

→ Three Strategies
to **Find Your Next
Investment Property**

A webinar by TurboTenant

This webinar will be recorded and emailed to you after our session ends.

Ready to Find Your Next Property?

- We'll discuss:
 - Goal setting
 - Defining your buy box
 - Evaluating neighborhood classes
 - Three key strategies you can use to find your next rental unit



Establish Your Goal(s)

- What are you looking to accomplish?
 - Replace W-2 income?
 - Appreciation over time?
 - Expand portfolio?
- What type of landlord are you?
 - Hands-on, eager to renovate
 - Hands-off, looking for turnkey
 - Something in between

Rental Property Calculator

Property Details

<p>Property value / Purchase price (USD) <small>Not including mortgage or closing costs.</small></p> <input style="width: 90%;" type="text" value="250000"/>	<p>Property Repair Costs <small>Optional.</small></p> <input style="width: 90%;" type="text" value="25000"/>
<p>Square Footage <small>Optional</small></p> <input style="width: 90%;" type="text" value="1400"/>	<p>Number of Bedrooms <small>Optional</small></p> <input style="width: 90%;" type="text" value="3"/>

Mortgage Details

Loan term (years)

0 5 10 15 20 25 30 35 40

● (at 20)

<p>Down payment (USD) <small>Typically 10-25% of the purchase price.</small></p> <input style="width: 90%;" type="text" value="25000"/>	<p>Closing Costs <small>Typically 2-5% of the purchase price.</small></p> <input style="width: 90%;" type="text" value="1246"/>
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Interest rate (% per annum)

1 2 3 4 5 6 7 8 9 10 11 12

● (at 4)

Loan amount
\$226,246

Monthly Mortgage Payment (Principal & Interest)
\$1,354.47

PRO TIP: Need help establishing your goals? Check out [TurboTenant's rental property calculator](#) to estimate the return on your next potential real estate investment.

What is a Buy Box?

"A buy box is an **investor's description of the types of homes they want to buy** - and most of the time when investors create a buy box, they're focusing on different attributes of the homes they want to buy."

Source: [Entera](#)

Define Your Buy Box

According to [Landed](#), your buy box should include the following components:

- Location
- Property type
- Size and number of rooms
- Price



PRO TIP: Some buy box attributes will be more important to you than others - and that's okay! Prioritize the "must-haves" over the "nice-to-haves" as you search for your next property.

Determine Where to Buy Property

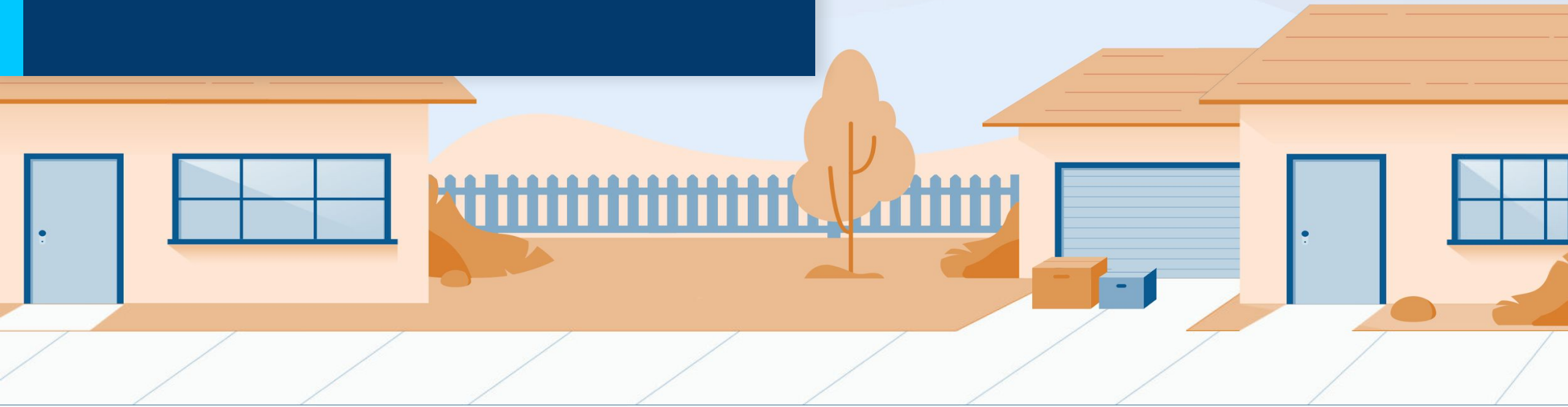
- If you haven't picked a specific location as part of your buy box, evaluate prospective properties by their neighborhood classification:
 - **Class A and B** properties typically require less maintenance, have higher income residents, and are lower-risk investments (but with short-term tenants and lower returns)
 - **Class C and D** properties usually have more maintenance issues, lower-income residents, and are higher-risk investments (but with more affordable properties and higher returns)



Neighborhood Class Examples from Coach Carson



Three Strategies to Find Your Next Rental Unit



Strategy One

Meet With a Local Real Estate Professional

- Find a professional with experience in sourcing rental properties
- Share your goals and buy box
 - Communicate your long-term plan:
 - Will you need the flexibility to convert the property into an Airbnb?
 - Is there an HOA, and if so, what are their rules re: short- and long-term rentals?



PRO TIP: If you're comfortable surfing the web, we recommend tapping into your local MLS and IDX sites in conjunction with all of the strategies we're discussing today!

Strategy One

Work With a Local Real Estate Professional

- Tour properties
- Submit an offer
- Network in the area to establish connections if you're branching into a new location
 - Focus on meeting members of the community, contractors, real estate professionals, other real estate investors, etc.



PRO TIP: Being transparent with your real estate agent will help you find a property that checks your boxes both now and in the future!

Strategy Two

Canvass Your Target Neighborhood(s)

- Thick skin and a desire to chat with people required!
- Dig into public tax records
- Prepare some marketing materials
 - Include your contact information, who you are, what you do, how you can help the homeowner, and success stories/testimonials (as applicable)
 - Create a short script that you can follow if someone answers the door that reflects your marketing materials



Strategy Two

Canvass Your Target Neighborhood(s)

- Start Knocking
 - Be respectful - no one likes to be interrupted during dinner
 - Find windows of time that work best for you, like canvassing weekends from 10 am - 5 pm
 - If no one is home, leave your flyer in the mailbox or your door hanger on the front door



PRO TIP: If the property has a “For Sale” sign, follow the instructions provided to take the next steps in the purchasing process.

Strategy Three

Peruse Courthouse Auctions

- Finding courthouse auctions:
 - Google your city + real estate auction
 - Three types of auctions
 - Absolute
 - Minimum Bid
 - Min. bid is usually the balance owed on the mortgage (foreclosure) or taxes owed (tax lien)
 - Reserve Auction



Strategy Three

Master Courthouse Auctions

- Two types of bidding systems
 - **Open:** bidders know the amount of any other bids that have been made; preferred by bidders
 - **Blind:** bidders don't know what others are offering; preferred by sellers
- Most auctions require cash or cashier's checks as payment, though there may be more options:
 - Delayed financing allows you to pay for the property upfront, then immediately refinance to take the equity out
 - Depends on the condition of the home might be impossible if it's a mess!



PRO TIP: If you're looking to flip a courthouse auction property, you might want to consider using a hard cash loan. They offer high interest rates and a short repayment term.

Strategy Three

What You Need to Know About Courthouse Auctions

- Properties are sold as-is
- Buyers likely won't be able to see the interior before purchasing
- The buyer is responsible for doing their due diligence to ensure the title is held free and clear
 - You must make sure there are no other liens on the title, or else you'll have to pay them off upon acquiring the title
- The property could revert to the previous owners if they:
 - Are able to bring their mortgage current
 - Create a forbearance plan
 - Negotiate a short sale



Take Calculated Risks

- The best things in life require taking a risk, including expanding your real estate portfolio
 - No matter what strategy you use to find your next property, keep your goals at the forefront and abide by your buy box
- Sources:
 - [Coach Carson](#)
 - [Eterna](#)
 - [Evernest](#)
 - [Landed](#)
 - [Rocket Mortgage](#)



Questions?

Ask us about:

- How we found our first investment property, including online tools like local MLS/IDX sites and public records
- Lessons we've learned about investing in real estate
- Our buy boxes
- Property management tips for people with multiple pieces of real estate
- How TurboTenant makes property management easier than ever before