

2020 NARPM Broker/Owner Conference & Expo Call for Presentations

The 2020 NARPM Broker/Owner Conference will be held April 20-22, 2020 at the Turtle Bay Resort in Hawaii.

The deadline to submit a proposal is September 6, 2019.

Notification of acceptance will be made no later than November 1, 2019.

Proposed workshops/breakout sessions are now being considered for the 2020 NARPM® Broker/Owner Conference & Expo. This is the premiere event for Brokers and Owners. It is an exclusive event and attendance is limited to 500. Consider becoming a part of the rich NARPM® tradition of sharing professional and business knowledge by submitting a proposal to speak.

As you consider submitting a presentation proposal, keep in mind that NARPM® Broker/Owner Conference attendees want practical knowledge – give attendees ways to become more effective professionals, information that can be applied or tools that can be put to use, and job aids which are always popular. Theory is useful only when session participants are shown how to use it. Learning is not a passive activity. Give yourself a break – let others help do the talking. Attendees usually learn best when they are doing, not only when they are listening. Involve participants by asking questions, using exercises, and other activities. Popular themes include elements of risk management, business growth and using technology.

All NARPM® members are invited to submit proposals for Conference Presentations using this form. The professional submitting this proposal for the program is responsible for contacting all co-presenters and for all details including proposal submission, communication with co-presenters, presentation format and audio-visual requests. The Association will provide a screen and projector for sessions needing them. You must provide your own laptop for any PowerPoint presentations. The Association will determine if and what type of microphones will be used in each session. Requests for additional audio/visual equipment will be considered on a case-by-case basis. Internet access in the meeting space is not provided by NARPM®. Please note: NARPM® policy states that Affiliates may not attend or speak at this NARPM® event unless they are paid exhibitors at this event.

The Conference Planning Committee will review all proposals that are submitted by the deadline until the program is complete. Proposals must be typed, with all information filled out completely. This form has data entry sections to complete the information. Submissions must also include a video clip or link to a video clip featuring the presenter speaking to a group. Incorrect, handwritten or incomplete submissions will be returned and not considered until properly submitted. NARPM® policy states that Affiliates may not attend or speak at NARPM® events unless they are paid exhibitors at that event.

Note: We reserve the right to change your presentation format and/or length, if necessary, in order to balance the conference program. If this becomes necessary, we will contact you.

Email address *

mike@eastbaypmc.com

Session Title

HOW TO PUT ON LANDLORD SEMINARS THAT WILL EXPLODE YOUR PORTFOLIO

Session Format

Workshop

Panel Discussion

Other: _____

Presenter's Name

Mike Connolly

Presenter's Company

East Bay Property Management

Presenter's Email Address

mike@eastbaypmc.com

Presenter's Phone Number

5109963238

If necessary, please list all Co-Presenters (up to 3) Names & Email Addresses

Presenter's NARPM Membership Type:

regular... very close to earning my RPM

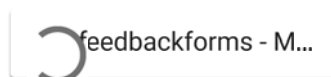
Describe your public speaking experience:

1. 35 years of business experience giving presentations before large audiences
 2. I give quarterly 2 hour presentations to East Bay landlords entitled,"The 12 Basics Of Property Management" as well as " Should I Hold, sell, Or Exchange My Rental".Over 170 landlords and spouses attended my two June,2019 seminars and I expect a similar number for my upcoming September seminars.
 3. I am presenting this same workshop at the NARPM National Conference in Phoenix this October
 4. I have over 75 videos of me presenting helpful landlord information throughout my website at www.eastbaypmc.com
-

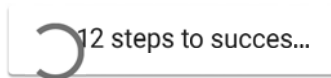
Please provide references:

1. Fellow Broker Tom Connolly 925-984-1470
 2. Investor Aneesh Goyal(12 doors that I manage) 559-284-5126
 3. Investor Erin Smith (she owns 11 homes that I manage) 775-384-9981
-

Please upload a video clip featuring the presenter(s) speaking to a group.



Please upload your presentation slides here. (Do not email to staff or committee members.)



Session Summary

Self-managing landlords are hungry for any tips, tools or techniques on how to better manage their rental(s). In this workshop, you'll learn everything needed to put on a dynamic, two hour Landlord seminar that will have many owners in attendance saying at the end, "Why don't I just have this company take over?"

We'll cover; how to promote the seminar, where and when to have it, the actual content (I will give access to all attendees to my actual powerpoint slides of the Landlord seminar itself) and follow up strategies once the seminar has ended. The presenter has grown his company to 550 doors (almost all s.f.r.) in just four years, due largely to promoting quarterly Landlord seminars.

This content is neither created nor endorsed by Google.

Google Forms



LANDLORD EAST BAY

August/Sept. 2019

THERE'S NO DOUBT...WE'RE SEEING A PULLBACK IN EAST BAY HOME PRICES:

City	June 2018 Avg. Home Sale Price	June 2019 Avg. Home Sale Price	Last 12 Months
Fremont	\$1,340,000	\$1,150,000	-14%
Union City	\$1,050,000	\$900,000	-14%
Newark	\$1,000,000	\$927,000	-7%
Pleasanton	\$1,320,000	\$1,290,000	-2%
Hayward	\$750,000	\$705,000	-6%
Castro Valley	\$870,000	\$870,000	—

Source: East Bay Association of Realtors

Any rental property needs to have a big "sweet spot" that combines cap rate, appreciation, and low risk. See below:



Come to our September 14th seminar to hear about rentals with a great "sweet spot".

8 TIPS ON CHARGING THE RIGHT MONTHLY RENT AMOUNT

Here are eight tips on getting the rental price right:

1. Perform a rental analysis at Rentrance.com. It will cost you \$20. This is by far the best place to start, as the analysis will give you the median rental price based on 10 rental homes similar to yours in the neighborhood currently on Zillow. If you'd like, call or text me (Mike at 510-996-3238) and I will take a couple of minutes to perform the analysis for you at no charge.
2. If you're looking at comps on Zillow, subtract 5-10% as those are all "asking" not "actual" rents.
3. You must adjust your rental price based on your homes condition. Most rents for rent are in "slightly above average" to "good" condition. If your home is in "excellent" condition, adjust up \$200-300. If its in "average" condition, adjust down \$200-300.
4. I like to price a home \$100 below market (about 3%). That's because my tenants all have 700+ credit scores, great income and great rental history. They deserve a break for their good standing. In addition, they'll stay longer (reduced vacancy) and cause less headaches (less maintenance). Don't squeeze the tenant.
5. If you are not getting 2-3 inquiries per day off of Zillow, then you're priced too high. Drop it \$100.
6. Don't listen to your friends or neighbors. They will always suggest a rental price that's too high.
7. Have your rental price end in \$90 (I.E. \$2,990 instead of \$3000) for the psychological factor and price filters.
8. After 10 days of little or no action, drop it by \$100. Every day it's vacant is like throwing \$100 in lost rent out the window.

WILL SHOW HOW TO P.M.S THESE PUT ON SEMINARS

TWO UPCOMING LANDLORD SEMINARS IN SEPTEMBER

SHOULD I HOLD, SELL OR EXCHANGE MY RENTAL HOME IN 2019/2020

Saturday, Sept. 14, 2019, 10-12 Noon

- Where we are in the East Bay 2019 real estate cycle
- The pros and cons of selling in 2019
- Pros and cons of residential vs commercial
- How a 1031 can be your best friend
- Finding California rental properties with a 6% cap rate or higher

Taught by Tom and Mike Connolly of Landlord Realty

RSVP call or text 510-996-3238



THE TWELVE BASICS OF MANAGING A RENTAL HOME

Saturday, Sept. 7, 2019, 10-12 Noon

- Rehab basics
- 3 ways to make more rental profit
- Advertising tips
- Screening for the A+ tenant
- Using Proper forms
- Lease essentials
- East Bay rental laws
- Taking all potential tax deductions
- Rental outlook for 2019, 2020

Taught by Mike Connolly

RSVP call or text 510-996-3238

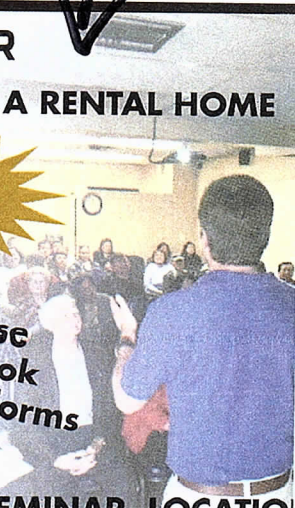
\$59

Includes:

- our lease
- handbook
- proper forms

SEMINAR LOCATION

20111 Paseo Padre Pkwy, Fremont



HOW DOES YOUR CURRENT EAST BAY RENTAL HOME COMPARE TO OTHER RENTALS OUTSIDE THE BAY AREA?

NO	TYPE OF RENTAL	LOCATION	CURRENT 2019 VALUE	MONTHLY GROSS RENT	CAP RATE	APPRECIATION FROM 2017 TO 2018	RISK FACTOR 1 BEING THE LOWEST, 5 BEING THE HIGHEST	GROSS RENT OVER 10 YEARS
1	Single family	East Bay	\$900,000	\$3,000	2.2%	3%	1.5	\$360,000
2	Two duplexes	Sacramento	\$900,000	\$6,400	4.5%	7%	2.5	\$768,000
3	Retail Strip Center	Fresno	\$900,000	\$8,200	6%	6%	3	\$984,000
4	8 single family homes	Kansas City	\$900,000	\$8,000	6%	9%	2	\$960,000
5	5 Single family homes (new construction)	Central Florida	\$900,000	\$8,000	6%	9%	2	\$960,000
6	Triplex (6 beds, 3 baths)	San Leandro	\$900,000	\$5,400	4%	3%	3	\$648,000

“Live where you want to live but invest where the numbers make sense.”



LANDLORD REALTY
“Helping Landlords Sell For The Maximum Price”
Call Tom NOW 510.656.7653
 BRE#01422975
www.landlordret.com

9 Reasons For Investing In Rental Homes

1. Appreciates 5% per year (national avg.)
2. Often less work than other rental types
3. Residential vacancies are less volatile
4. Less down payment required than commercial
5. When you buy a home it's from an anxious seller. When you buy a commercial property, it's often from a seasoned investor.
6. A well located home often fares better during a recession than multi-family or commercial.
7. A houses value is not dependent on whether it's rented or not.
8. You can still be diversified by owning a variety of homes in various markets.
9. You're already familiar with being a landlord of a rental home.

From “Building Wealth One House At A Time” By John Schwab

Feedback Form

06/01/2019

I'm interested in the following:

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- Attending the Saturday June 8th, seminar, "Should I Hold, Sell, or Exchange" from 10am - 12pm
- Attending the Saturday June 8th, seminar, "Should I Hold, Sell, or Exchange" from 1 - 3pm
- Possible selling, 1031 Exchange discussion with Tom Connolly of Landlord Real Estate
- Future Seminars
- Other (please describe) _____

How would you rate the content and delivery of this presentation 1 - 5 (5 being the best):

Please give a comment regarding the presentation: _____

Name: Dr. Satyendra Kaith Phone: Mi (510) 209-7435

Email: satkaith@yahoo.com

Feedback Form

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- Other (please describe) _____

How would you rate the content and delivery of this presentation 1 - 5 (5 being the best):

Excellent. Very well education is good

Please give a comment regarding the presentation: _____

Name: Ken Wu Phone: 510-456-8694

Email: kenzwu@hotmail.com

Feedback Form

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- Other (please describe) _____

How would you rate the content and delivery of this presentation 1 - 5 (5 being the best):

Very Good

Please give a comment regarding the presentation: _____

Name: EDWARD LAM Phone: 510-794-7044

Email: TRAVELER2Mch@COMCAST.NET

Feedback Form

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How would you rate the content and delivery of this presentation 1 - 5 (5 being the best):

4.5, but I thought I am coming to a different seminar

Please give a comment regarding the presentation: _____

Name: Mahmoud Amiri Phone: _____

Email: mriazi@sbcglobal.net

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- Future Seminars
- Other (please describe) _____

How would you rate the content and delivery of this presentation 1 - 5 (5 being the best):

5

Please give a comment regarding the presentation: Very informative
given in an engaging manner

Name: JUSTIN ALI Phone: (408) 922-9085

Email: JUSTIN-ALI@HOTMAIL.COM

Feedback Form

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- Other (please describe) _____

How would you rate the content and delivery of this presentation 1-5 (5 being the best):

Very good thank you for allowing me to come today as I'm out of town next weekend June 8th you invited me today for free
Please give a comment regarding the presentation: *Very detailed + helpful!*

Name: LuluANA DEYOUNG Phone: 510-537-9121
Email: LULUANA1@SBCGLOBAL.NET

CSPE MISSAO
4/12

Feedback Form

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How would you rate the content and delivery of this presentation 1 - 5 (5 being the best):

5

Please give a comment regarding the presentation: _____

Name: Seferina Rivera Phone: 925 922 1728

Email: srivera@mills.edu

CALLER, SHE WAS IN
SAN ANTONIO. WILL
CALL ME BACK

Feedback Form

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- Future Seminars
- Other (please describe) _____

How would you rate the content and delivery of this presentation 1 - 5 (5 being the best):

Please give a comment regarding the presentation: it was good - a bit more in depth would have been great

Name: Kimberly Altus Phone: 510-552-0311

Email: Kaltus409@gmail.com

Feedback Form

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- Other (please describe) _____

How would you rate the content and delivery of this presentation 1 - 5 (5 being the best):

definitely 5

Please give a comment regarding the presentation: very informative, learn a lot, thanks for sharing your expertise.

Name: Hon Sit. Phone: 408 334 1889

Email: honsit@gmail.com

Feedback Form

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- Other (please describe) _____

How would you rate the content and delivery of this presentation 1 - 5 (5 being the best):

Please give a comment regarding the presentation: 1031

Name: RAQUEL EVANGELISTA Phone: (408) 834-0060

Email: RQE2004@YAHOO.COM

Feedback Form

06/01/2019

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- Future Seminars
- Other (please describe) _____

How would you rate the content and delivery of this presentation 1 - 5 (5 being the best):

5

Please give a comment regarding the presentation: Good Seminar

Name: STEVEN LIN Phone: 510-551-6971

Email: SLIN94539@hotmail.com

Feedback Form

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How would you rate the content and delivery of this presentation 1 - 5 (5 being the best):

5

Please give a comment regarding the presentation: great instructor and
very informative ^{+ useful} seminar!

Name: Debbie Lam Phone: (510) 996-2365

Email: ~~debbie.lam@rentalinfo88.com~~ rentalinfo88@gmail.com

Feedback Form

06/01/2019

will think & report

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How would you rate the content and delivery of this presentation 1 - 5 (5 being the best):

Very good Thank you

Please give a comment regarding the presentation: _____

Name: _____ Phone: _____

Email: _____

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How would you rate the content and delivery of this presentation 1 - 5 (5 being the best):

5

Please give a comment regarding the presentation: _____

Name: Yung-Shung Yu Phone: (925) 600-8808

Email: YUNG@S Yu @ yahoo. com

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How would you rate the content and delivery of this presentation 1 - 5 (5 being the best):

Please give a comment regarding the presentation: _____

Name: Amnit Karth Phone: ^{M:} (510) 366-6025

Email: _____

Feedback Form

06/01/2019

I'm interested in the following:

- Email of today's PowerPoint presentation *yes please!*
- Property management discussion with Mike Connolly - *I will call you.*
- Attending the Saturday June 8th, seminar, "Should I Hold, Sell, or Exchange" from 10am - 12pm
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How would you rate the content and delivery of this presentation 1 - 5 (5 being the best):

5 - excellent Thank you!

Please give a comment regarding the presentation: Thank you for keeping me updated. Not sure I can attend June 8 seminar, but I will try.

Name: Grace Huerta Phone: 510-754-8757(c)

Email: lghuerta@sbccglobal.net

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- Other (please describe) _____

How would you rate the content and delivery of this presentation 1 - 5 (5 being the best):

4

Please give a comment regarding the presentation: GREAT INFORMATION

Name: OCTAVIO RAMALHO Phone: 209-221-0063

Email: OCTAVIO209@COMCAST.NET

NOTE: PLEASE EMAIL ME WITH RENTAL ANALYSIS FOR: 1193 OLD CANYON Rd
FREMONT CA 94531.

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- Other (please describe) _____

How would you rate the content and delivery of this presentation 1 - 5 (5 being the best):

Please give a comment regarding the presentation: excellent

Name: Romy Tecson Phone: (925) 839-5966

Email: RomyZT@gmail.com

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How would you rate the content and delivery of this presentation 1 - 5 (5 being the best):

5

Please give a comment regarding the presentation: _____

Name: GUS CANG Phone: _____

Email: GSENDER@GMAIL.COM

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- Other (please describe) Reference to realtors in other markets e.g. (Salt Lake City, Texas, Denver, Sacramento)

How would you rate the content and delivery of this presentation 1 - 5 (5 being the best):

(5)

Please give a comment regarding the presentation: Very clear & ^{well-}structured presentation; EBPM already manages our rentals. V. happy with you.

Name: SRIVIDYA PRAKASH Phone: (415) 254 2927

Email: SRIVIDYAPRAKASH@HOTMAIL.COM

12 Steps to Successfully Managing Your Rental Home



MIKE CONNOLLY

06/01/2019

Who am I?

- Owner of East Bay Property Management
- We manage 400 Tri-City Properties
- U.C. Berkeley Grad 1982
- Property Management since 1982
- Grew up in Fremont
- Licensed Broker
- Licensed Appraiser
- Licensed Pastor
- Fellow Landlord



Who are You?

- You are one of 18,000 East Bay Landlords who own a rental home(s)
- About 95% of you own 1 rental property
- 5% own 2 or more rental properties
- You have received little if any training on managing a rental
- You are an investor



Should you stay put or cash out?

Summarized from Bruce Norris' "On Borrowed Time" conference in January 2019



- 40 year California Real Estate Investor
- 2000 Transactions
- Called both the 1989 and 2007 crash, along with the 2012 – present recovery.
- Wonderful trainer and mentor to investors
- Detailed analysis using charts and graphics

- 1) Lending is tight
- 2) Low equity extraction
- 3) Fixed loans at 4.5% - 5%
- 4) High % of cash purchases
- 5) No construction boom
- 6) No crazy loans
- 7) Foreclosures at an all time low

All adds up to no crash... but a minor pullback in 2019.

Strategy:

- 1) Prepare for an extended flat period... 5 – 10 years
- 2) Know your property's cap rate
- 3) If you are going to buy or exchange, make sure the home wins the tie breaker

Step 1: Present
a property that
is at least
slightly above
average



Presentation begins with rehab

Rehab matters

- 1) Paint
- 2) Flooring
- 3) Lights
- 4) Kitchen Counters
- 5) Kitchen Cabinets
- 6) Kitchen Appliances
- 7) Bathroom Vanity
- 8) Shower/Tub
- 9) Bath & Kitchen Fixtures
- 10) Yards/Landscaping



Low irrigation yards



Three Reasons Why Rehab Matters

- For \$1 invested in rehab, You'll get back \$1.50 - \$2 in increased rents
I.E. A \$20,000 rehab (new laminate, new paint, new windows, baseboards, blinds, vanity appliances) can equate to \$350 more per month in rent = \$4,200 more per year
- You will add value back to your property
- You will attract a higher quality tenant

"A great home attracts a great tenant"

Adding back value with rehab

<u>Project Type</u>	<u>Job Cost</u>	<u>Resale Value</u>	<u>Cost Recouped</u>	<u>Job Cost</u>	<u>Resale Value</u>	<u>Cost Recouped</u>
Bathroom remodel	\$24,201	\$29,667	122%	\$19,134	\$13,422	70%
Kitchen remodel	\$26,145	\$38,679	148%	\$21,198	\$17,193	81%
Dual pane windows	\$17,541	\$20,205	115%	\$15,955	\$11,855	74%

Source is Hanley Wood Media
Publishers of Custom home, builder and re-modeling magazine

Presentation = Pre-Move in Checklist

- 32 item checklist
- Including: Re-keying of locks, checking all appliances, spotless toilets, all lightbulbs changed, etc.
- Check box and we will email you ours.





Step 2: Promote it well

- Professional photographs (CirclePix 877-390-6630)
- Strategic ad
- All 25 real estate websites (Zillow, Trulia, Hotpads)
- Video tour on YouTube
- “Potential Tenant” database
- Yard sign
- Referral fee to existing tenant




Step 3: Price strategically

- Start with rental analysis
- Base you price based on “actual” not “asking” rent of comps on Zillow (7 – 10% less)
- Adjust price based on your home’s condition & amenities
- Adjust price based on the season
- Last two digits should be \$90
- Price it 3% below fair market rent (\$100)
- Adjust price down \$50 - \$100 every 10 days



Your rental price has nothing to do with:

Your mortgage

Your expenses

The appreciation of your home

What you hear from a friend or neighbor



It has everything to do with multiple comps of actual leases

Step 4: Pet Negotiable 6 Reasons why:



1. Greater pool of applicants
2. More profit
3. Longer tenancy
4. Small pet (20 pounds or less)
5. Includes a Pet Agreement:
 - Number (1)
 - Breed
 - Behavior
 - Size (Under 20 lbs)
 - Age (no puppies)
 - Shots
6. Happier Tenant

Step 5: Picky (screen, screen, screen)

- Credit score (680 or higher)
- Income
- Criminal background
- Rental history
- Number of people
- Intended length of stay
- Meet face to face
- Obey all fair housing



10 Most common lawsuits against landlords

- Improper tenant screening
- Improper denying of an applicant
- Improper handling of service/comfort animals
- Improper handling of Smoke and CO2 Alarms
- Improper handling of Bedbugs
- Improper handling of Mold Issues (Must include Addendum)
- Improper service of a Rent Increase (Must follow RRIDRO Requirements)
- Improper entry into Home
- Improper Move-Out Procedure
- Improper deposit return

Step 6: Put it all in writing (good lease)

- 12 – 18 months
- Landlord/Tenant responsibilities
- Include gardening
- Renters insurance required
- Use correct addendums (mold, bedbugs, lead paint)
- Damage addendum
- Pet agreement
- Fremont RRIDRO ordinance
- Tenant Handbook
- Go over lease face to face



Fremont's Rental Ordinance R.R.I.D.R.O.

Residential Rental Income Dispute Resolution Ordinance

Effective 1997

These components:

1. One rent increase per year
2. Recommends 90 day notice prior to a rent increase
3. MUST include R.R.I.D.R.O. mediation paragraph in all leases and rent increases. If not the rent increase can be deemed invalid.



Step 7: Pay the deposit

- S.F.R. and 2 – 4 units = one month's rent
- More than 5 units = half month's rent
- Credit issues = two month's rent or more
- Furnished (two month's rent)
- Pet fee is not a deposit
- Get a holding fee to take the property off market (50% of rent)
- Never let tenant say during their last month, "Use my deposit for my last month's rent."



Step 8: Prompt with maintenance requests

- Determine responsibility (lease)
- Help over the phone
- Schedule vendor promptly
- Vendor agreement
- Never defer maintenance to Tenant
- Set aside one month's rent each year for repairs, maintenance, rehab



Step 9: Probe regularly (inspect)

- Move-in inspection (Happy Inspector)
- Annual inspection
- Write inspection into lease
- 10 months
- Detectors
- Unauthorized pet
- Unauthorized roommate
- Furnace filter
- Deferred maintenance
- Move out inspection (Happy Inspector)
- See EBPM Website for security deposit return



Step 10: Protect Yourself

- Landlord Policy
- Umbrella Policy (minimum \$1,000,000)
- Renters Insurance
- Convert Ownership to an LLC



Advertising Violations of Fair Housing

- Safe
- Walk to schools
- Master bedroom
- Family community
- Mother in law suite
- Walk in closet
- Near church
- Private community
- Exclusive
- Bachelor apartment
- No 60 year old males of Irish heritage



First time Fair Housing fine averages \$16,000

Step 11: PROFIT is not a dirty word

TAX DEDUCTIONS

- A. Repairs
- B. Insurance
- C. Management fees
- D. Travel expenses
- E. Utilities / H.O.A.
- F. Depreciation
- G. Property taxes
- H. Mortgage interest
- I. Landscaping/Gardening
- J. Advertising
- K. Legal
- L. Home office



Why it might makes sense to consider selling:

1. Your cap rate for your East Bay home is only 2 – 2.5% while cap rates out of the Bay Area can be 6 – 7%
2. You sense a prolonged flat period
3. Geography undesirable
4. Owned with Siblings/Partners
5. No depreciation left
6. You want to increase the size of your rental holdings



How does your current rental home measure up?

No.	Asset class	Location	Current 2019 value	Monthly gross rent	Cap rate (Adjusted for property taxes)	Appreciation 2018 compared to 2017	Risk factor 1 – 5 1 = lowest 5 = highest	Gross Rents over 10 years
1	Single family home	East Bay	\$900,00	\$3,000	2.2%	3%	1.5	\$360,000
2	2 Duplexes	Sacramento	\$900,000	\$6,400	4.5%	7%	2.5	\$768,000
3	Retail strip center	Fresno	\$895,000	\$8,200	6%	6%	3	\$984,000
4	8 S.F.R. homes	Kansas City	\$900,000	\$8,000	6%	9%	2.5	\$960,000
5	5 S.F.R. homes (new)	Central Florida	\$900,000	\$8,000	6%	9%	2.5	\$960,000
6	Four plex (8 bed 4 bath)	San Leandro	\$910,000	\$6,400	4.5%	3%	2.5	\$768,000

Your property is the goose.
What really matters are the golden eggs!



Landlord Real Estate

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- Understands tenants
- Knows rehab
- 1031 Expertise
- Can help identify "Exchange" properties with higher cap rates
- Is a landlord himself (only 5% of all realtors own rental property)



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The last "P"

Property Manager... makes you money

- A. Professionally managed home will **always** make you more gross profit in the long run than managing yourself.
- B. Optimum rent, less vacancy, best vendors, less risk
- C. Simplify your life (70 hours per year)
- D. Let's meet!





WHO SAID MANAGING A PROPERTY MYSELF IS STRESSFUL?

I'M 38 AND I FEEL GREAT!

For Property Management

Call **Mike Connolly** (510) 996-3228

E-mail mike@eastbaypmc.com

Helpful forms and landlord videos can be found at

www.eastbaypmc.com

For real estate sales, investments, 1031 exchange,
CMA of your property

Call Tom Connolly (925) 984-1470

E-mail tcdanville@aol.com



Upcoming Seminars

Saturday, June 8th

10 am – 12 pm

“Should I Hold, Sell or Exchange My Rental Property In 2019?”



Saturday, June 8th

1 pm – 3 pm

“Should I Hold, Sell, or Exchange My Rental Property in 2019?”

Sign up on feedback form