



Neal
Bawa



Anna
Myers

APARTMENT MAGIC BOOTCAMP

A warm welcome to everyone



Multifamily University



OUR GOALS FOR THE BOOT CAMP

— — — — —
The Agenda

- ✓ Introduction to Neal, Anna and to MultiFamilyU
- ✓ Syndication Fundamentals
- ✓ How to pick the cities that you want to invest in + Lab
- ✓ How to pick the neighborhoods that you want to invest in + Lab
- ✓ How to find brokers and properties – Follow along demo
- ✓ Group activity: networking with a difference
- ✓ Buying right - Underwriting Workshop with Labs
- ✓ Group activity - partner with people with complimentary skill sets



OUR GOALS FOR THE BOOT CAMP

The Agenda

- ✓ Finding, selecting and working with property managers
- ✓ Buying right – due diligence + rent and sales comps
- ✓ Raising Money Show and Tell Workshop
- ✓ Effective Asset Management using the LASAL system and metrics dashboards
- ✓ *Live calls with a broker (if time permits)*
- ✓ *MegaMarketing - Learn how to market properties (if time permits)*
- ✓ *Guided tour of the Resource kit (if time permits)*
- ✓ *QA + CrowdSpeak – You pick topics from a list (if time permits)*
- ✓ Evaluations



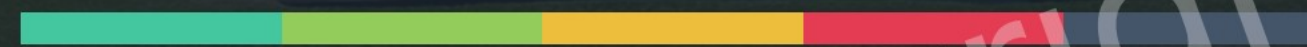
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MEET YOUR INSTRUCTORS

Who are these good-looking people?



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ABOUT NEAL, GROCAPITUS & MULTIFAMILY UNIVERSITY



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Bawa

- CEO / Founder at Grocapitus, a commercial real estate investment company.
- My team sources, negotiates and acquires Commercial properties across the U.S.
- My current portfolio is over 2000 units, projected to be at 3,000 in 12 months, with 500 investors invested in portfolio
- Portfolio includes Multifamily and student housing properties in 10 U.S. states.
- I also serve as CEO at Multifamily University, an apartment investing education company.
- I speak at events & meetups across the country. About 4,000 students attend my multifamily seminar series each year and hundreds attend my Magic of Multifamily boot camps.
- I enjoy chatting with podcasters. I have been featured in over 40 podcasts and radio shows.



ABOUT ANNA MYERS



ANNA
MYERS

- Like Neal, Tech background - programmer and then a Systems architect.
- Pivoted to Entrepreneurship in 2000 - digital photography studio.
- Started investing in real estate in 2006, buying out of state properties.
- Since then have held long term & short-term rentals
- Over the last five years, ramped up my real estate to full time
- Now, work with Neal full time Neal's lead underwriter and collaborator in all things multifamily at Grocapitus.



Our Portfolio & Track Record



Art City

Art City Center is a beautiful new construction mixed use project in Springville, UT. The iconic mid-rise secure access residential facility has 102 units. The project was completed in April 2018 and is halfway through lease-up.



Love Cove Resort

Marina and RV park acquired in Charlotte, NC in 2016, and turned into high-end glamping resort. Installed 16 of 36 cabins. Daily rate and occupancy climbing continuously. The model works and we are looking to buy more resorts.



The Point on Flamingo

192-unit C class property in Las Vegas purchased in May 2017. Borders UNLV campus on two sides, and is now transformed into purpose built student housing. It is run as full-service, furnished housing, rented by the bed to individual students. First 100 students now in.

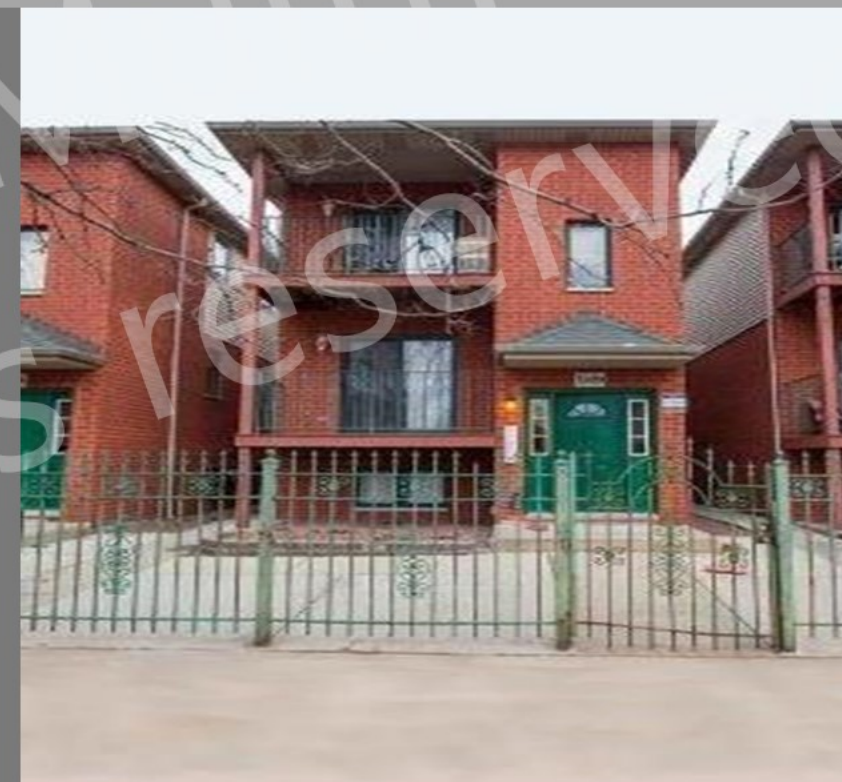
Woods of Ridgmar

235-unit stabilized property acquired in Ft. Worth, TX in Dec 2016. We have rehabbed 150+ units to a higher spec. And have successfully raised rents and improved tenant base. Now issuing regular distributions.



Brandon Properties

Collection of 2005-built brick Triplexes in a gated community in Hegewisch, IL. Purchased in 2013, value of portfolio is now up 30%+. Cash flowing at over 16% annualized cash on cash.



Rails on Main

322 unit new construction purpose-built student housing project next to the university in Buffalo, NY. First raise of \$6.2MM used to buy land, demo, land remediation & rezoning. Project well timed as Buffalo economy surged in 2017. Starting construction 2018, for 2020 completion.



South Lake Side

6 Building, 237 unit project in Chicago. Well behind schedule for turnaround. 1st property mgr hired not a good fit. We are back to 85% physical occupancy and 80% economic occupancy (up from 50%). Pushing hard to get to cash flow positive.



Windsor Park

60 unit property, purchased in 2018 as a 1031 exchange in an up and coming area close to SLC airport, which is undergoing a \$3.6 Billion expansion. The plan is to rehab 50 of the 60 units during 2018 and 2019 to boost cash flow.



Windward Forest

216 unit Class Property in East Atlanta. 94% occupied property, will undergo light rehab on all units.

Property purchased Sept 13, 2018



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BASICS AND EXPECTATIONS

Let's start the Boot camp by going over all the Basics



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HOUSE KEEPING



The Boot camp runs from 8 AM PST until 6 PM PST.

We might run a little bit later than that, but 6.30 PM is hard stop (5 PM on Sunday).

Lunch is from Noon onwards for about an hour. We will take one break for about 10 minutes in the morning and in the afternoon. We will take some short stretch breaks as well.

The eBootcamp runs from 5 PM to 7 PM PST.



All sessions are HD video recorded.

The recording will be available the Monday after next (7 days after boot camp). We will send you the link.

HOUSE KEEPING



We get asked for our email addresses a lot, so here they are: neal@grocapitus.com and anna@Grocapitus.com



Unlike most boot camps, we will not be spending a lot of time running motivational videos or testimonials.

There really isn't a follow up product or service that we are going to pitch at the end of the day, so the boot camp will be spent learning and doing.

HOUSE KEEPING



Our emails are going to spam for many of you. Don't keep digging them out of spam. You will miss a lot of updates later on, during and after the boot camp. Whitelist the domain multifamilyu.com in your email.

Don't know how to Whitelist a domain?

[Go to Link 1 in Bootcamp Portal sheet](#) for a super easy tutorial.

HOW TO ASK QUESTIONS



Participation is critical

You will learn twice as much if
you ask questions and
participate



HOW TO ACCESS POWERPOINT DECKS

As an eco-friendly boot camp, we do not ship you printed binders. All PowerPoint decks will be available to all of you as copy protected PDF files.

To access the Boot camp portal Links (it's a launchpad), go to <https://multifamilyu.com/bootcamp-portal-links/> and use pw bcmagic (all lowercase)

The PowerPoint Decks are stored on your account at the website. [Go to Link 2 in the Bootcamp Portal sheet](#) and login with your Username and Password. Go ahead and load it up on your laptops if you would like to do that. Note that the access will expire in 365 days.

To access the PowerPoint files, click the thumbnail of the slide deck.

WHO IS THIS BOOT CAMP FOR?



- ✓ **Want to buy Multifamily properties for yourself and want to learn how.** If you have the money, today you will get the knowledge to buy high quality properties
- ✓ **Want to lead Multifamily projects, together with other investors.** You will learn how to buy, and basic mistakes to avoid
- ✓ **Want to invest passively in Multifamily properties but want to first understand the asset class** Learning the best practices will help you tremendously as an investor

WHO IS THIS BOOT CAMP FOR?



If you are here today, then some of the following are true of you:

- ✓ You want to play bigger
- ✓ You want immediate cash, or passive income, or both
- ✓ You are an employee and you want to fire your job
- ✓ You own a small business and you are looking for a retirement plan

WHO IS THIS BOOT CAMP FOR?



- ✓ You have an existing real estate business and you want to scale up
 - ✓ You are worried about funding your kids' college education
 - ✓ You have skepticism (and probably fear) about getting started in apartments
 - ✓ You are concerned that you are not qualified due to financial constraints, credit constraints, or lack of experience
 - ✓ You believe that there is a better way
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WHAT PROPERTY SIZES SHOULD YOU LOOK FOR



For your first apartment deal,
we suggest you look at 20-50
unit properties.

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WHAT PROPERTY SIZES SHOULD YOU LOOK FOR



While larger properties have economy of scale, starting with 20-50 units for your first deal has the following benefits:

- ✓ **Less competition from pros.** The larger units have more competition from companies with a better track record than you do, so they are more likely to win.
- ✓ **Lots of deals** – there are more deals in the sub-30 unit market than in the larger market
- ✓ **Easier for you to raise money** – just 1-4 investors are sufficient
- ✓ **They close faster** (they close in 30-45 days, whereas the large ones close in 90-120 days)

WHAT PROPERTY SIZES SHOULD YOU LOOK FOR



- ✓ **Due diligence is easier** on a 10 unit, compared to 150 unit project. You can walk through more of them in a single visit to a metro
- ✓ **Underwriting** is much simpler and somewhat resembles single family underwriting
- ✓ **Pocket listings** (better deals not listed on loopnet/MLS) have almost vanished in the 30+ size range
- ✓ **Most importantly – it's a simpler mindset.** Mentally, everyone in the room today is likely to think that buying 20 units is easier than buying 200 units.

None of this changes the Philosophy that when it comes to apartments, BIGGER IS BETTER. Once you are comfortable buying and closing, keep moving up in size.

LET'S START BY SETTING EXPECTATIONS



We are NOT 'Gurus' and don't pretend to be

- ✓ Gurus charge tens of thousands of dollars per student and are full time education professionals.
- ✓ We are active real estate investment pros and are here sharing our learning with you, to grow our network.
- ✓ Our goal is to give you 10X value for your investment.
- ✓ But not a 50X return. So, this boot camp isn't the equivalent of the Dave Lindahl or Brad Sumrok mastery program, and is not meant to be.

IMPORTANT LEGAL DISCLAIMER. PLEASE READ



We are not investment advisors, and this boot camp is provided for educational purposes only

All investments involve different degrees of risk. You should be aware of your risk tolerance level and financial situations at all times.

Read all investment docs carefully before making any investment decisions. All information should be researched prior to investing any money.

You are free to accept or reject all investment recommendations made by us. All services that we offer are subject to market risk and may result in loss to your investment.

As you know, a recommendation is not a guarantee for the successful performance of an investment, and we cannot guarantee against losses arising from market conditions.

Do not invest your money on our recommendation alone. Consult a professional advisor.

Bookmark this Google link
for labs for today and
tomorrow (case sensitive)



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*Go to Link 3 in Bootcamp Portal
sheet*

OK, LET'S DIVE IN

A horizontal bar with segments of green, yellow, red, and blue.

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