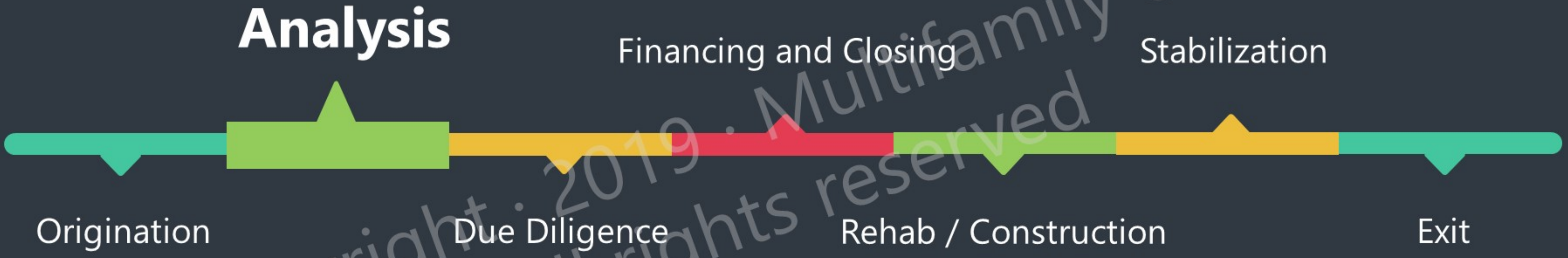
Neal Bawa

Anna Myers

BUYING RIGHT- DEAL ANALYSIS

Multifamily University

ACQUISITIONS TIMELINE



Underwriting as an iterative process of analyzing a multifamily property.
At each step you learn more, and assumptions can change...

WHERE WILL OUR ADVENTURES IN UNDERWRITING TAKE US TODAY?

1. Key Underwriting Terms – NOI, Cap Rate, DCR, CoC
2. The OM, Rent Roll & T12
3. Demo of the Deal Analyzer v1
4. Underwriting Logistics & What you will Need
5. Calculating Returns : CoC to IRR
6. Commercial Lending for Multifamily
7. Risks & Opportunities
8. Rent Comps
9. Your Turn - Underwriting
10. Syndication Structures, Partner Demo and New Deal Analyzer Preview

NET OPERATING INCOME (NOI)

A multi-family investment is a business

- Operating Income
  - Rental Income
  - Laundry, parking and other sources of income
- Operating Expenses
  - Property tax, insurance
  - Repair and maintenance
  - Management, marketing, administration
- Debt Service

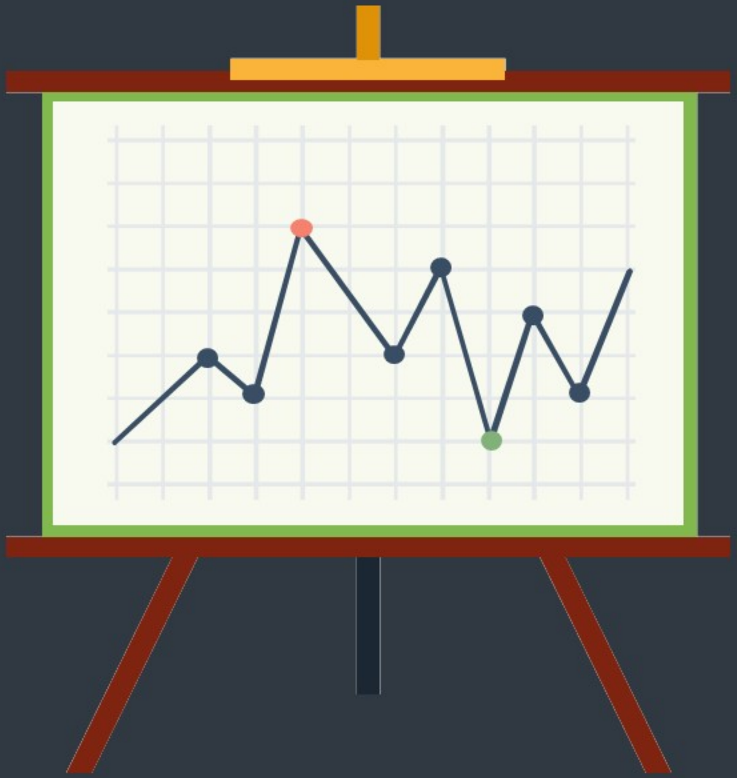
NOI = Annual Operating Income – Annual Operating Expenses

*NOI DOES NOT INCLUDE DEBT SERVICE

CAPITALIZATION RATE (CAPRATE)

This is a measure of the relative return the Net Operating Income (NOI) yields on the purchase price on an annual basis

$$\text{CapRate} = \frac{\text{Net Operating Income (NOI)}}{\text{Purchase Price}}$$



CAPITILIZATION RATE (VIDEO)

Here is a video that summarizes cap rate nicely

Go to Link 20 in Bootcamp Portal sheet

EXAMPLE

What is the Cap Rate of the following property?

*Purchase Price = $10M
*Annual Income = $1.3M
*Annual Expense = $500,000
*Debt Service = $480,000

NOI = $1,3000,000 - $500,000 = $800,000

- $CapRate\ @10M = \frac{800{,}000}{10{,}000{,}000}$ = 0.08 = 8%

How will it change if the price is reduced to $8M?

- $CapRate\ @8M = \frac{800{,}000}{8{,}000{,}000}$ = 0.10 = 10%

Higher CapRate → Cheaper Property

LAB –Cap Rate

MAIN FACTORS AFFECTING CAP RATE

1 **RISK** - *Higher Risk → Higher Cap Rate

2 **LENDING ENVIRONMENT** - *Easier to get money → Lower Cap Rate

3 **LIQUIDITY IN THE FINANCIAL MARKETS** - *Rising Market → Lower Cap Rate

4 **TAX CODES** - *Favorable code create tax shelters → Higher Demand → Lower Cap Rate

5 **APPRECIATION** - *When real estate prices are expected to rise, investors are willing to pay based on a lower Cap Rate

DEBT COVERAGE RATIO (DCR)

The ratio between cash flow and mortgage payment

$$DCR = \frac{NOI}{Debt\ Service}$$

Also known sometimes as "Debt Service Coverage Ratio" (DSCR)

EXAMPLE

What is the DCR of the following property?

*Purchase Price = $10M
*Annual Income = $1.3M
*Annual Expense = $500,000
*Debt Service = $480,000

NOI = $1,3000,000 - $500,000 = $800,000

$$DCR = \frac{NOI}{Debt\ Service} = \frac{800,000}{480,000} = 1.67$$

CASH-ON-CASH (COC)

All in cash =

Down Payment +
Closing Costs +
Acquisition Fee

$$CoC = \frac{NOI - Debt\ Service}{All\ In\ cash}$$

EXAMPLE

What is the CoC Return of the following investment?

*Purchase Price	=	$10M
*Annual Income	=	$1.3M
*Annual Expense	=	$500,000
*Debt Service	=	$480,000
*Down payment (25%)	=	$2.5M
*Closing costs (1%)	=	$100,000
*Acquisition Fee (5%)	=	$500,000

NOI = $1,3000,000 - $500,000 = $800,000

All in cash =

Down Payment + Closing Costs + Acquisition Fee =
$2,500,000 + $100,000 + $500,000 = $3.1M

$$Coc = \frac{NOI - Debt\ Service}{All\ in\ cash} = \frac{800,000 - 480,000}{3,100,000} = \frac{320,000}{3.100,000} = 10.3\%$$

THE HOLY TRINITY

- The first “make or break” filters for a deal
- Represents the interest of the various stakeholders of the deal

Deal Sponsor / General Partners

Bank / Debt Partners

Investors / Equity Partners

BEFORE YOU START ANALYZING PROPERTIES…

Formulate Your Investment Strategy

- What is your acquisition strategy?
    - Value Add, Distressed or Turn Key
    - Retail, Multifamily, Student Housing, Mobile Home Parks…

Our focus is on VALUE ADD multifamily investing : we buy B and C Class apartment communities, implement a business plan to improve operations by increasing income & decreasing expenses. We then sell the property after it is stabilized at the optimum time in the market and go do it again.

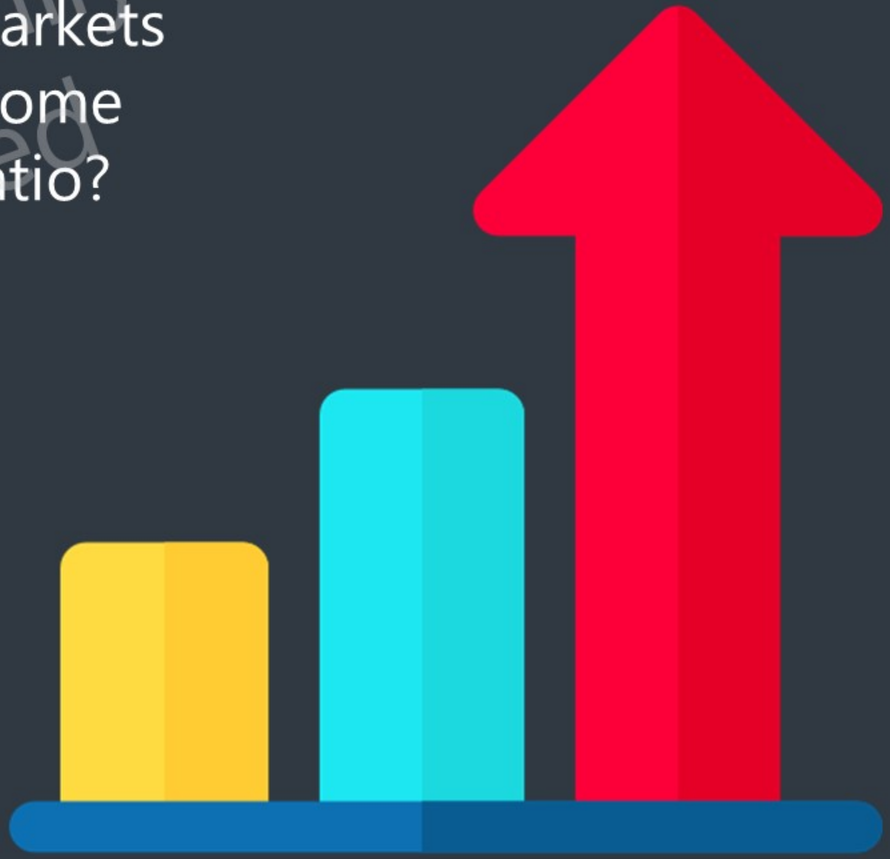
BEFORE YOU START ANALYZING PROPERTIES…

What are your market demographics?

- Location : primary, secondary, tertiary markets
- Jobs, Population, Median Household Income
- Landlord Friendly State? Price to Rent Ratio?
- Distance from Home

What are your property characteristics?

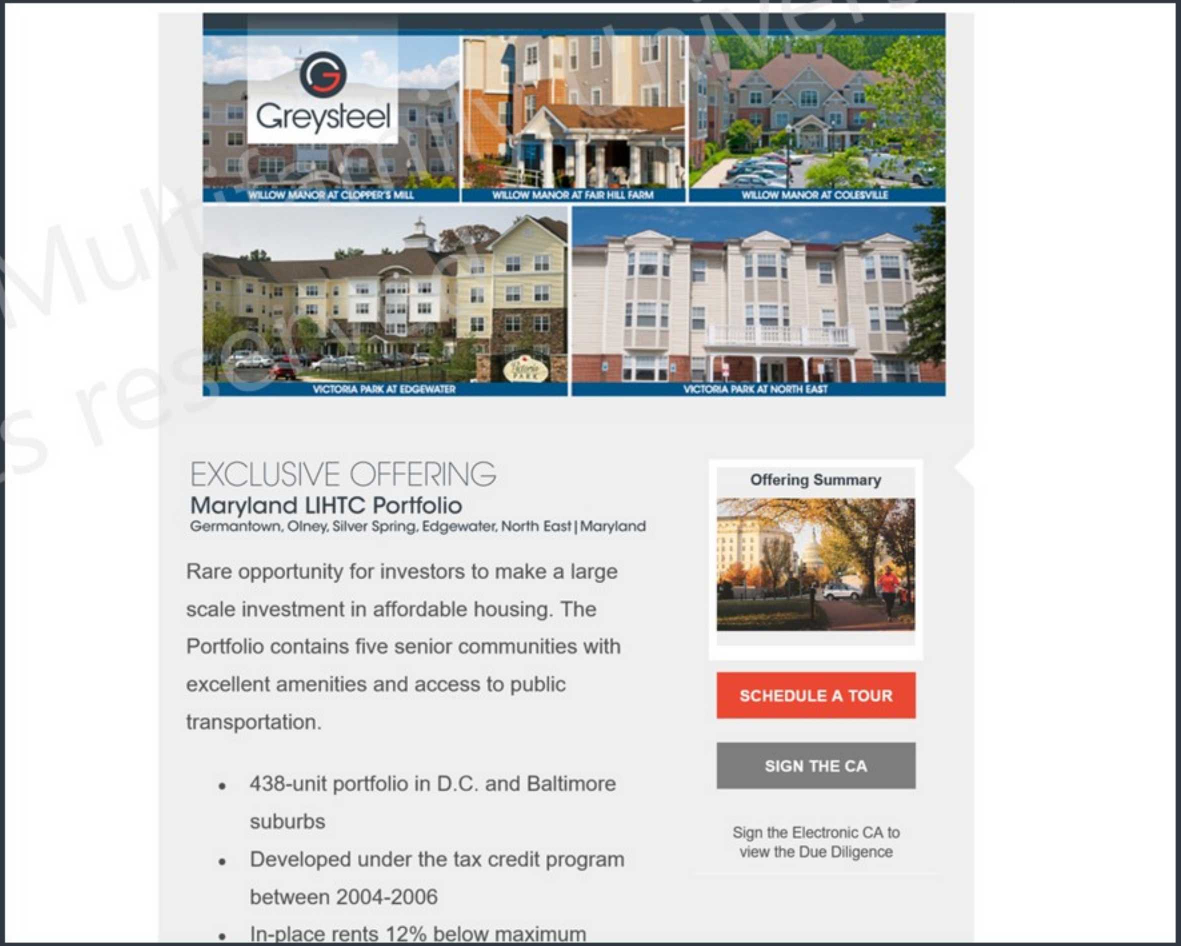
- Class A, B or C
- Year Built
- Roof & Construction Type
- General Size (# units)



GETTING A LISTING

Looks like this.

Sign the Confidentiality Agreement to get access to the property's docs.



WHATS IN THE PACKAGE (THINGS YOU'LL NEED)

- ❑ Operating Memorandum (aka. OM)
  - Tells you quite a bit about the property
  - This is a ***marketing brochure***!!
- ❑ Rent Roll
- ❑ T12 (aka. Trailing 12 months' Income & Expenses)
  - There's also T3, T6

OFFERING MEMORANDUM or “OM”

- Property Address

  Use to Research Crime, Flood Zones…

- Asking Price (not always listed)
- Utilities - who pays what?
- Year Built, Year Renovated

  Is it older than 1970? Additional Risk

  Was it recently renovated - how many units not renovated?

- Type of Construction & Roofs
- Number of units

  Confirm with rent roll - Types and sizes of units

- Key Words to Look out for

OM samples

LOOK FOR THE THINGS THAT MATTER TO YOU

Location:

- What are you near
- What's happening around the area (new employers, new metro rails, etc)
- What are the demographics in the immediate vicinity
- What is the current tenant profile of this property

Sources:

- Google Maps & Street View, Google Earth
- Crime Mapping – check several sources
- Better Business Bureau
- Zillow, RedFin, Trulia
- Local Tax Assessor's Office
- Broker – Brokerage reports
- Property Management Companies
- News – use alerts, local papers, follow major employers' news
- CoStar, AxioMetrics
- Local REIA clubs

RENT ROLL

Sometimes, they're in PDF form. You'll want to convert into Excel.

- Actual average rents / unit type
- Loss to Lease
- How long have tenants been at property
- What are the "proven" rents that are on record?
- And more

[Go to Link 21 in Bootcamp Portal sheet]()

TRAILING EXPENSE-T12

What IS that?

- Profit & Loss info about the Revenue & Expenses
  - There's also T3, T6

Pay attention:

- Trends – are there unexpected expenses out of norm?
- Missing expenses
- Anything in particular looking high / out of place

➢ T12 tells a lot in a story of the property

Go to Link 22 in Bootcamp Portal sheet

PUTTING IT TOGETHER: INCOME

INCOME	
Gross Potential Rents (GPR)	Assuming 100% of all units rented out at current market prices
Economic Vacancy	Rent $ lost compared to ideal financial performance. GPR – Net rental Income
Loss to Lease	Amount "lost" due to rent increases and earlier signed leases at lower rents
Physical Vacancy	Actual unoccupied units
Bad Debt	Tenants not paying rent
Concessions	Model Units, Discounted Employee units, Move-in Specials…
Utility Reimbursement or RUBS	Recapture of utility expenses charged back to tenants
Other Income	Pet fees, admin fees, parking, vending, laundry, etc.
Effective Gross Income (EGI)	Effective Gross Income is the Gross Potential Rents (GPR) plus other income minus physical & economic vacancy of a rental property

INCOME		**Seller T12**
Gross Potential Rents		$1,765,800
- Economic Vacancy	22.5%	$396,800
Loss to Lease	15%	$267,800
Vacancy	3%	$57,000
Bad Debt	3%	$60,000
Concessions	1%	$12,000
Net Rental Income	78%	$1,369,000
Utility Reimbursement	4%	$72,000
Other Income	5%	$82,000
Effective Gross Income (EGI)		$1,523,000

PUTTING IT TOGETHER : EXPENSES

OPERATING EXPENSES			
Item	**Total/Year**	**Per Unit/Year**	**% of EGR**
Property Management	$38,485	$428	3.00%
Payroll	$108,000	$1,200	
General & Administrative	$18,000	$200	
Advertising & Marketing	$13,500	$150	
Unit Turnover	$18,000	$200	
Repairs & Maintenance	$45,000	$500	
Contract Services	$15,750	$175	
Utilities	$69,750	$775	
Utility Reimbursements (RUBS)	$31,500	$350	
Property Taxes	$126,000	$1,400	
Insurance	$31,500	$350	
Capital Expense Reserves	$31,500	$350	
Total	**$546,985**	**$6,078**	

Expenses	
Property Management	Property Management Fees - % of EGR
Payroll	On-site staff who support your property
General /Admin	Administrative costs, office supplies, etc.
Advertising/Marketing	Website, flyers, renter referrals, etc.
Make-Ready	Costs related to turning over the units
Repairs & Maintenance	Normal wear and tear on units
Contract Services	Landscaping, carpet cleaning, pool, etc.
Utilities	Electric, Gas, Sewer, Trash, etc.
Property Taxes	
Insurance	
Reserves	Money put aside regularly to cover expenses

RULES OF THUMB

FOR OUR BUSINESS PLAN - Where do we get these numbers from?

Expenses	Rules of Thumb
Taxes	80% of Purchase Price x Mill Rate = Taxes
Insurance	$250 / Door
Repairs and Maintenance	$300-600 / Door (must confirm with PM)
General / Admin	$100-25- / Door
Management	% of Total Collected Income. Typically 4% for larger properties.
Marketing	$100-250 / Door
Utility	Use Last Year's & Annualize this year's. Take highest value.
Contract Services	$200-400 / Door
Payroll	$700 -$1,000 / Door**
Capital Expenditures	$250-300 / Door

These numbers are general rules of thumb – each market may vary ***significantly*** from these ROT.

Rental Income	Year 1	Year 2	Year 3	Year 4	Year 5
GPR	$2,009,748	$2,263,624	$2,364,536	$2,436,455	$2,510,562
LTL	($60,292)	($67,909)	($70,936)	($73,094)	($75,317)
Total GR	$1,949,455	$2,195,715	$2,293,600	$2,363,362	$2,435,246
Concessions	($32,234)	($36,306)	($37,925)	($39,078)	($40,267)
Vacancy	($160,780)	($158,454)	($165,517)	($170,552)	($175,739)
Employee Units	$0	$0	$0	$0	$0
Model	$0	$0	$0	$0	$0
Bad Debt	($48,962)	($55,147)	($57,605)	($59,357)	($61,163)
Other Income	$172,189	$177,426	$182,823	$188,384	$194,114
EGI	$1,879,669	$2,123,235	$2,215,375	$2,282,758	$2,352,190
Expenses					
Payroll	($239,790)	($244,630)	($249,568)	($254,605)	($259,744)
Maintenance	($65,397)	($66,717)	($68,064)	($69,438)	($70,839)
Contract Services	($82,837)	($84,509)	($86,214)	($87,955)	($89,730)
Turn/ Make Ready	($43,598)	($44,478)	($45,376)	($46,292)	($47,226)
Advertising	($32,699)	($33,359)	($34,032)	($34,719)	($35,420)
Admin	($32,699)	($33,359)	($34,032)	($34,719)	($35,420)
Utilities	($190,742)	($194,592)	($198,520)	($202,527)	($206,615)
Mgmt. Fees	($65,788)	($74,313)	($77,538)	($79,897)	($82,327)
Taxes	($280,825)	($286,494)	($292,276)	($298,176)	($304,194)
Reserves	($54,000)	($54,000)	($54,000)	($54,000)	($54,000)
Insurance	($49,048)	($50,038)	($51,048)	($52,078)	($53,130)
Total Expenses	($1,137,424)	($1,166,489)	($1,190,668)	($1,214,405)	($1,238,644)
NOI	$960,029	$956,746	$1,046,485	$1,090,132	$1,200,660
Debt Service	($581,090)	($581,090)	($443,522)	($443,522)	$731,729)
Asset Mgmt. Fee	($40,195)	($45,272)	($47,291)	($48,729)	($50,211)
Cash Flow	$338,743	$330,383	$555,673	$597,881	$418,719

PRO FORMA – YOUR BUSINESS PLAN

T-12 data is called the "actuals"

The Pro Forma is your business plan of what your income and expenses are Projected to be over the next 5 to 10 years, based on your Research and Rules of Thumbs

Key to your Proforma are your INCOME assumptions…

DEMO Analyzer

Go to Link 23 in Bootcamp Portal sheet

UNDERWRITING LOGISTICS

- How long does it take to underwrite a deal?
- How do you decide which deals to underwrite?
  - ✓ Filter with Demographics & Investment Strategy
- How do you know which deals are “good” to make offers on?

What is your investment criteria?

What do you want to return to your investors?

- ✓ 8 - 10% Cash on Cash
- ✓ 15 to 17% IRR for 5 yr deal (will be lower for longer deals)
- ✓ 18.5% Simple Annualized Return

THINGS YOU NEED TO UNDERWRITE A PROPERTY

BESIDES the OM, T12 and Rent Roll – what do you need to underwrite a property?

PROPERTY SPECIFIC

- Market Rent
- Renovation plan for units
- Renovation plan for exterior
- Additional Amenities?
- Cost for Renovations & Amenities
- Premium Rent Post Renovation
- Condition of Property (roofs, mechanicals)

- Add other sources of Income?
- Property Tax?
- Market Benchmarks for key operating expenses
- Hidden Upside?
- Exit Cap Rate

THINGS YOU NEED TO UNDERWRITE A PROPERTY

For the MARKET and NEIGHBORHOOD

- Market Vacancy
- Forecasted Rent Growth
- New construction / incoming units
- Path of progress
- Crime
- Schools

- Local Employers
- Key Demographics
  - ❖ Median household income
  - ❖ Job Growth Trends
  - ❖ Population Trends
  - ❖ Unemployment Rate

HOW DO YOU COME UP WITH YOUR OFFER PRICE?

You have a deal that is looking good - How do you know what to offer?

1 **Go back to your Investment Goals**

- Adjust the offer price until returns meet your objectives.

2 **Create different price scenarios and note returns for each**

- Initial offer should be a lower price – not the only one that works for you.

CALCULATING RETURNS – EVALUATING THE DEAL

Key Investment Metrics

- Cash on Cash or CoC
- Simple Annualized Return

Lab Cash on Cash

Go to Link 23 in Bootcamp Portal sheet

CALCULATING RETURNS – EVALUATING THE DEAL

Key Investment Metrics

- Internal Rate of Return or IRR
- Equity Multiple or EM

DEMO: IRR & EM

Go to Link 23 in Bootcamp Portal sheet

COMMERCIAL FINANCING - SOME BASIC TERMS

01 Debt Service - Includes Principal & Interest

02 Amortization

03 Interest Only Period

04 Appraisal

05 Loan-to-Cost (LTC) vs Loan-to-Value (LTV)

06 DSCR and Debt Yield

Lab (LTC, LTV, DSCR & Debt Yield)

Go to Link 23 in Bootcamp Portal sheet

FANNIE MAE & FREDDIE MAC : AGENCY DEBT

Recent quote on a Fannie Mae loan:

- $32,078,000
- 10-year term / 9.5 years YM
- 5.05% all in rate
- 5-years IO, followed by 30-year AM
- Actual/360
- Min. DSCR 1.25

- Recourse vs Non-Recourse
- Prepayment Penalty Step Down vs Yield Maintenance
- Loan Assumption

Swope Plaza Estates		
	Fannie Mae	**Freddie SBL**
Loan Amount	$1,986,000	$1,983,000
Amortization	30	30
Term	10 years	10 years
LTV	74%	73%
Interest Only	1 Year	3 years
Current Interest Rate	5.66%	5.35%
Recourse	Non-recourse	Non - Recourse
Prepayment	5%-5-4-4-3-3-2-2-1-1	5%-5-4-4-3-3-2-2-1-1
W&D Brokerage Fee	1.0%	1.0%

BRIDGE LOANS

Recent quote on a bridge loan:

Loan Amount: $4,840,000, includes $2,200,000 for renovations
Maximum LTV/LTC: 80% of purchase price plus 100% of renovations
Minimum Debt Yield: 5.86% at closing, 8.00% at stabilization
Interest Rate: 30-day LIBOR + 395 bps
Term: 3 years plus two 1-year extension options
Amortization: Interest only during term, 30-years during extensions
Annual Capital Reserves: $250 per unit
Capital Renovations: $2,200,000, $ to be fully disbursed within 1 year of closing

- 100% renovations included
- Requires refinance
- **Floating** interest rate
  - based on 1 month LIBOR rates
    How do you find that?
  - BPS
    One basis point = .01%
  - What would be the interest rate today for this loan?
- What is the usual Bank spread?
- How often do LIBOR rates rise?

FIXED AGENCY LOANS VS. BRIDGE

PROS OF 10 YR FIXED

- Long term fixed rate, no interest rate risk
- Potential for longer I/O duration
- Investors liking longer investment horizons as the cycle matures
- Lower initial loan costs (2.5% vs 3.5%)
- No bridge Refi costs and points
- Future buyer can assume loan at attractive fixed rate
- Lower interest rate in most cases

CONS OF 10 YR FIXED

- Rehab costs cannot be rolled in for most loans (LTC not available)
- Lower overall Loan-to-Value
- Agency debt typically takes longer to close (15-30 days)
- Lower overall returns
- Cannot return partial equity through Refi

VALUE ADD - FORCING APPRECIATION

Updating Exteriors & Renovating Units can add tremendous value

1 Figure out your "Value Add" business plan

- ➢ What level of renovations for interior?
- ➢ What level of renovations for exterior?
- ➢ Other Opportunities?

2 Determine your Cap Ex Budget and Timeline

- ➢ Exterior:
  - ✓ Roofs, Repaving, New Signage, Green Program...
- ➢ Interior:
  - ✓ As tenants move out, renovate unit and raise rent to market

VALUE ADD - EXIT STRATEGY

When is it best to sell the property?

- Business Plan / Investment Goal Achieved
- Market Conditions, Loan Conditions
- Consider leaving some renovations for next owner

$$Current\ Value = \frac{NOI}{Cap\ Rate}$$

Exit Cap Rate

- Take the Cap Rate, add an "accelerator" expressed in bps per year

EXAMPLE - What will be Exit Cap Rate in year 3?
* Cap Rate at Purchase = 6%
* Cap Rate Accelerator = .10 bps

Exit Cap Rate yr 3 = 6.00% + .10 + .10 + .10 = 6.3%

VALUE ADD EXAMPLE

We buy a building....

*Purchase Price = $10M
*Annual Income = $1.1M
*Annual Expense = $500,000

NOI = $1,100,000 - $500,000 = $600,000

$$CapRate\ @10M = \frac{600{,}000}{10{,}000{,}000} = 0.06 = 6\%$$

If we implement Value Add business plan over 2 years...

*Annual Income = $1.25M
*Annual Expense = $450,000
*Exit Cap Rate = 6.2%

NOI = $1,250,000 - $450,000 = $800,000

$$Property\ Value = \frac{NOI}{Cap\ Rate} = \frac{800{,}000}{.062} = \$12{,}903{,}226$$ = $2.9M Value Added

OPPORTUNITIES IN MULTIFAMILY INVESTING

Renovation Rental Premiums

Decreasing Operating Costs

Compression of Cap Rate

Organic Rental Growth

Location Growth – Path of Progress

RISKS OF MULTIFAMILY INVESTING

VALUE ADD EXAMPLE

We are managing our 200 unit building….

*Purchase Price = $10M
*Annual Income = $1.1M
*Annual Expense = $500,000

NOI = $1,100,000 - $500,000 = $600,000

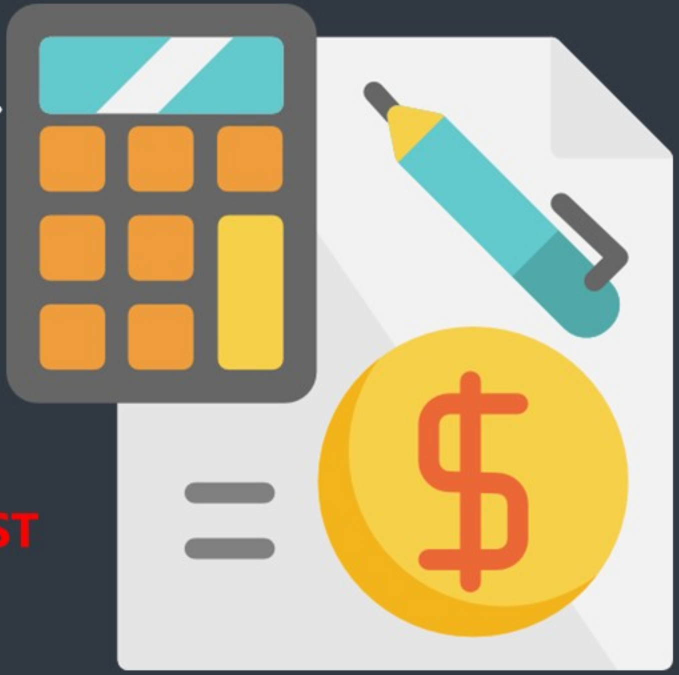
$$CapRate\ @10M = \frac{600,000}{10,000,000} = 0.06 = 6\%$$

We are not paying attention and our expenses are creeping up.

*Annual Income = $1.2M
*Annual Expense = $680,000
*Exit Cap Rate = 6.2%

NOI = $1,200,000 - $680,000 = $520,000

$$Property\ Value = \frac{NOI}{Cap\ Rate} = \frac{520000}{.062} = \$8,387,096$$ = **$1.6M Value LOST**



RENT GROWTH

Rent Growth in a Market is based on

- ➢ Supply/Demand
- ➢ Population Growth
- ➢ Job Growth
- ➢ Supply
  - Cost of Alternatives
  - Single Family Home Prices
  - Rent Vs Buy Ratio

RENT COMP RESEARCH

Rental Comparable Analysis or Rent Comps is an Iterative Process

01 STEP ONE is online research for STAGE ONE of your analysis

Build list of similar properties (Sources: Broker, PM's, Online Research)

- Year Built or Vintage
- Distance from property
- Number of Units
- Unit Types and Sizes in terms of Square Footage
- Classic or Renovated?
  - If renovated, when?
- Amenities

Once properties identified, use paper to build out comparison matrix, or excel.

Rent Comps Lab

Go to Link 23 in Bootcamp Portal sheet

RENT COMP RESEARCH – NEXT STEPS

02 STEP TWO Confirm online research by calling each apartment community to verify info.

Pretend you are a prospective tenant looking to rent…

- Pricing for each size unit (may require multiple calls)
- Incentives or Rent Specials
- Upgrades / Renovations (difference in pricing?)
- Amenities for the property
- Additional Charges – parking, pets, utilities

WHAT'S NEXT?

Once in LOI or for sure during your Due Diligence period – VISIT the actual comp properties to do an additional level of confirmation of pricing

YOUR TURN… 30+ MINUTE UNDERWRITING LAB

UPLOAD ANAYZER into Excel or GOOGLE SHEETS

- **Use Financials provided in Student Folder UW LAB1**

FILL IN ANALYZER

- **Go as far as you can – work in teams or solo**

- **You can finish this exercise after boot camp if needed. A solution will be posted online through facebook portal.**

SYNDICATION SPLITS – STRAIGHT RETURNS

pa·ri pas·su

/ˌpärē ˈpäso͞o/

Pari-passu is a Latin phrase meaning "equal footing" that describes situations where two or more assets, securities, creditors or obligations are equally managed without preference.

Straight Returns –

- ❖ Set ratio where investor and sponsor share the returns with no prefs.
  - ❖ 70/30, 80/20, 85/15…

- ❖ Sponsor makes amount specified in split ratio (30, 20 or 15)

DEMO & LAB

Go to Link 23 in Bootcamp Portal sheet

SYNDICATION SPLITS – RETURNS WITH PREF

1 **PREF with True Up**

- ❖ 70/30 split with 8 Pref is most common.
- ❖ Investor gets first 8% each year, but sponsor is "made whole"

2 **PREF with NO True Up**

- ❖ Same 70/30 split with 8 Pref where first 8% goes to investor
- ❖ Sponsor makes 30% of the profits AFTER the 8%

For any model, **HURDLES** can be added

- ❖ If deal achieves specified goal, ratio changes above that
  - ❖ After 20% hurdle, any profits above that is split is 50/50 – applies on sale as bonus to sponsor for exceeding numbers

DEMO & LAB

Go to Link 23 in Bootcamp Portal sheet

SYNDICATION SPLITS – COMPARING ALL THREE

	Straight Returns 70/30	70/30 8% Pref w True Up	70/30 8% Pref w No True Up
Sample Returns for $100	$100	$100	$100
8% pref for 5 years	N/A	$40	$40
Profit after Pref	$100	$60	$60
Profit to LP after Pref	N/A	$30	$42
Total Profit to LP	$70	$70	$82
Total Profit to GP	$30	$30	$18
	GP gets whatever % was established as their share : pari passu More common splits for this model are 80/20 or 85/15 for the current deals to hit attractive returns for investors	8% pref x 5 years= $40 to LP. Then the remaining profit of $60 is split so that the total to GP is $30% of profits, assuming project has profits above the pref.	8% pref x 5 years= $40 to LP. After pref, LP gets additional $42 which is 70% of $60 profits. The $18 remainder of profits goes to GP because there is no true up

OPPORTUNITIES IN MULTIFAMILY INVESTING

enodo

Quantify the Drivers of Real Estate Value

Quickly analyze a property and understand what factors impact rent, operating cost, and market value.

➢ Go to Link 23 in Bootcamp Portal sheet

ENODO DISCOUNT CODE

enodo

90% off

for 12 months

Discount Code:

Will be provided during the bootcamp

NEW DEAL ANALYZER PREVIEW

enodo

New MultifamilyU Deal Analyzer is a standalone with many new features – integrated with Enodo if you have account.

Multifamily University

TOP 3 MOST COMMON PITFALLS THAT YOU NEED TO AVOID

1. Not Doing Sufficient Analysis
   - Accepting Offering Memorandum Financials as FACT
   - Insufficient Property or Market Research

2. Relying on Appreciation of Market
   - "Value Add" is the name of our game. There must be "forced appreciation" to move the needle. Buy for Cash Flow.

3. Taking on too much risk with your debt and/or inadequate cash reserves

GAME TIME!

➢ *GAME TIME*

Go to Link 24 in Bootcamp Portal sheet