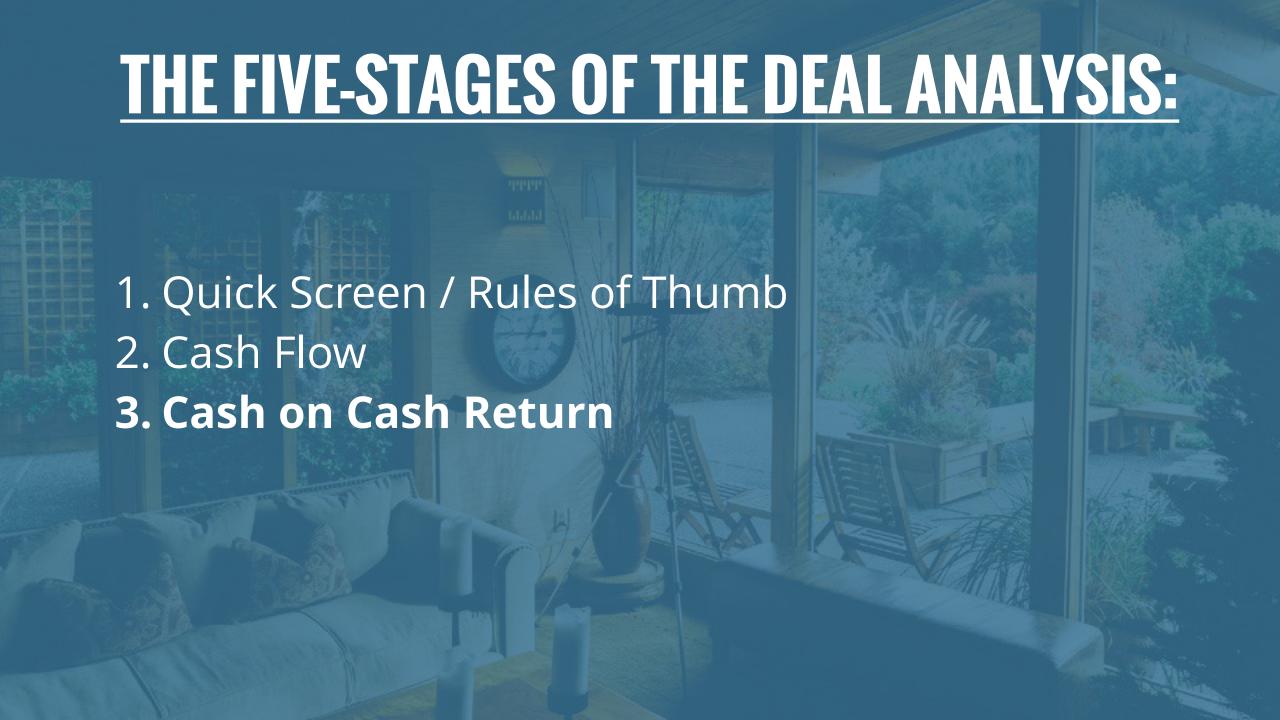


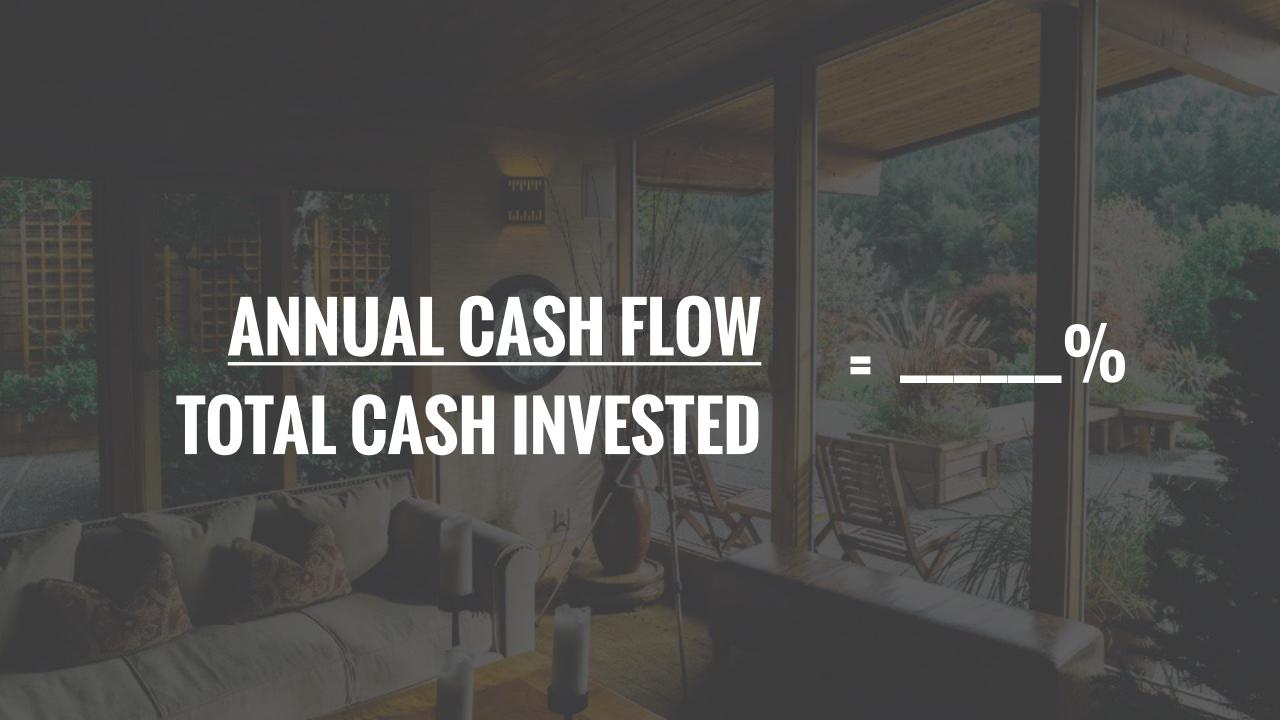


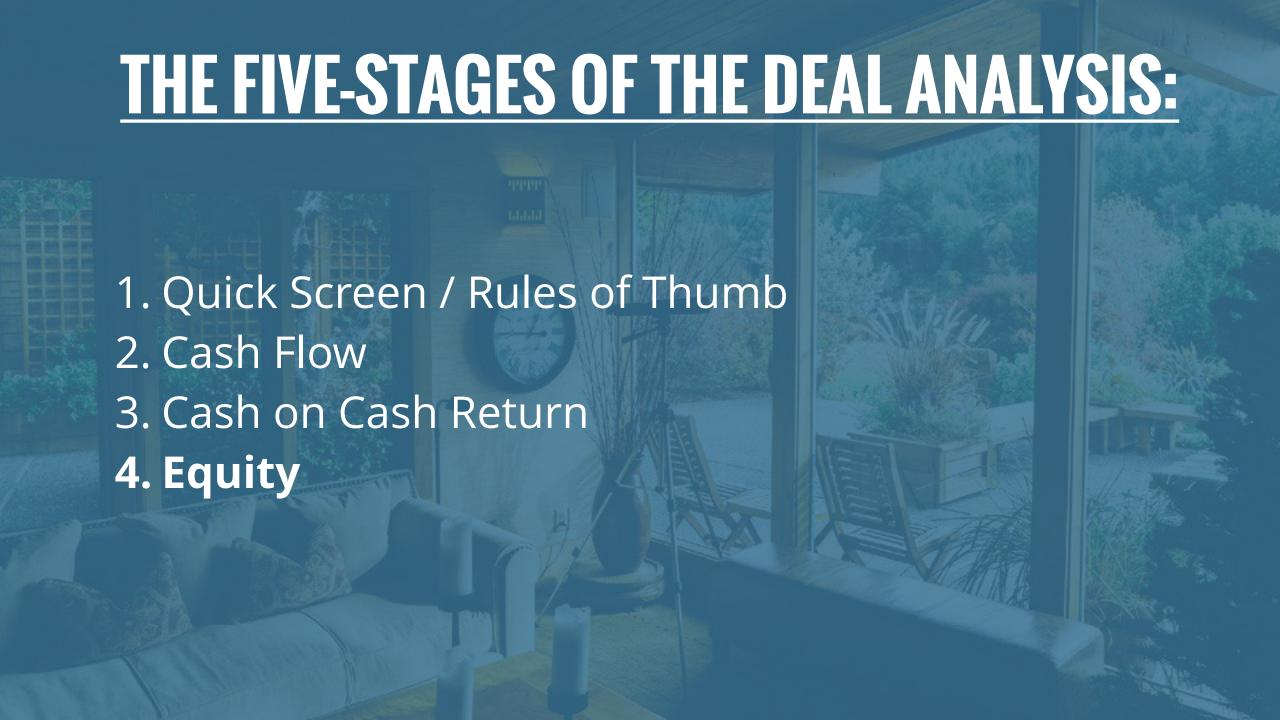














#### THE FIVE-STAGES OF THE DEAL ANALYSIS:

- 1. Quick Screen / Rules of Thumb
- 2. Cash Flow
- 3. Cash on Cash Return
- 4. Equity
- 5. The Total Return



## LET'S TRY THIS IN REAL LIFE

# BEFORE WE MOVE ONTO PART II (INCLUDING MY 7 SNEAKY TRICKS FOR GETTING YOUR OFFER ACCEPTED) LET'S TALK ABOUT ACTION.



## ARE YOU COMMITTED TO INTELLIGENTLY ANALYZING DEALS IN YOUR FUTURE?





# Make Smarter Decisions with the BiggerPockets Property Analysis Tools



Screen for GREAT Deals That Will Help You Achieve Your Goals

Avoid Bad Deals That Will Hurt You

www.BiggerPockets.com/analysis



# Connect With People Who Can Help You Succeed



Find Lenders, Partners, Investors, Agents, and More Through

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### Post Your Needs/ Haves in the Marketplace





# Show The World You Are Serious About Taking Action

Get the "PRO" badge next to your name/photo, add a custom Forum Signature, and upload a Profile Video!



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# Other PRO Benefits:

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- Save with BiggerPockets Perks
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Help support the site that is changing lives across the world through real estate investing.



### BiggerPockets PRO

IS for...



- Those who are 100% committed
- Those who need to maximize their time
- Those who need partners, lenders, or special advice
- Those who want to analyze a lot of deals
- Those who plan to invest THIS YEAR.
- Those who are committed to hard work.





Just wanted to say thank you for the webinar. It was very informative and gave me several good ideas. I signed up for pro and used the calculator you demonstrated to evaluate and make offers on 2 deals I found. I was accepted (currently listed on Marketplace) the other the seller was unyielding in price even after I showed them the numbers (oh well their loss). So again I just wanted to say hello and thanks.









\$100,000 \$50,000 \$20,000 \$10,000









\$100,000 \$50,000 \$20,000 \$10,000

\$290 per year



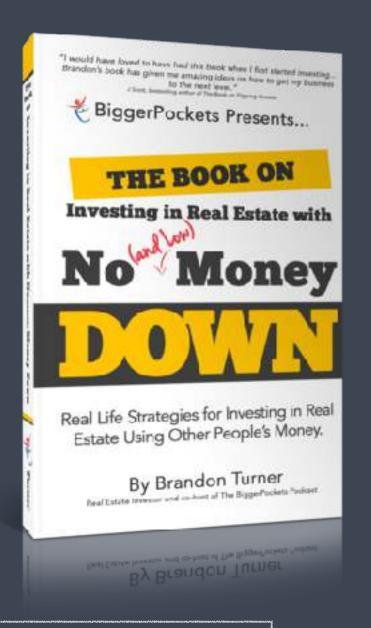
## Bonus #1 Pro Annual Bonus!



Get The 2012
BiggerPockets
Conference Audio (over 25 hours of real estate audio training) for FREE.

**\$300 Value** 





#### Bonus #2

Pro **Annual** Bonus!

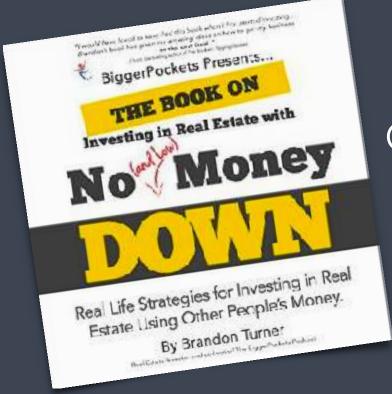
Get a digital copy of "The Book on Investing in Real Estate with No (and Low) Money Down" for FREE

\$19 Value



### Bonus #3

Pro Annual Bonus!

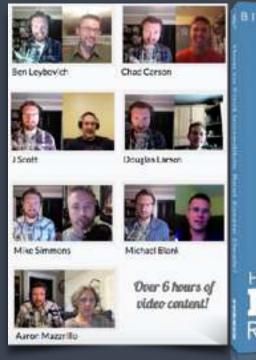


Get the digital audiobook of "The Book on Investing in Real Estate with No (and Low)
Money Down" FREE

\$19 Value



## Bonus #4 Pro Annual Bonus!





Get the digital bonus book "How to Find Incredible Real Estate Deals" Plus seven mp3/video interviews with creative investors!

\$19 Value



#### Bonus #5

Pro **Annual** Bonus!



BRAND NEW: Get a 2-hour video recording of "How to Invest in RE with No (and Low) Money Down" - FREE

**\$200 Value** 



### Bonus #6



Save \$58!

Get 20% OFF
Pro by using code "823" on the checkout page

(just \$.64 cents per day)



### Annual vs. Monthly?



### Annual vs. Monthly?

20% Off +

20% Off

2012 Conference Audio
No & Low Money PDF
No & Low Money Audio
7 One-on-One Interviews
How to Find Deals PDF
2-hour Video



# Did You Upgrade?

Let me know in the chat area!



# What if you are already a Pro?

Get the goodies at <a href="https://www.BiggerPockets.com/Webinar/Bonus">www.BiggerPockets.com/Webinar/Bonus</a>



### Pro vs. Plus



66

"Put simply - BiggerPockets made me a millionaire.

In addition to the calculators and the other benefitsbeing a Pro member has helped me build a solid reputation on BP that has led to clients, deals, and financing."



-David Greene
Rental Property Investor
Full-Time Police Officer







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Use Code: 823

20% Off BiggerPockets Pro Annual

2012 Conference Audio - 24+ hours

All Webinar Replays

Digital "No (low) Money" Book

Digital "No (low) Money" Audiobook

Mp3/Video **Interviews** with creative investors

How to Find Incredible Deals digital bonus book

2 hour video - "Investing with No Money"

\$58/year value

\$300 value

Not for sale!

\$19 value

\$19 value

\$19 value

\$19 value

\$200 value

\$634+ value in bonuses!







#### THE FIRST QUESTION TO ANSWER BEFORE MAKING AN OFFER:

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## HOW IS THE SELLER SELLING?



THROUGH A REAL ESTATE AGENT?

Get your own agent - it's free!



WITHOUT A
REAL ESTATE
AGENT?

Make a verbal or written offer! (USLegalForms.com, Staples, etc)

• Be the first

- Be the first
- Be the last

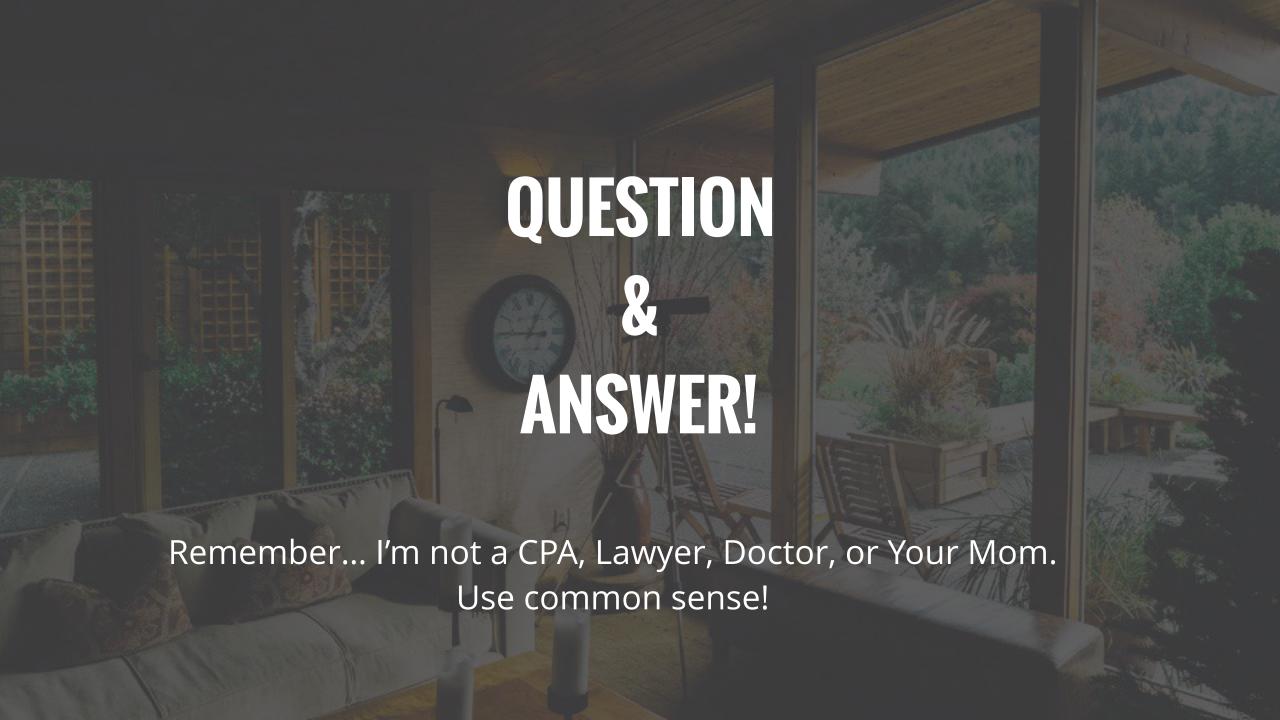
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- Be the last
- Keep it Clean

- Be the first
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- Their Price / Your Terms

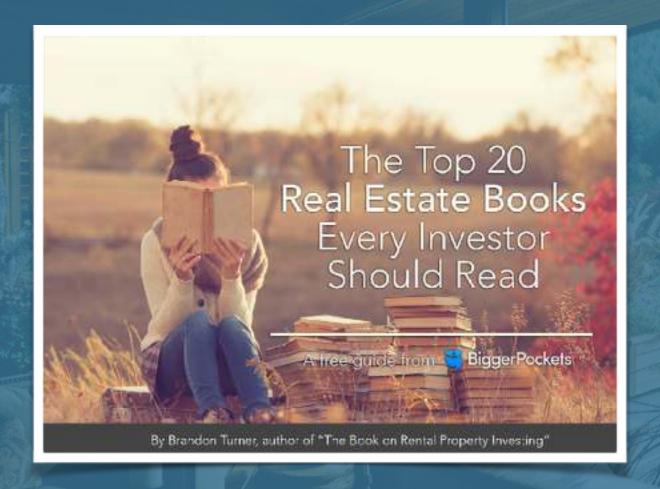
- Be the first
- Be the last
- Keep it Clean
- Their Price / Your Terms
- Family Photo

- Be the first
- Be the last
- Keep it Clean
- Their Price / Your Terms
- Family Photo
- Multiple Offers

- Be the first
- Be the last
- Keep it Clean
- Their Price / Your Terms
- Family Photo
- Multiple Offers
- Offer Again



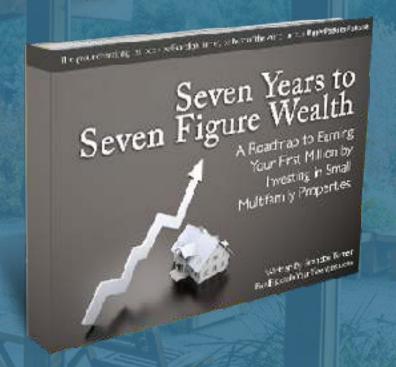
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#### **BONUS** #2 and #3





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