

How To Create Wealth *By* INVESTING IN REAL ESTATE



www.sueham.com/realestateinvesting



@suehambaby



@suehambaby

01

YOUR WHY

(accumulate generational wealth, travel, assist family, etc)

[illegible]

02

CRITERIA

Criteria for the Investment Property?

*(duplex, triplex, quad, location, bedrooms,
baths, single family housing etc)*



03

CREDIT & FINANCING

Which Type of Financing?

(FHA, VA, Conventional, Hard Money Lender,
Private Investor, 401K, Family)



Source of downpayment?

How is your credit?

What is your debt to income? (DTI)



04

WHAT ARE YOUR GOALS; YOUR GAME PLAN?

Will you live in one unit?

(HouseHack)



Will you Buy & Hold or Flip?

05

BENEFITS OF MULTI-FAMILY



- All units in one location. (one tax bill, insurance bill, less management)
- One closing.
- Potentially more income.
- One financial statement.
- Typically fairs better in recession.
- Vacancy doesn't hurt as bad.

06

DUE DILIGENCE

- Verify Rent Rolls (ask for last 12 months)
- Inspect Physical Property (structure, roof, floors, appliances, plumbing, paint, units)
- Question tenants (if you can)
- Find Out last updates to roof, HVAC, and plumbing
- Get Actual Insurance Quote
- Find Out Tax Rate for Tax Assessor
- Scout The Neighborhood (drive it)
- Ensure You Really Love The property
- It must have POSITIVE CASH FLOW

07

PROPERTY MANAGEMENT

Will you hire a management company?

☐ Yes ☐ No

IF YES

Are they experienced?

☐ Yes ☐ No

What is their fee?

Are they highly recommended?

☐ Yes ☐ No

IF NO

will you use online property management?

(Aval, Cozy, Hemlane, several others online)

☐ Yes ☐ No

Or will you hire someone internally to manage your properties?

☐ Yes ☐ No



08

FINDING DEALS

There are several ways to find deals, here are a few, but this is not an all inclusive list

- Realtor,
- Zillow
- Hubzu
- Auction.com
- Facebook Market
- Driving Neighborhoods
- HUD
- DOT
- Referrals



09

ANALYZING DEALS

Do the numbers work?

☐ Yes ☐ No

Did you account for maintenance, capex, vacancy, etc?

☐ Yes ☐ No

Location?

10

QUALIFYING TENANTS

Income Should Be 3x Rent



Evictions? Credit? Background?

Pet Fee?

☐ Yes ☐ No



11

WHY SECTION 8 TENANT

Screening Section 8 Tenants

Determining Section 8 Rental

How To Contact HUD



Real Estate Investing



References

BRRRR Facebook Group
Earn Your Leisure Podcast
BiggerPockets.com
Youtube.com/Sueham1974

www.SueHam.com/RealEstateInvesting