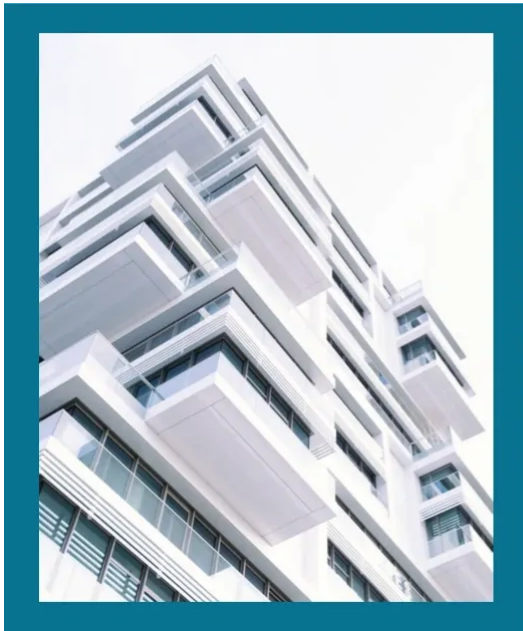




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Real Estate Investing Rule

I am noticing a lot of real estate investors are writing offers without running numbers on their potential investment. It is perplexing how anyone would ever drop thousands of dollars on an investment without first evaluating the numbers to see if your "hunch" is accurate.

Most properties, I can evaluate quickly and within a few minutes analyze the numbers - remember this is a numbers game - if the numbers don't work, walk.

Here are a few rules I have used:

Asking price - research the comparable active and solds so see if you are buying at fair market value to paying too much - just because a seller is asking for a certain amount or overpaid, doesn't mean you should. Evaluate current condition, similar location, square footage, bedrooms and bathrooms, etc. A good rule of thumb is that

you want to buy below current market value which provides you a cushion for those unknowns.

ARV - After Repair Value - research the comparable active and solds so see if you are buying at fair market value to paying too much for the condition of the subject property after your rehab. Remember to include days on the market in your evaluation to understand how long you will carry this property. Take the ARV multiplied by 70% and that is the remaining amount you have to work with for acquisition, scope of work and closing costs.

SOW - Scope of Work - Please include all the rehab costs, contractors fees, permits, licenses, insurance, demo, final construction clean, utilities, interest on your loan, staging, etc.

CC - Closing Costs and Commissions - Remember to include real estate commissions, closing costs to purchase and when you sell, if it is a entry level market allow for seller credit at close towards buyers closing costs, protect yourself with a home warranty and other transfer costs.

MAO - Maximum Allowable Offer - this is the maximum amount you should offer after all acquisition and rehab costs. This doesn't mean that is what you are going to offer, just the maximum amount you have to negotiate. For example, if a seller is asking \$27,000 would you offer \$35,000? Of course not.

Here is an easy scenario: [This checklist is available on www.agyrtis.com for you to download with more details]

ARV \$100,000 - x 70%= \$70,000

SOW - \$25,000

CC - \$10,000

MAO - \$35,000

Numbers don't lie, your numbers should support your "Hunch" and if the numbers don't work - walk. Remember, lenders don't lend on hunches they loan on the deal and the asset. If you follow this formula, you are on your way to a successful real estate investing career!



How will Private Money Loans Help you?

As a Realtor and or Real Estate Investor being able to recommend alternative financing will increase you and or your clients acquisition power enabling you to focus on your next opportunity by increasing your buyer base. Who is ready for their next deal?

www.agyrtis.com for more information



Market Update

Agyrtis Private Money is witnessing an increase in requests for alternative financing options for:

- Fix & flip
- Buy & hold
- Commercial
- Business

At Agyrtis, we feel this increased demand is showing real estate investor confidence in the market. Are you positioned to services this segment of the industry?

Invite people to share your newsletter with their colleagues or on social media.

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