

INVESTOR INFORMATION

and

Starter Package



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WHAT IS TURNKEY REAL ESTATE INVESTING?

Over the past 10 years I have seen this term Turnkey be used and have a lot of different meanings, so I wanted to break down our company process and show you how we define Turnkey Real Estate Investing.

We define Turnkey Real Estate Investments as properties that are completely ready for purchase, leased and already performing, and with the management of the property already in place.

That means we find the properties, completely rehab them, lease them, and manage the properties before a new investor purchases the property. After the sale of the property we provide ongoing management of the property. This is the most passive way to invest in single family properties.

The diagram below explains the process:



WHY IS Turnkey Real Estate Investing a great way to buy single family investment properties?



 Invest where it makes sense and live where you want!

 Don't worry or hassle with Rehabilitation budgets, utilities, permits, management, or theft on the job sites.

 Take Advantage of Leverage (Financing) or self-directed IRA's.

 Enjoy your time with family, enjoy your retirement, and/or build your Real Estate portfolio.

 Everything is done for you upfront before you ever buy!

 Make Money on day #1 after your closing. Properties come leased and performing.

 Work with a Professional company that tracks and monitors your returns and goals.

Why should you consider Columbus, OH as a market to invest in?

- ☑ Columbus, the state capital and largest city in Ohio, is the 15th largest city and the 13th fastest growing city in the U.S. It was the first in the Midwest to recover all jobs lost to the recession and has been booming since.
- ☑ With one of the highest concentrations of college students in the nation, the Columbus Region's 63 college and university campuses enroll more than 138,000 students annually
- ☑ No single industry sector represents more than 18 percent of employment, resulting in an exceptionally stable economy
- ☑ Major corporations operating and headquartered in Columbus include Nationwide Insurance, Chase, Huntington Bank, Nationwide Children's Hospital, L-Brands (Express and Victoria Secret) among several others.
- ☑ Most importantly, affordable and stable housing market with great rental property opportunities

Columbus's Economy



Columbus's economy is unbelievably strong – especially compared to cities of comparable size. Many people are surprised to learn that Columbus is home to many of the nation's Fortune 100 and 500 companies. The city's strong foundation for commerce has led to a very stable job market. In fact, Columbus has been a top city for job creation in the country in recent years.

The economy is diverse and based on education, insurance, banking, fashion, defense, aviation, food, logistics, steel, energy, medical research, health care, hospitality, retail, and technology.

Overall, it was ranked as **one of the top 10 best big cities in the country** according to Relocate America, a real estate research firm and ranked No. 7 best places in the country to operate a business by Market Watch. The City was also ranked No. 3 in the United States by for "Cities of the Future", and No. 4 for most business-friendly in the country.

Overall, Columbus **is a vibrant growing city ripe** for investment.

So What's This Got To Do With Real Estate?



Everything! Columbus is an exciting, vibrant city and the rest of the world is taking notice! This area has so much to offer and now that everyone else sees it they can't help but to get in on it. Sure, other cities may have a high quality of life and maybe even a strong job market, but none are able to compare to Columbus when it comes to making each dollar count.

Even though the area has been thriving, it's maintained a low rate of inflation. In fact, Columbus is one of the most affordable cities in the nation. Overall after-taxes-living and housing costs are under the national average, making Columbus real estate a prime investment opportunity for anyone looking to expand their portfolio.

Whether you're looking to buy a home for your own family or simply interested in real estate investing, you cannot go wrong with Columbus.



Our 5 Step Process



We conduct significant research before selecting properties.

Some of the research includes demographic research, rent ratios, economic trends, schools and household median income. Through our proprietary marketing system, we are very well positioned to acquire properties at deeply discounted prices. We look for properties that have a few different characteristics.

Two examples are:

1 Properties in strong rental markets and that have high rent to cost ratios. This simply means the rental income in relation to the cost of the property is significant enough to provide a strong positive cash flow.

2 Off market properties in desirable areas with built in equity.

Our properties typically come from three primary sources: Foreclosure/REO Bank Owned Properties, Pre-foreclosure Properties or Owners with Distressed Properties, and Referral sources (Bird Dogs). Real Estate acquisition is a numbers game. Currently we conduct 100 offers to one offer accepted. Typically we are always the back offer and they come back to us after the first contract falls apart. This is why working with a provider or Turnkey company makes sense. Most investors don't have the time or resources to make a 100 offers a week.



The next step in our process is to do a full renovation of the property.

We focus our attention on the major systems within the home including, plumbing, heating/cooling and electrical. By ensuring these systems are updated, we significantly reduce future maintenance issues once it has been occupied by tenants. We have created a repeatable renovation process and have licensed contractors as our partners in completing all our work. At the end of all renovation projects, we have a quality review completed and signed off by one of our contracted property inspectors.

Our 5 Step Process

03 TENANTING PROPERTY

Tenant Placement

Once we have completed renovation, its time to get the property occupied with qualified and prescreened tenants. We strongly believe in having qualified professionals involved in all aspects of our business and as such, we have a partnered with a professional property management company that handles all the nuts and bolts of the tenanting process. Everything from sourcing, screening, interviewing, background checks, credit checks and employment verification is all handled. All our properties have at minimum a 12 month lease with at minimum 1 month deposit.

04 PROPERTY MANAGEMENT

Property Management

After placing a qualified tenant in the property, we establish a simple and efficient rental collection system. Many tenants have there rents deducted directly from there accounts, while others use online payments systems on our property management partners website. The tenant/landlord laws of Ohio are landlord friendly and non-paying tenants can typically be evicted within 30 days of giving written notice.

The day to day operations of the property is part of the service extended to our clients. Everything from fixing minor repairs identified by tenants, to regular scheduled maintenance of heating/cooling systems is covered.

05 INVESTOR ACQUISITION

Sale to Investor

At this final step, potential investors will be purchasing a property that has been carefully selected, renovated, tenanted and managed by a professional property manager.

For investors that are not cash buyers, we can provide direction on getting financed through several of our mortgage partners. We also have a free downloadable book on how to raise up to \$50K from alternative lenders within 7 days to use towards your purchase.



WHAT Sets Us Apart from the rest of the competition?

What sets us apart is our focus on customer service, relationship management, and superior service. How do we do this? We focus on the customers. In this business, happy tenants can make all the difference in getting you the best return. Happy tenants help you reduce turnover and avoid costly vacancies.



Here's how we keep tenants happy:

We deal with them in a fair and honest way and quickly respond to their needs. We take care of the property and respond promptly to legitimate maintenance requests. No matter how ideal the tenants, appliances break, systems wear out, and little things need attention. Here are the three most important things you need to know about property maintenance:



Plan for maintenance costs

It's simply part of owning rental property. Set aside 1-2 month's rent per year to allow for ongoing routine maintenance and make-ready costs when tenants move out.



Respond promptly when maintenance is required

Your tenants will feel valued when you address their needs quickly, and they are more likely to care for the home if they see that you do.



Take care of all safety and health issues between tenants

Make sure you know what is needed to meet codes and safety standards, and continue to keep an eye on your property.





How to Boost your Bottom Line:

Our team of specialists ensures the best performance in every aspect of property management including marketing, leasing, maintenance, collections, evictions, accounting, inspections, and legal compliance. The best way to boost your bottom line is work with a professional company that knows the market conditions, knows market rents, researches the best solutions for maintenance and improvements, understands the laws, inspects every property and understands markets cycles.

01 **Rigorously-trained staff**
ensures consistency and reliability

02 **Decreased vacancy rates**
We attract the right tenants quickly with our vast national advertising network

03 **Swift, streamlined management of collections, payments and evictions.**

04 **Regular property inspections**
both inside and out to ensure tenant compliance and assess property condition.

Local experience
ensures the proper knowledge, licensing and insurance combined with expertise on area rental rates.

Strict credit screening,
as well as criminal and national security/ terrorist checks.

Efficient, reliable maintenance
minimizing expenses through national preferred vendors.

Management of tenant emergencies and requests
to limit expenses and liability while keeping your residents happy and reducing turnover.

Funding Your Rental Properties

The funding for your rental properties can come from several sources:



Savings/CDs

Putting money sitting in low paying savings accounts and CD's is a good place to find funding for your rental real estate. You will find that rental properties will make for you on average 10%-25% plus the appreciation value of the property.



Investing with Your 401Ks, IRA's or Other Retirement Accounts

Many people are sitting on 401Ks, pensions and IRA from previous employers and have no idea they can use these retirement accounts to fund their real estate investments. If you have a 401K, pension or IRA sitting with a previous employer you may already have more than enough to purchase rental real estate. The process has tax rules and should only be handled by experts so be sure to contact us for more details before you do anything.



Raising Money through Peer to Peer Lending Sites

Peer to Peer loans are unsecured loans that are funded by everyday individuals like you and I. The most popular ones are Prosper, Lending Tree and Upstart. There are certain techniques that are required to raise larger sums to borrow so contact us and we'll be happy to show you how you can raise \$50,000 or more of unsecured dollars to fund you rental properties. (We have personally used this tactic to raise money and would be happy to show you how it works).



Lending Partners

Another option is to get rental financing from specialized lenders who focus on lending to purchase rental property. We are happy to provide you with a few of our contacts that have provided funding for previous clients.

Next Steps

We appreciate you taking the time to download our investor information and starter kit. If you are looking to earn higher returns (10%-25% or more), earn more income you're your retirement funds or just looking for better cash flow without the hassle, contact us to learn how you can get started today.

We would love to speak with you and provide advice on how to start or continue to build you real estate rental portfolio, as well as answer any specific questions you may have about or model, properties or the process.

Feel free to contact us directly by phone or email.

Regards,

Dream Living Management Team



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