

# HOW TO GET STARTED INVESTING IN REAL ESTATE



CAPITAL GROUP REALTY  
— OF SOUTH FLORIDA —

# Part 1: Real Estate Investing 101

# Is real estate investing a way to get rich quick?

*“Investing in real estate takes planning and patience, don’t expect to make millions on your first investment. Being successful in real estate requires hard work, knowledge, and a good team.”*



# Why Invest in Real Estate?

There are many reasons why people decide to invest in real estate, the most common reasons are listed below:

1. Cash Flow Income
2. Real Estate Appreciation
3. Tax Benefits

		Real Estate	Stocks	Cash Savings
1	High Cash Return	✓	—	✗
2	Equity Build up	✓	✓	✗
3	Leverage	✓	—	✗
4	Tax Benefits	✓	✗	✗
5	Inflation Hedge	✓	✓	✗



# What are the different types of real estate investments?

## Commercial, Residential, Land / New Construction

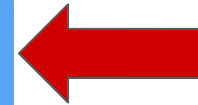
Commercial	Residential	Land / New Construction
<ul style="list-style-type: none"><li>• Office Building</li><li>• Retail</li><li>• Warehouses</li><li>• Industrial</li><li>• Hotels</li></ul>	<ul style="list-style-type: none"><li>• Single Family</li><li>• Duplex</li><li>• Multifamily</li><li>• Apartments</li><li>• Vacation Homes</li></ul>	<ul style="list-style-type: none"><li>• Vacant Land</li></ul>

# How do I finance a real estate investment?

- Using partners
- Via FHA 3.5% down payment loans
- Using USDA or VA no-down payment loans
- With home equity loans or lines of credit
- Using private/hard money



# How to finance your real estate investment



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# Get Educated...

There are many ways to get educated in real estate investing, a solid foundation of knowledge in all things real estate investing is key to a successful outcome.

## Books/Blogs

Books & Blogs are one of the most widespread methods for learning the fundamentals of real estate investing.

[Check out our blogs for more real estate investing tips and video's.](#)

## Seminars

Real estate investing seminars are also a great way of learning, especially for those who prefer in-person learning. Capital Group Realty provides free seminars! Don't miss out on our next seminar - [follow us on Facebook](#)

## Mentors/Partners

Having a mentor or a partner that is well educated and has knowledge in the real estate/real estate investing field is powerful! Come meet the team at CGR's Sua Talks Investing seminars - [Follow us on FB, don't miss out on our next Sua Talks Live Event](#)

# Part 2: The Process

# Build your team

A real estate investing team is a collection of people with whom you will be working with closely before, during, and after your investment purchase.

When putting together a team, look for people you trust and people who have knowledge and expertise in the real estate investing field.

## Who are key members of a real estate investing team?

- Real Estate Agent
- Lenders
- Contractors and Handymen
- Accountant
- Insurance Agent
- Property Manager



# Build your team

01

## Real Estate Agent/Property Manager

- Helps you find deals
- Makes bids on your behalf
- A good real estate agent will have an in-depth understanding of the real estate market
- Property managers will help you screen tenants & manage property related issues

02

## Lenders

- Small community bank
- Credit unions
- Large national banks
- Private lender
- Family & friends

03

## Contractors and Handymen

- Repairs
- Updates/upgrades
- Many times your real estate agent can refer a contractor or handyman to help in your repair/remodel process

04

## Accountant

- Helps prepare personal and business tax returns
- Advice and tax recommendations
- Tax saving strategies for real estate investments

# Finding the right investment property

View Results: 51,049

Location, address or MLS #  [Browse](#)

- Status of Active
- List Price
- Subdivision
- Type
- Total Bedrooms
- Baths - Full
- Baths - Half
- Baths - Total
- Garage Spaces
- SqFt - Living
- SqFt - Total
- Private Pool
- Waterfront
- Short Sale
- REO
- Year Built
- HOPA
- Development Name

+ Add a field to the search

51,049  
Listing matches found

[CLOSE](#) [VIEW LIST](#) [VIEW](#)

Search Properties Recent Listings (0) Recent Searches (3)

State: FL County: Palm Beach City: Zip Code: Street: Price From: - To: Bedrooms: Any Bathrooms: Any

Buyer Type: All Status: All Property Case #:

Advanced Search

\*Required field, except if Property Case # or Zip Code is entered

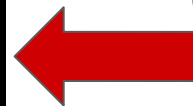
Search Results for HUD Homes in Palm Beach County, FL

4 listings found [List](#) [Gallery](#) [Save Search](#) [Email Search](#) [View Map](#) [Export to](#) [Display: 10](#)

Property Case	Address	Price	Status	Bed	Bath	Listing Period	Bid Open Date	Details
<a href="#">095-018589</a>	11231 102 Aspen Glen Dr Boynton Beach, FL, 33437 Palm Beach County	\$137,000 <span>NEW</span>	Exclusive	2	2.00		01/17/2020	<a href="#">View Street Map</a> <a href="#">Map it</a> <a href="#">Email Info</a> <a href="#">Save</a>
<a href="#">095-024335</a>	20963 Covington Dr Unit 169 Boca Raton, FL, 33433 Palm Beach County	\$126,000	Extended	2	2.00		01/09/2020	<a href="#">View Street Map</a> <a href="#">Map it</a> <a href="#">Email Info</a> <a href="#">Save</a>

Real estate agents have access to the MLS, the right agent will help you identify the investment that is right for you. Your agent should also be able to run an analysis, where he/she compares investment properties to each other in order to find the best deal!

Capital Group Realty has partnered up with a non-profit entity [Synergy Development Center] that gives them exclusive access to investment properties before the general public... See video on the next page for more details!



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# Our Process Sneak Peek

The target timing for the completion of an average unit to go through the process is 60-180 days

- Capital Group Realty identifies the target units using access to its database and research
- Capital Group Green Developments (CGGD) completes site visit with Synergy Center when applicable
- Finance team puts together funding for the project for equity and debt
- Closing of resale

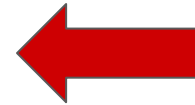
\*\*\* Disclaimer: full process consists of 13 steps. Subject to terms and conditions



# Part 3: Investor Success Story



# Sua Talks: Investor Q&A + Investor Success Story



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# Investment Example Breakdown



## Fix & Flip Analysis

1	Address Enclave unit # 33	
2	Time 2 months to complete and decided to sell in month 6	
3	Purchase Price financed 100%	\$27,000
4	Closing Costs & Carry Costs	\$3,440
5	<u>Renovations / Investment</u>	<u>\$10,000</u>
6	<b>Total Cost</b>	<b>\$40,440</b>
7	Sales Price	\$68,500
8	Net rent collected	\$1,700
9	<u>closing costs</u>	<u>\$2,400</u>
10	<b>Total Income</b>	<b>\$67,800</b>
11	<b>Net Profit</b>	<b>\$27,360</b>
12	Return On Investment (ROI)	273.60%
13	Yearly ROI	820.80%
14	Normal commission	\$1,541
15	Total income using our methods	\$27,360
16	Multiples of the commission	17.75

# Capital Group Investments Specialties

## Specialty 1

Distressed properties or HUD owned repossessed homes in cooperation with Synergy Center a Non-profit development firm to help people access home ownership

## Specialty 2

Large retirement communities on excellent locations on or near a desirable amenity preferred by 55+ community users

## Specialty 3

CRA or city owned properties for workforce housing



# Ready To Invest? We're here to help!

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