

REAL ESTATE INVESTING

Next Level Training

WEBINAR SERIES



DENMARK PROPERTIES

WWW.DENMARKPROPERTIESLLC.COM

A close-up, high-angle shot of a person's hand writing in a notebook on a wooden desk. The desk is cluttered with a laptop, a glass of iced coffee, and various papers. The lighting is warm and focused on the workspace. A large black circle is overlaid on the left side of the image, containing white text.

**WELCOME
TO THE
WEBINAR**

Thank you for joining our NEXT LEVEL WEBINAR SERIES

REAL ESTATE TERMINOLGY 101



ARV AFTER REPAIR VALUE

This is the value of the house once it has been repaired and is in Tip Top Shape. The ARV often helps investors determine what their exit strategy should be.



COMPS= COMPARABLES

Homes of similar age, style, condition, and size in a certain area. Comparables give investors an ideal of what a house could sell for or what price point they should buy it for.

Building Your Buyers List



BUYERS LIST

A list of potential buyers that maybe interested in properties you are trying to sell. A Buyer's List is important for wholesalers.

Email Us: DpHomeBuyer@gmail.com

REAL ESTATE TERMINOLOGY 101



WHOLESALER/ CO-WHOLESALER

The middle man of a transaction. They work on putting the house under contract with a seller and selling the contract to a buyer



ASSETS

Assets are things that generate an income.



ASSIGNMENT

Usually completed in a wholesale transaction.
Its when you give contract rights to purchase a property to someone else for a fee.

Email Us: DpHomeBuyer@gmail.com

REAL ESTATE TERMINOLOGY 101



AUTO RESPONDERS

Emails you can setup to automatically go out to different groups/ people in your database.



LANDING PAGE SQUEEZE PAGE

This is a page that allows clients to opt in their information such as name, email address, and phone number, before allowing them to view your website



DIRECT MAIL MARKETING

A popular form of marketing done in the form of letters, flyers, and postcards. This form of marketing is mailed to a target market in hopes of gaining leads and prospects

Email Us: DpHomeBuyer@gmail.com

REAL ESTATE TERMINOLOGY 101



BUY & HOLD

Buying a property with no intent to sell immediately. Often this term is referred to when an investor buys a house to rent for long term revenue. Many Investors believe that you buy low and hold to sell high.



APPRAISAL

An inspection done to determine how much the buyer should spend for a house based on houses that have sold in the area.



ROI

Return on Investment is how much money the investor profits at the end of the investment.

Email Us: DpHomeBuyer@gmail.com

CLASS BREAKDOWNS

A

90% Home Owners and 10% Renters

B

75% Home Owners and 25% Renters

C

50% Home Owners and 50% Renters

D

90% Renters and 10% Home Owners

Email Us: DpHomeBuyer@gmail.com

Questions AND Answers



Email Us: DpHomeBuyer@gmail.com

Email Us: DpHomeBuyer@gmail.com

THANK YOU FOR WATCHING OUR NEXT LEVEL SERIES!

See You For Our
Next Level
Series on
July 27, 2017

*Kindly get in touch to let us
know if you have any questions.*



