REDDICK PROPERTY RATING™

HOW TO CHOOSE THE BEST REAL ESTATE INVESTMENTS

Publication by
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REAL ESTATE

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Introduction

> "Residential real estate investing is an art, not a science."

With the proper knowledge of how the Reddick Property Rating™ rates properties by placing them into 1 of 5 different property classes, one can be nearly exact when determining their expected return on investment. Understanding this rating system for residential property is paramount to success. Most people tend to allow their emotions to take hold and fixate primarily on the physical attributes of the property; however, true success in real estate investing comes from focusing on the neighborhood and location.

The 5 Property Classes

1. Luxury Class
2. A Class
3. B Class
4. C Class
5. D Class

Chapter 1

IDENTIFY

The main reason you place properties into classes is to identify the type of tenant or homeowner you will be marketing to when it comes time to lease or sell your property. If you build a cookie-cutter new construction 3 bed/2 bath, 1,500 sq/ft stucco home in Bel-Air, CA in 2015, the buyer purchasing the property will be buying solely for the land and will have a demolition crew on standby the moment the ink dries on the contract—meaning you just spent $125,000 building a home that was useless. The new construction had no effect on the purchase price and you could have saved your money. On the flip side, if you spend $5,000,000 building a gorgeous custom spec home in Detroit, MI in 2015, you will be sorely disappointed when you find out how much money you lose when selling the home.

So what type of tenants/homeowner can you expect for each property class? This is primarily based on income, however there is always that off-chance exception of "The Beverly Hillbillies" family that wins the lottery, receives a huge inheritance, strikes oil, etc.

Generally speaking, you can expect the tenants to fall under the following level of profession and income:

Luxury Class

- Business professional
- Business owner
- Graduate level college

A Class

- Mid-level management
- White collar worker
- Undergraduate level college

B Class

- Entry level management
- Young adult
- High school graduate

C Class

- Hourly employee
- Blue collar worker
- High school graduate

D Class

- Low income
- Below the poverty line

Chapter 2

CLASSIFY

Following the simple format on the next few pages, you will be able to easily determine what property class any address falls under. This process is called the Reddick Property Rating™.

What Matters Most

Purchase Price

- Compare the purchase price of the home to the median home price in the Metropolitan Statistical Area (MSA) the subject property is located.

Cost Per Sq/Ft

- Compare the cost per square foot (sq/ft) of the home to the median cost per sq/ft in the MSA the subject property is located.
- Keep in mind this is not based on national numbers, but rather the median numbers for that specific MSA the property is located.

School District

- The schools in which properties are zoned tend to be one of the highest indicators of real estate purchase prices. High-income earning individuals, who have more money available to spend on their children's education, typically purchase homes within the best school districts. This drives up the value of homes nearby.

Crime Rate

- In Luxury Class and A Class property neighborhoods, crime is nearly non-existent. On the other hand, crime rate is very high in D Class property neighborhoods and can creep into the wrong areas of B and C Class property neighborhoods.

You will notice that all of the items that matter most have solely to do with the property's environment, whereas the things that matter the least are the physical attributes of a property.

What Matters Least

Property Type

- Property types consist of single family residence (SFR), condo, townhome, apartment, etc.
- Just because a property is an apartment does not automatically denote a lower property class than a SFR. In fact, just look at all the opulent, coveted properties in Manhattan, NY—these gorgeous, high-rise penthouses are most definitely classified as Luxury.

Age of the Property

- An older home can always be updated, remodeled, modernized, and even demolished and replaced with new construction if need be. Land/neighborhood is the most important currency in this situation.

Size of the Property

- While a 25-acre lot in the backwaters of the Louisiana swampland is a sizable piece of land, compare this to the small, every-inch-counts, luxury apartments of San Francisco, CA and you will understand why the size of a property matters very little.

Condition of the Property

- It is always cheaper to rehab a house than to rehab a neighborhood.

As previously discussed, the physical attributes of a property do not determine its category. However, those attributes do come in play when a property is on the cusp of two different property classes. These attributes, or lack thereof, can push a property up or down from one class to another.

So How Exactly Do You Classify a Property?

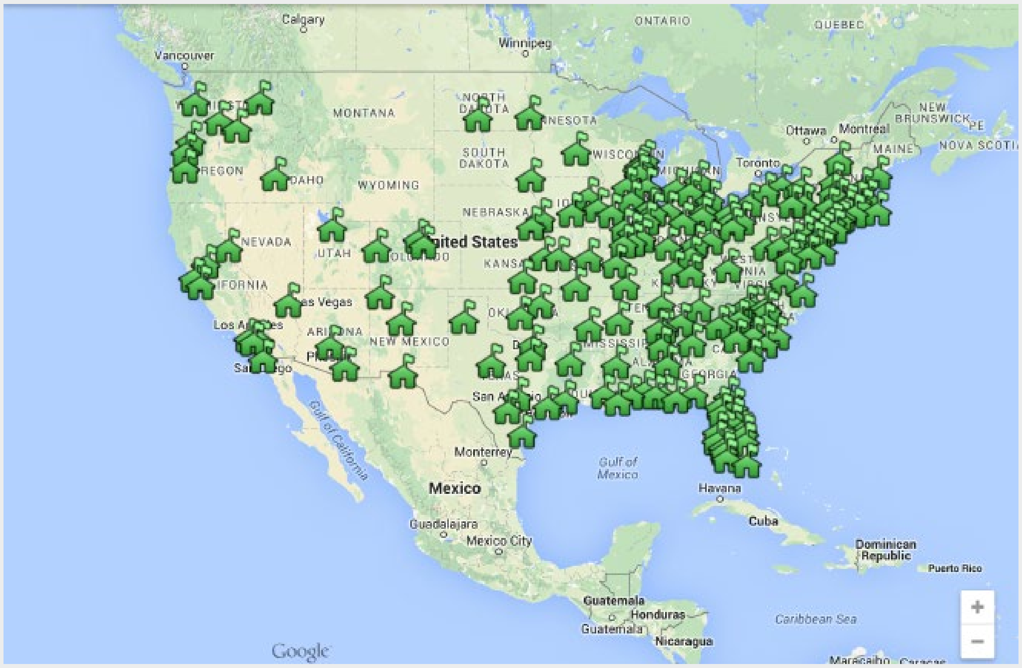
> ***Disclaimer:*** *The following process and calculations are how Marshall Reddick Real Estate interprets data and makes general rules to project the potential of an investment property based on property classification. Remember that real estate investing is an art, not a science.*

Comparing the purchase price of the property to the median home price of the MSA is the first place to look when determining the Reddick Property Rating™. All other features—cost/sq ft, school district, crime rate, etc.—is used to corroborate the property classification or justify a move up or down in class. By following the steps to compare the purchase price to the median home price of the MSA, you should be able to ascertain which property class an investment falls into.

Step 1:
Determine current median home price of that MSA.

You start with the median home price at that moment in a specific MSA. It's very important to know what the median home price is and what the market is doing. Free quality data comes out quarterly while quality monthly data is generally very costly and only makes sense for large investment companies.

Insider Advice: *National Association of Realtors partnered with Google Maps to create an interactive map showing the latest quarter's median SFR home price in each MSA within the US. Click on the map image to go to the webpage.*



In order to get exact and timely data you will need to know the direction the market is heading and adjust the numbers accordingly. Look at the MSA median home price data for the area you are interested in buying rental property, then figure out if predictions for home prices are trending up or down and adjust the median home price for that MSA.

For example, at the time of this publication on 03/16/2015, San Antonio, TX had a median home price of $185,500 for the latest quarter (4th quarter of 2014) and purchase price predictions show an annual home price increase of 7% for 2015. Therefore, accounting for the increasing (or decreasing) prices in the last 3 months, calculate the real-time median home price for this MSA by adjusting the $185,500 with a 1.75% increase (this percentage is determined by dividing the percentage predicted by 4 to indicate the change per quarter). The adjusted median home price for San Antonio, TX at the time of publication is $188,746. *Please note*: If purchase price predictions show an annual home price decrease of 7%, then adjust with a 1.75% decrease.

Step 2: Determine the property's market value.

a) If a property is rent-ready and needs no renovation or upgrades, the market value lies somewhere in between what the property appraises for and what a willing and able buyer offers to purchase the property.

b) If the property you are considering needs to be rehabbed before it is rent-ready, you will need to adjust the property value before you compare it to the median home price. The purchase price + rehab cost does not equal a property's market value for the intelligent investor. When you are doing renovations to the property, if done well and on the right aspects of the house, it will build equity into the home and increase the property value higher than the amount of dollars you put into rehabbing the property. Because of this, it is important that you determine how much equity you will have built into the property when making it rent-ready to determine the property's true market value.

Marshall Reddick Rules for Remodeling

- If the remodeling cost is less than $10,000, multiple every dollar spent by 1.2.
- If the remodeling cost is greater than $10,000, multiple every dollar spent by 1.5.

For multi-unit properties, after you've adjusted the property value for any remodeling costs, you want to divide the purchase price by the number of units. This property value per unit is the number used in Step 4 for all multi-unit dwellings.

Step 3:
Determine the purchase price boundaries for each property class in an MSA.

Using the adjusted MSA's median home price and the below formulas, Marshall Reddick Real Estate calculates the range of purchase prices appropriate for each property class within an MSA.

m = adjusted median MSA home price

SFR Purchase Price Range by Property Class

$$m \times 1.3 < \text{Luxury}$$
$$m \times 1.0 < \text{A Class} < m \times 1.3$$
$$m \times 0.8 < \text{B Class} < m \times 1.0$$
$$m \times 0.5 < \text{C Class} < m \times 0.8$$
$$\text{D Class} < m \times 0.5$$

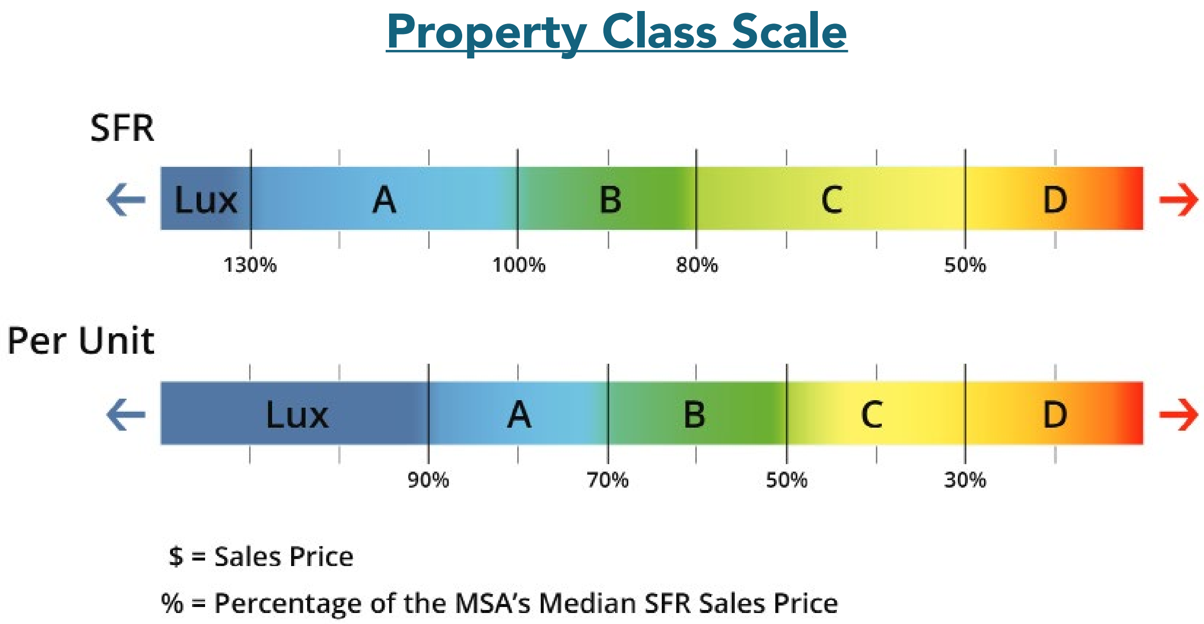
Per Unit Purchase Price Range by Property Class (duplex, triplex, 4-plex, townhome, condo, apartment)

$$m \times 0.9 < \text{Luxury}$$
$$m \times 0.7 < \text{A Class} < m \times 0.9$$
$$m \times 0.5 < \text{B Class} < m \times 0.7$$
$$m \times 0.3 < \text{C Class} < m \times 0.5$$
$$\text{D Class} < m \times 0.3$$

If you prefer visual illustrations over mathematical formulas we have made things easy on you and created the below Property Class Scale based on the formulas used to determine the purchase price ranges. 100% represents the MSA's median sales price and you can move up or down the scale based on where the value of the property falls in relation to the MSA's median sales price to determine the property class.

For example, if the MSA's median sales price is $200,000 and the SFR's value is $210,000, this number would fall within the range of 130% of the MSA's median sales price to the median sales price which is represented as 100%, therefore it would be an A Class property.

Figure 1: Refer to this Property Class Scale to help you visualize how property classes are determined based on percentage of the MSA's median sales price.



Step 4: Locate where the market value of your property falls on the Property Class Scale for that MSA.

Now that you have the property value, you want to compare it to the Property Class Scale to determine which property class that property falls under.

For properties that are teetering between property classes, look to the other features of the property such as age, size condition, property type, school districts, and crime rate to make a judgment call and move it up or down a class.

Let's do an Example Going Through Steps 1 - 4

You are looking to purchase a 4-plex in Atlanta. The purchase price is $360,000 but it needs $25,000 to rehab the property before it is rent-ready.

Step 1:
Determine current median home price of that MSA.

The previous quarter's median home price for the Atlanta MSA is $157,700 and it is showing an increase of 4% for the year. Therefore, to find the current median home price of the Atlanta MSA for Q1 2015, adjust $157,700 with a 1% increase. The final number is $159,277.

Step 2:
Determine the property's market value.

Now let's look at the property itself. The purchase price of this 4-plex is $360,000. However, there is a cost of $25,000 needed to make it rent-ready. Since the cost of the remodeling is over $10,000, if the updates and repairs are done on the correct aspects of the property you can adjust the property value by adding the cost of the remodeling times 1.5. For this property, the now-adjusted property value comes to $397,500 [$360,000 + ($25,000 x 1.5) = $397,500]. Since this property is a 4-plex, you will want to take the purchase price per unit in order to complete step 4. The price per unit is $99,375.

Step 3:
Determine the purchase price spread for each property class in that MSA and create a Property Class Scale.

Using the formulas on page 14, the purchase price spread for the property classes are as follows:

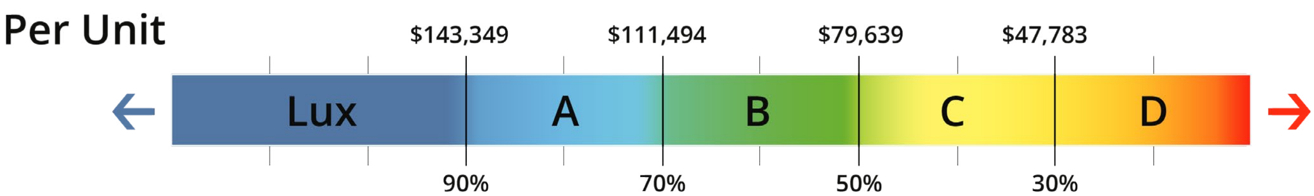
$143,349 < Luxury

$111,494 < A Class < $143,349

$79,639 < B Class < $111,494

$47,783 < C Class < $79,639

D Class < $47,783



Step 4:
Compare the property value to the Property Class Scale created for that MSA.

With a per-unit price of $99,375, this property falls squarely within the B Class purchase price range ($79,639 < B Class < $111,494). If this property had a price per-unit of $111,000, which falls just under the top range of the B Class purchase price spread, you would look at the property's age, size, condition, property type, cost per sq ft, school rankings, and crime rate to determine whether to move this property up to A Class or keep it at B Class.

How Do You Classify a Property That Falls on the Border Between Property Classes?

Real estate has so many variables and it is never as simple as 1 + 1 = 2. When you have a property with a value that falls between two property classes, either 5% above or below the dividing line on the Property Class Scale, you now have to evaluate the physical attributes of the property mentioned on page 9. The property type, age of the property, size of the property, and condition of the property will determine which property class the subject property will fall under.

Let's go through a couple examples of a property on the border between two separate property classes.

Assuming that after determining the median home price of a real estate market and creating the Property Class Scale, the dividing line between A and B Class is \$200,000. After going through the Reddick Property Rating™, you found that the subject property has a value of \$201,500. Just because this property is over the \$200,000 mark and falls in the A Class territory of the Property Class Scale we cannot automatically assume the subject property is an A Class property. Although it mathematically fits on the A Class of the Property Class Scale, we need to look at the physical attributes of the property because it is on the border.

In looking at the physical attributes of the subject property we see that it is a New Construction, built this year, detached single family home (SFR) with 4 beds, 2 baths, on an oversized lot in the community. It is a 2,000 sq ft home with granite countertops and tile throughout the home. The question is: What property class will this subject property fall under?

If you guessed B Class, you are correct. Here's why. The first question you have to ask yourself is: Based on the physical attributes mentioned, how much additional value can be added to the home to increase its price? The answer is none. A brand new construction property with the features and attributes mentioned are as good as it gets for this home in this neighborhood. This means that for this property, an increase in value is dependent on the environment of the property, market economics, and increase in the city's population. Because of everything mentioned above, the subject property will be one of the nicest B Class home in the market.

Now let's look at a second example with the same price points.

You've looked at the median home price of a real estate market and created the Property Class Scale with the dividing line between A and B Class at $200,000. The subject property has a value of $201,500. However, in this second example, the physical attributes of the subject property are a 1964 detached SFR with 2 beds, 1 bath on a smaller lot within the community. In addition, this 1,150 sq ft property needs some repairs. What property class will this subject property fall under?

Hopefully you guessed A Class. Here's why. You have to ask yourself: Based on the physical attributes of this property, how much additional value can be added to the home to increase its price? Based on the size, condition, and age of the home, there is a lot you can do to this home that will allow the value of the home to increase significantly. What this tells you is that the neighborhood and school districts this home is zoned for are really nice and the only things keeping the value of the home as high as it is, is the location. With renovation, fix up, and possibly some additions to this property, it will be worth so much more than $201,500…making it nowhere near the $200,000 border of A and B Class. This is why the property will be one of the shabbiest A Class home in the market until you fix it up.

The above examples show you why the location, neighborhood, and environment of the property matter most and the physical attributes of the home are great when you need a tiebreaker. Although the physical attributes of the home matter much less than the environment, they are necessary factors to take into account for properties on the border of two property classes.

Chapter 3

APPLY

2 Critical Reasons Why You Need This Knowledge as a Real Estate Investor

1. When purchasing rental property you must account for a percentage of the monthly gross scheduled rents to go towards **maintenance and vacancy**. Each property class will call for different percentages that should be allocated for each of these costs.
2. The Reddick Property Rating™ gives you the ability to better predict the potential for **future appreciation** of the property's value.

Maintenance and Vacancy

Before purchasing a rental property, any real estate investor should ask, "What is the maintenance and vacancy rate for this property?" But a smart real estate investor will know what that percentage allocated for the maintenance and vacancy really means.

The maintenance rate accounts for the money necessary for future repairs and replacements. Things such as replacing the water heater, repairing the roof, hiring professional pest control, fixing a broken window, etc. are considered part of maintenance costs that the landlord pays to maintain a rent-ready standard of living for the tenant.

How much money should you put aside for these future costs? If the maintenance rate is 10%, then you should save 10% of the monthly rent for rainy days—i.e. $100 each month saved if the rent is $1,000 per month.

Maintenance is an expense that you must write a check to pay for, while vacancy is not an expense but simply a lack of income.

The vacancy rate accounts for the amount of income you are NOT receiving. In other words, vacancy rate is the percentage of days out of a year in which you are not collecting income.

Insider Advice: *Scheduled Gross Rent is the total amount of money you receive if you received rent every month for all 12 months of the year. This may happen if you have a tenant that rents your property for 2 or 3 years. However, over a 15-year period of owning a rental property, although receiving Scheduled Gross Rent is possible, it is unlikely you would have the same tenant for the entire 15 years. It is more likely that you will receive the Effective Gross Rent over the 15-year period, which means that there will be months during that timeframe where you have vacancies in which you do not receive rent. This is ok because you should have factored this prior to purchasing the property and did not expect to receive the income anyways.*

Scheduled Gross Rent – Vacancy = Effective Gross Rent

Calculating the amount of dollars you may not collect each year because of vacancy is very simple:

Monthly rent x vacancy percentage = dollar amount per month to set aside.
i.e. $1,000 rent x 8% vacancy = $80 per month set aside

So how many days per year may the property be vacant at an 8% vacancy rate?

To calculate the number of days a year your property may be vacant you will use the below formula:

365 (number of days in a year) x vacancy percentage = the number of days a year you are allocating to NOT receive rental income.

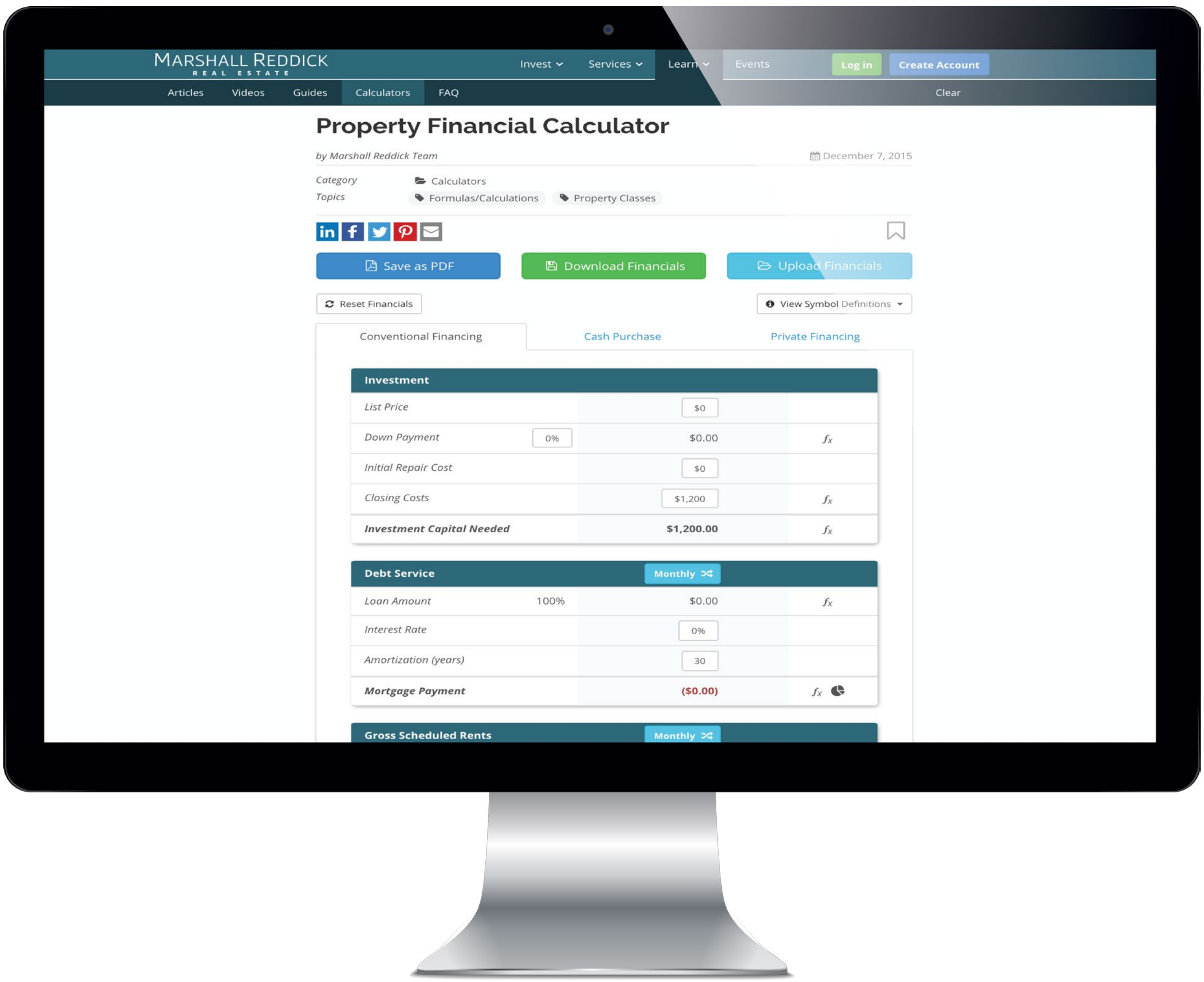
365 x 8% = 29.2 days

An 8% vacancy rate is 29.2 days; which is roughly 1 month of no income for every year you hold this property.

You may not see a vacancy rate of 8% for each and every year—sometimes you have long-term tenants that stay for 3 or more years; however, if you hold a rental property for a period of 15 years, you can expect to see an average of 8% vacancy rate (or in other words, a total of approximately 15 months vacancy) across those 15 years.

There is no one-size-fits-all answer, but Marshall Reddick Real Estate identifies general rules to follow when calculating properties' projected profits. Not only have we given you access to our formulas and calculators on our website, but you can insert your own numbers to meet your personal preference for each property to determine cash flow and appreciation customized to you.

Figure 2: Partial screenshot of the Marshall Reddick Property Financial Calculator, found on the "Learn" tab of marshallreddick.com. Click on the image below to be taken directly to the interactive and customizable financial calculator.



Tables 1 and 2 shown below are the rates given to each investment determined by property class and the number of units.

Table 1: The maintenance rate and vacancy rate for each property class of 1-4 unit properties.

1 – 4 Units	A Class	B Class	C Class
Maintenance	8%	10%	13%
Vacancy	8%	10%	13%

Table 2. The maintenance rate and vacancy rate for each property class of 5 or more unit properties.

5+ Units	A Class	B Class	C Class
Maintenance	10%	12%	15%
Vacancy	8%	10%	13%

EXCEPTION: Maintenance percentage on properties 6 years old or newer.

When you are purchasing a property that is 6 years old or newer you have the privilege of dealing with less maintenance expenses during the first 6 years from the date the property was built. For the 6 years following a property's build date we use the maintenance rates below:

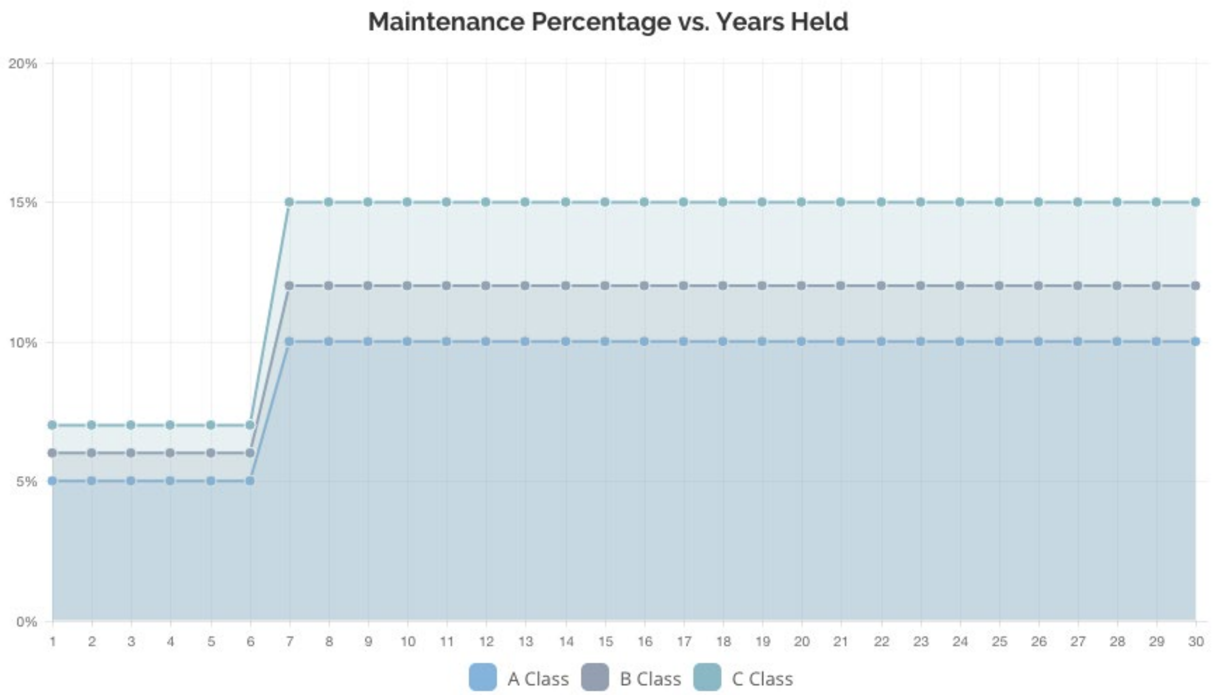
Table 3. The maintenance rate for properties that are 6 years old or newer.

All Properties	A Class	B Class	C Class
Maintenance	5%	6%	7%

After the 6th year the percentage of maintenance will go up to the property classes' standard percentage allocated for maintenance mentioned in Table 1 and Table 2.

For example, if an A Class property built in 2013 was purchased in 2015 the property will have 4 years left of the reduced maintenance at 5%. Once it is the year 2019, the property is now on its 7th year since being built and we be increased to the standard 8% for maintenance.

Figure 3: The maintenance rate is low for new builds in comparison to older properties in the first 6 years. Nonetheless, after 6 years from the time it was built, the maintenance rate increases to match that of other properties of the same property class. The figure below is showing the change in maintenance rate for properties with 5 or more units. The x-axis indicates the number of years held and the y-axis indicates the maintenance rate (percentage).



The rent for A Class properties is always higher than C Class properties in the same market. However, even though the maintenance percentage rates differ between property classes, the actual dollar-per-dollar basis is quite similar.

Table 4. Multiply rent by maintenance rate to determine dollar amount.

Dollar-per-Dollar Comparison Example	Rent	Maintenance Rate	Dollar Amount
A Class	$1200	8%	$96
B Class	$900	10%	$90
C Class	$700	13%	$91

For the example in Table 4, you can see that the dollar-per-dollar comparison shows only a $5 spread among the three property classes even with the significantly different rent amounts and maintenance percentage rates. As the landlord, you will select the same cost effective, average-valued item (such as an oven) to put inside an A Class property as you would a B or C Class property. You wouldn't purchase a $1000 oven for an A Class property, and a $200 oven for a C Class property. Instead, you would choose a mid-range value of a $650 oven for an A Class property and a $550 oven for a C Class property. This same theory goes with carpet, paint, windows, etc... as you renovate or repair a rental property.

Future Appreciation

Each MSA has different levels of home price appreciation; however, even within each MSA the median home price appreciation trends may vary by as much as 1% annually based on the property class. The higher the property class, the higher the potential future appreciation.

We obtain our data from the National Association of Realtors (NAR) and acquire the median home price for SFR's in each of the MSA's we are in for every quarter since 1989. We then take the annual appreciation rate for each market and calculate an appreciation trend over the past 25 years. The annual appreciation rate for each property class is then adjusted using the percentages shown in Table 5.

As with all things in life there is always an exception, and calculating future appreciation is no different. Occasionally, an MSA's average annual appreciation may get out of hand and have spikes of unsustainable growth within a market cycle. An example of this is in 2006 when Phoenix, Las Vegas, and Orange County were all having record-breaking years of appreciation back-to-back skewing the previous 25-year averages and trends. To balance these occasional extremes in the market, we cap the annual appreciation for all property as follows: A Class at 5%, B Class at 4.5%, and C Class at 4% annually, regardless of the average annual appreciation numbers the NAR data produces.

Table 5. Adjust the annual appreciation rate by the percentage correlating to the property class.

Property Class	Average Annual Appreciation Rate Adjustment
A Class	+0.5%
B Class	+0.0%
C Class	-0.5%

Table 6. At Marshall Reddick Real Estate, we prefer to balance the volatility of the markets' ups and downs by capping the annual appreciation rate of the property when projecting the potential appreciation of investment properties to mitigate your risk.

Property Class	Cap on Adjusted Average Annual Appreciation Rate
A Class	5%
B Class	4.5%
C Class	4%

Let's do an example. After 2006, many markets had just experienced a huge amount of appreciation in a very short time. Because of this, the appreciation trends for markets during that time rose dramatically, even when taking into account the past 25 years. Consider an example market with an appreciation trend of 6.8%. To project appreciation rates, we first apply a scale factor of 75%, giving a projected appreciation of 5.1%. Since this is higher than the cap rates in Table 6, an A Class property is adjusted to an annual appreciation rate of 5% instead of 5.6%, a B Class property is adjusted to an annual appreciation rate of 4.5% instead of 5.1%, and a C Class property is adjusted to an annual appreciation rate of 4% instead of 4.6%.

Where Marshall Reddick Real Estate Does NOT Invest

Luxury Class

These are the properties that everyone wants to own. The main factor to keep in mind is that you are not going to be living in your rental property and therefore do not need the penthouse suite, breathtaking ocean views, or a dock connected to your back porch. The Purchase Price-to-Rent ratio would be incredibly unfavorable and would require you to put down 50% or more with conventional financing in order to allow the property to breakeven. It would create a large monthly negative cash flow if you plan to buy and hold this property.

The major benefit is that Luxury Class properties can experience large upward swings of appreciation if purchased at the right time. If your heart is set on purchasing a luxury rental property, Marshall Reddick will provide it for you, however we would recommend you stick to the upper echelon A Class properties which will provide better Cash-on-Cash Returns and a higher Return-on-Investment over a 15-year hold.

D Class

If you have ever been in a neighborhood and felt uncomfortable for your safety, welcome to a D Class neighborhood. Many novice investors naively purchase D Class properties because they tend to look good on paper. However, in reality these tenants are bad news and will destroy your property, not pay rent, stay for short periods of time, and even leave in the middle of a lease. These properties are nothing but headaches and our property management teams will not manage them. If you are local to the property, manage it yourself, and are ready to take on a full time job, this may be the property class for you. But if not, stay away from D Class property.

Where Marshall Reddick Real Estate Invests

A Class

Although you cannot expect high cash flow, there are a ton of benefits to A Class properties. The biggest benefit being that you should receive the highest Return-on-Investment if you hold the property 15+ years. In addition, these tenants typically stay longer than other property class tenants (meaning lower vacancy), and take pride in where they live and what they own. Therefore, they will take better care of your property resulting in lower maintenance cost. Expect less maintenance and less vacancy with higher purchase prices and higher rents. This provides you with less work per dollar invested and greater tax benefits per property purchased.

B Class

These properties will provide you a balance of decent cash flow and decent appreciation. You can expect better annual Cash-on-Cash Returns compared to Luxury or A Class properties because there is more monthly cash flow with each B Class property. The tenants for these properties are middle-of-the-road, average, everyday, hard-working Americans, and although property values of B Class properties may not skyrocket, you can still expect appreciation over a 15-year period.

Insider Advice: *"Cash flow is the glue that holds the deal together long enough so that you can get rich through principal pay down and appreciation." -- Ross Nelson, CEO of Marshall Reddick Real Estate*

C Class

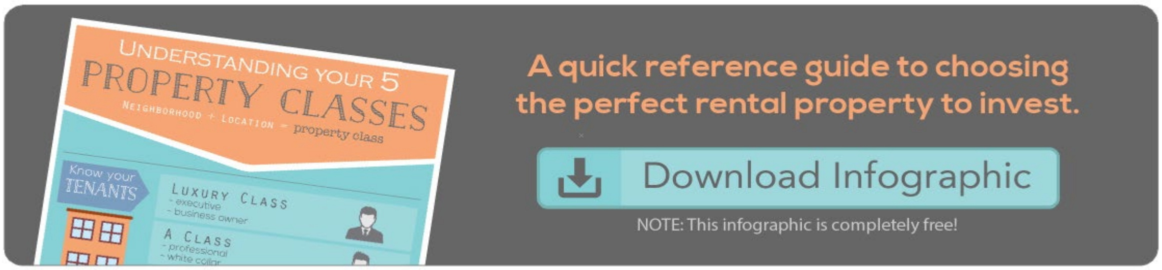
These properties are for maximizing your passive income *today*, and not worrying about your Return-on-Investment *tomorrow* (15+ years from now). You cannot have expectations of appreciation, but in return you will get high rent checks today for low purchase prices. In fact, these properties will give you a lower Return-on-Investment over a 15-year period even though you will have a higher Cash-on-Cash return today. The main focus with this property class is cash flow. However, you must keep in mind that the tenants in these properties will require higher levels of maintenance and vacancy compared to higher priced properties in the MSA, and more work for the landlord and property manager with less/smaller amounts of dollars invested.

Figure 4: This heat chart illustrates the corresponding nature of appreciation, cash flow, purchase price, tenant quality, and property class.

Final Thought

Using the Reddick Property Rating™ to categorize a potential real estate investment is a quick and easy way to clearly determine if a specific property fits your needs—cash flow, appreciation, or a combination of both. Whether you are an investor that prefers immediate cash flow, or has time to allow appreciation to grow your wealth, a property class does not imply that one property is inherently better, worse, or more suitable for an individual investor, they are just different. Now that you have this vital information, you have the ability to choose what works best for you. If you have enjoyed the information in this eBook, feel free to contact Marshall Reddick Real Estate and set up a complimentary real estate consultation with one of our Real Estate Advisors who can help you make your next investment.

At Marshall Reddick Real Estate we pride ourselves on providing valuable, timely, and relevant knowledge and guidance at no cost so your money can go towards your investments. Download, enjoy, and share with others our free Property Class infographic created as a quick reference to this publication.



Author:

Ross Nelson

CEO

As CEO, Mr. Nelson is responsible for the direction of the company and oversees the web development—allowing our investors, regional reps, real estate advisors, contractors, and property managers to work in unison on every real estate, trust deed, and mortgage transaction. He began his real estate career at Marshall Reddick at age 22, acquired his first investment property a year later, and many since. Mr. Nelson also has been a licensed California Real Estate Broker since 2009.

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