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Real Protect

MEETING AGENDA

5:30 - Doors Open
Networking

6:15 - Focus Group

7:00 - Welcome

7:15 - Market Update

7:30 - Main Monthly
Meeting

Smart Tax Strategies



North Metro REIA

February 2, 2017 | 6:00 - 9:30 PM

Hilton Garden Inn, 24 Liberty Drive, Cartersville, GA

SMART TAX STRATEGIES

Speaker: Ki Shin, CPA

www.NorthMetroREIA.com



Want to minimize taxes and keep more of your hard-earned money? While protecting your assets from liability? That's what this class from CPA Ki Shin is all about.

The majority of Ki's clients are real estate investors, so he knows the business. Ki is excited to share with you the knowledge he has accumulated over years of serving those clients.

You'll learn:

- **What type of entity is best for your business.** Limited liability company (LLC), S-corporation, C-corporation, land trust, statutory trust, self-directed IRA, or yourself personally. It depends on your real estate investing strategy, and the implications for your taxes and liabilities are enormous.
- **How to set up and operate the entity.** Articles of incorporation, bylaws, bank account, operating agreement – you must run your business like a business. Jeff will dive deep to give you the details.
- **The tax differences when you're a landlord vs. a rehabber.** Basis in property... passive vs. non-passive... "real estate professional" defined... disposition of real estate... capital gain vs. ordinary... you must know this stuff!
- **Implications for the current year...** cash vs. accrual... profit or loss... higher or lower revenue or expenses than last year... tax bracket changes.

If you want to keep more of what you earn, this class is a must!

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



Short-Term Rentals Surge in Midwest

A series of reports on year-over-year Airbnb activity across 11 states in the American Midwest paints a picture of a region of entrepreneurs living not just in big cities but in smaller towns where the economic benefits of home sharing can be even more pronounced. In many of these states, college and university towns ranked alongside major cities for guest arrivals: South Bend and Bloomington, Indiana ranked second and third after Indianapolis; Lawrence ranked number-one in Kansas; Ann Arbor ranked second after Detroit in Michigan; Champaign and Urbana after Chicago in Illinois, and so on. In Ohio, Ohio State University's home of Columbus beat Cleveland for number of guest arrivals despite Cleveland hosting the Republican National Convention and its share of the NBA Finals and World Series. In nine of the 10 states studied for their activity in 2015 and 2016, year-over-year growth in guest arrivals far exceeded 100 percent, with growth in a handful of the states approaching 200 percent:

- Nebraska's 20,000 guest arrivals in 2016 represents 120 percent year-over-year growth from 2015.
- Minnesota's 93,000 guest arrivals in 2016 represents 132 percent year-over-year growth. Airbnb's Minnesota host community doubled in size to 2,600 people. During the Ryder Cup, [Airbnb helped Hennepin, Ramsey, Carver and Scott counties host 3,500 guest arrivals](#), and we look forward to partnering with the Twin Cities to help them expand lodging capacity once again for the upcoming 2018 Super Bowl.
- Michigan's 188,000 guest arrivals last year represent 136 percent year-over-year growth. The 4,100 Airbnb hosts throughout the state represent 78 percent year-over-year growth.
- Wisconsin's 105,000 guest arrivals represent what the *Milwaukee Business Journal* calls "[significant](#)" 164 percent year-over-year growth, and Airbnb's Wisconsin host community has grown 73 percent to 2,600 people.
- Local media note that Missouri's 124,000 guest arrivals represent "[massive](#)" 166 percent year-over-

year growth, and Airbnb's Missouri host community doubled in size to 2,100 people.

- Ohio's 130,000 guest arrivals represented 173 percent year-over-year growth and Airbnb's Ohio host community more than doubled in size, growing 129 percent to 4,300 people. The incredible growth is a byproduct of the major home sharing developments to occur in the state in 2016: mainly an agreement with the City of Cleveland that [substantially expanded lodging capacity](#) for the NBA Finals, World Series and Republican National Convention, as *Crain's Cleveland* notes, and that allows Airbnb to collect and remit lodging taxes on behalf of our hosts.
- Indiana's 83,000 guest arrivals represent 174 percent year-over-year growth from 2015, and Airbnb's Indiana host community more than doubled in size to 2,500 people. (See a handy local media guide to Airbnb [here](#).)
- "[Airbnb is taking off in Kansas](#)," says the *Wichita Business Journal*, with 20,000 guest arrivals representing 175 percent year-over-year growth, and Airbnb's Kansas host community doubling in size to 600 people. While Lawrence ranked number-one in guest arrivals for cities and towns in Kansas at 4,600, next-door [Kansas City had 38,000](#).
- Iowa's 28,000 guest arrivals represent 188 percent year-over-year growth, and Airbnb's Iowa host community nearly doubled in size to 700 people in 2016.

Meanwhile, Illinois' 437,000 guest arrivals represent 69 percent year-over-year growth. There are now 8,100 Airbnb hosts throughout Illinois, representing 40 percent year-over-year growth. Chicago has been the primary driver of growth, specifically the 95 percent of Airbnb listings in Chicago that are located outside of the downtown hotel district, creating an economic engine for areas of the South Side and West Side that lack hotels. Read the full reports here: [Illinois](#), [Indiana](#), [Iowa](#), [Kansas](#), [Michigan](#), [Minnesota](#), [Missouri](#), [Nebraska](#), [Ohio](#) and [Wisconsin](#).



HOW IS RENT PERFECT SCREENING DIFFERENT?

With hundreds of look-alike tenant screening companies to choose from, picking the one that's right for you can be confusing. Fortunately, like the Sesame Street song says, one of these things is not like the other. Here's how Rent Perfect is different from the rest (and best for your business).

1 Fast, Easy Sign up! Got a few minutes and an internet connection? That's all you'll need to sign up for Rent Perfect. No Real Estate license required! No inspection or paperwork required! REIA members can sign up for just \$0.95! Contact your local REIA to get access to this special discount.

2 Convenient & Mobile Friendly! A potential renter's email address is all you need to get started. We send your applicants a link for them to fill out an online application. Once completed, their credit and

background reports are automatically ordered and delivered to you.

3 Applicant Pays! Roll your administrative fees in at move-in time and opt to have your applicants pay the screening fee to us directly. This will invest them in your property, help weed out the ones who know they won't pass the background check, and eliminate hassle with cash, checks and money orders. (Applicant pay is optional)

4 Licensed Private Investigators! You'll get the same old instant background report you're used to getting (which are notorious for missing criminal and eviction records by the way), but we don't stop there! A private investigator will search for criminal and eviction records for all known aliases and places in the United States where your applicants have lived. Instant data plus professionally researched investigative reports equals a much more thorough and accurate report!

5. Additional Management Tools! Rent Perfect is more than just a tenant screening company! Once you find a renter use our system to create online lease

**877-922-2547 info@rentperfect.com
www.RentPerfect.com**

Are you getting 20% off the paint you purchase? If not, sign up for Home Depot Pro Xtra rewards so you can start your path to savings. As investors, we are always looking for ways to save money and keep cash in our pockets and this is the perfect opportunity. Plus, Home Depot sends out coupons for discounts off paint if you are signed up for emails.

Check out this one I just got in my email:



You can get deals LIKE this too. [Sign up here!](#)

If you are already signed up for ProXtra, all you need to do to get your paint discount is right here:

The new [National Paint Program](#) for all National REIA Members is very simple. You will receive 20% off Interior and Exterior Paints and Primers including all of the Home Depot quality paints - Behr, Kilz, Glidden & Zinsser! All you have to do is key in the number you used to register in Pro XTRA at the checkout to take advantage of the savings.

Other valuable benefits of the paint program include a PRO Paint Specialist in every store to help with your paint projects and free job site deliveries on all orders over 25 gallons.

For other benefits and savings we offer, Log in to your account and [click here.](#)



Notes



REAL PROTECT BY NORTON

Here are some of the insurance program highlights designed exclusively for National REIA Members:

- Replacement Cost Coverage with Co-Insurance Waived
- All Risk Coverage
- Automatic Coverage for new purchases for up to 30 Days
- No need for a separate builders risk policy for homes undergoing nonstructural renovations
- Vacancy Restrictions eased or eliminated with certain conditions
- Theft and Vandalism Included
- Multiple Deductible Options
- Optional coverage includes: Earthquake, Flood, Sinkhole, Mold, Tier I Windstorm
- Monthly Reporting Form – Monthly Payment Plans available to minimize the effect on your cash-flow
- On-Line Reporting and Accounting
- Comprehensive General Liability Included
- Umbrella Coverage Available
- Timely, Efficient Claims Handling

There are many types of member insurance product available including Property Health Insurance, Liability Life Insurance, Umbrella/Excess Liability, Equipment and Workers Compensation. There are also professional insurance liability options including Property Mangers Errors & Omissions and Real Estate Agents Errors & Omissions. Find out more at realprotect.com

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