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1-800-Got-Junk

MEETING AGENDA

5:30 - Doors Open
Networking

6:15 - Focus Group

7:00 - Welcome

7:15 - Market Update

7:30 - Main Monthly
Meeting

DEAL KILLERS:

Avoiding the Aggravation of Home Inspections



North Metro REIA

DEAL KILLERS

Avoiding the Aggravation of Home Inspections

THURSDAY,
APRIL 6, 2017



- Learn the Home Inspection Process
- Learn How to Prepare for an Inspection
- How to Get the Closing When Deal Killers Are Found

www.NorthMetroREIA.com

Main Monthly Meetings are held the first Thursday of every month.

Join us for networking and real-world education to help build your wealth. Bring your business cards - you may find a deal right at this meeting!

The world of real estate investing is both exciting and lucrative, but not without the basic fundamentals of property analysis, market analysis and financials. North Metro REIA gives its members the opportunity to put their training to the real world of investing for those ready, willing and able to take the challenge.

6-9 pm every FIRST THURSDAY of the month

This event is free for members of North Metro REIA and open to the public.

Event Venue: Hilton Garden Inn, 24 Liberty Dr, Cartersville, GA 30121



How Agents and Investors Develop a Mutually Beneficial Relationship

By Jennifer Riner

Not every agent is perfect, but a majority of them put their best foot forward when it comes to representing their clients' best interests. However, many real estate agents are accustomed to dealing with the typical condo or single-family home buyer. Investors have a different approach to buying, which is why both parties should prepare beforehand.

In order for agents to tailor their practice toward the unique needs of investors, consider the following tips.

Be market savvy

Many real estate investors are localized and therefore knowledgeable on their locale. While a buyer may only be interested in market fluctuations every 5 to 10 years, investors need to keep track of market activity almost constantly. Therefore, agents working with investors should provide all the details, including recently sold properties, price reductions and new listings. Agents can also help investors search outside of their typical scope by reviewing nearby towns that may present investors with a fresh – potentially better – opportunity. Unlike traditional buyers, investors don't fall in love with a location, but rather the demand and activity within that area.

Don't waste time on interiors

Much of the time, investors are ready to get their hands dirty. Buying an inexpensive property and making the updates can yield high returns, depending on the local market. Selling your investor client on finishes isn't necessary. A fix and flip investor often prefers a project so they can get a cheaper deal and make a profit. Meanwhile, a rental property investor might focus on the accommodations renters favor. Concentrate on structural and land value versus the features investors have experience changing.

Adopt new technology

You'll be hard-pressed to find an investor who prefers a slow close. Investors often make more offers than traditional buyers, so being efficient throughout the transaction is a key to success. Come equipped with electronic contract program for easy signing. Make quick response time your priority.

On the flipside, investors can help agents do a better job with the following strategies:

Provide clear instructions

If you've been investing in real estate and found your niche, you probably have a want list readily prepared. Let your agent know exactly what you are looking for and your expectations from them. For instance, if you prefer to view properties on the weekends, make that clear from the start so your agent has a good gauge of your scheduling limitations.

Be upfront about relationships

It's not uncommon for investors to work with multiple agents depending on the market and/or price point. If you're working two deals at once or recently closed with another agent in the area, let your new representation know. This way, your agent knows you've hired them for this specific transaction, but your needs could change in the future. They are less likely to be offended when they understand working with different agents is part of your routine and bottom line strategy.

Teaming up with another real estate pro offers numerous benefits, especially given the complexities of the industry. After all, working in the same field doesn't always equal competition.

Jennifer Riner writes about rentals, home improvement and design for Zillow Blog.

Half of America's Largest Cities are Majority-Renter

A recent article by Bloomberg cites research provided by RedFin and the U.S. Census Bureau (and other sources) showing that in 2015, fifty-two of the nation's 100 largest cities were majority-renter. In fact, twenty-one of those cities shifted over to the renter-majority column since 2009 alone. With a shortage of homes on the market it is understandable that renting is taking a greater share of the market, but is that the only dynamic at play? Bloomberg suggests that the American Dream now increasingly involves a lease, not necessarily a mortgage.

"Most low-income families don't rent by choice, said Nela Richardson, chief economist at Redfin. And plenty of higher-income households rent because they can't afford to buy."

The Decline of Home Ownership in U.S. Cities

City	2009	2010	2011	2012	2013	2014	2015
Atlanta city, Georgia	51.3%	47.9%	47.0%	46.0%	45.4%	44.1%	43.6%
Columbus city, Ohio	50.7%	49.5%	48.6%	47.8%	46.9%	45.9%	45.4%
New Orleans city, Louisiana	51.1%	49.3%	48.3%	47.6%	47.3%	46.9%	46.3%
Knoxville city, Tennessee	51.0%	51.6%	51.0%	50.5%	49.9%	48.0%	46.6%
Birmingham city, Alabama	52.2%	52.1%	51.2%	49.6%	49.5%	48.5%	46.8%
San Diego city, California	50.6%	49.5%	49.2%	48.3%	47.9%	47.5%	46.9%
Baltimore city, Maryland	51.1%	49.8%	49.5%	48.8%	48.3%	47.2%	47.1%
Sacramento city, California	51.3%	50.6%	50.0%	49.1%	48.4%	47.6%	47.2%
Madison city, Wisconsin	51.4%	52.2%	51.4%	50.1%	49.3%	48.7%	47.8%
Pittsburgh city, Pennsylvania	52.1%	51.3%	50.6%	49.0%	48.8%	48.8%	48.0%
Minneapolis city, Minnesota	52.0%	50.8%	50.4%	50.0%	49.2%	48.6%	48.1%
Tucson city, Arizona	54.5%	52.9%	52.3%	51.7%	50.4%	49.6%	48.8%
Stockton city, California	54.6%	54.3%	53.3%	51.9%	51.2%	49.6%	49.0%
Tampa city, Florida	55.5%	55.1%	53.4%	51.7%	50.9%	49.6%	49.1%
Durham city, North Carolina	51.4%	51.3%	50.9%	50.6%	50.5%	49.9%	49.2%
Memphis city, Tennessee	54.6%	53.7%	52.7%	52.1%	51.1%	49.9%	49.2%
St. Paul city, Minnesota	56.3%	53.8%	52.2%	51.2%	50.4%	49.4%	49.3%
Detroit city, Michigan	55.4%	54.5%	53.8%	52.6%	51.9%	50.7%	49.4%
Denver city, Colorado	53.8%	52.5%	51.7%	50.4%	50.2%	49.7%	49.4%
Baton Rouge city, Louisiana	50.7%	51.3%	51.7%	51.5%	50.9%	50.1%	50.0%
Irvine city, California	54.6%	53.2%	52.7%	50.3%	49.8%	49.2%	48.3%

Source: ACS 5-yr

■ Majority Renter ■ Majority Owner

REDFIN

