

HOW TO ANALYZE RENTAL PROPERTIES FOR MAXIMUM CASH FLOW

A Free Webinar from [BiggerPockets.com](https://www.biggerpockets.com)



Hosted by Brandon Turner, co-host of the BiggerPockets Podcast!



**HOW TO MAKE A KILLING BY
PURCHASING CASH FLOWING RENTAL
PROPERTIES – WITHOUT LOSING ALL
YOUR MONEY, TIME, AND REPUTATION!**

**EVEN IF YOU
ARE A REAL
ESTATE
NEWBIE**



**EVEN IF YOU
ARE NOT
SCROOGE
MCDUCK**



The "Secret" To Real Estate Success:

**EVERY PROPERTY
HAS A NUMBER THAT MAKES IT A
HOME RUN DEAL.**

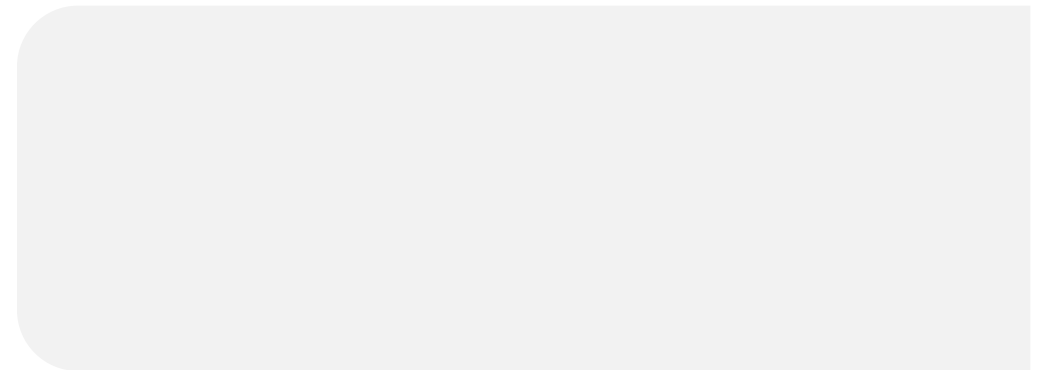
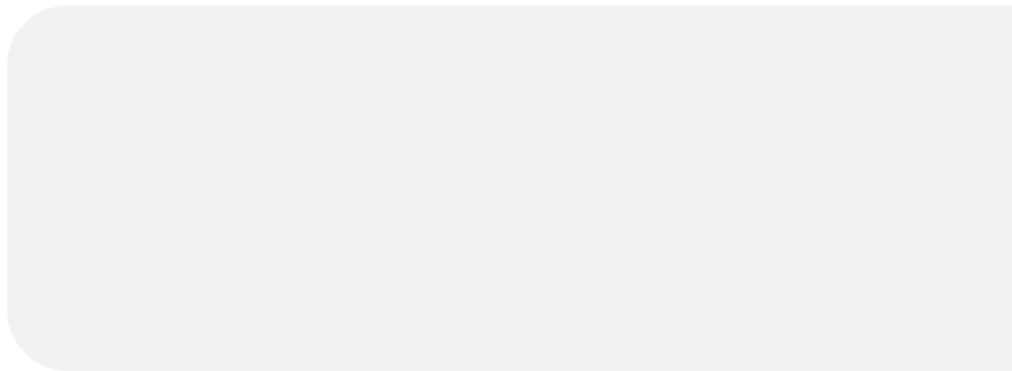
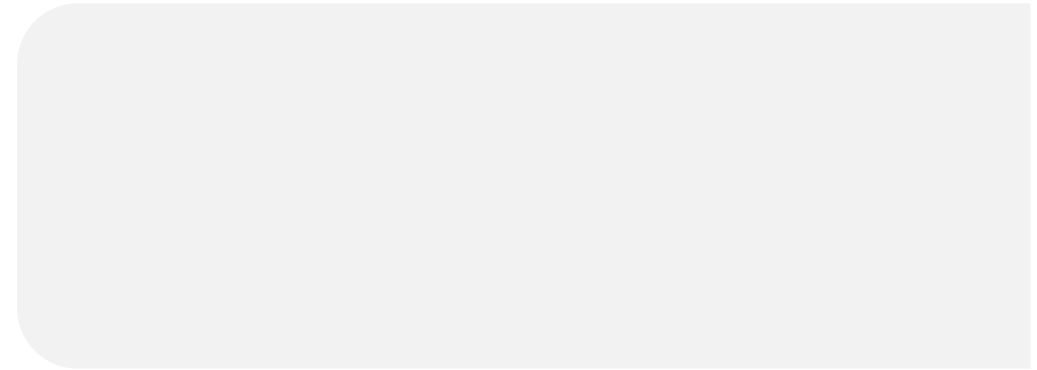
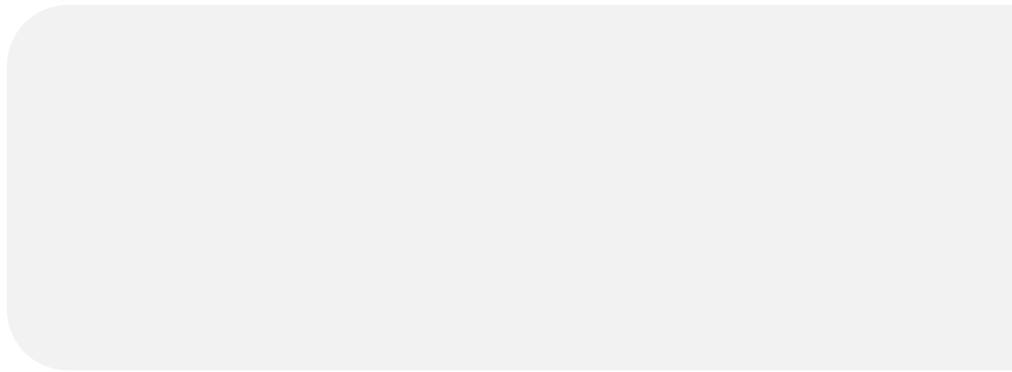
The "Secret" To Real Estate Success:

**EVERY PROPERTY
HAS A NUMBER THAT MAKES IT A
HOME RUN DEAL.**

TODAY YOU WILL LEARN HOW TO FIND THAT NUMBER.

- 
- **FIRE YOUR BOSS**
 - **TRAVEL MORE**
 - **SPEND MORE TIME WITH FAMILY**
 - **SLEEP IN**
 - **BUY COOL STUFF**
 - **GIVE MORE MONEY AWAY**
 - **SPEND TIME ON YOUR HOBBIES**

YOU ARE IN THE RIGHT PLACE IF..



YOU ARE IN THE RIGHT PLACE IF..

***You are looking to avoid
buying terrible real estate
deals!***

YOU ARE IN THE RIGHT PLACE IF..

***You are looking to avoid
buying terrible real estate
deals!***

***You want to buy home run
deals that help you achieve
financial freedom***

YOU ARE IN THE RIGHT PLACE IF..

You are looking to avoid buying terrible real estate deals!

You want to buy home run deals that help you achieve financial freedom

You are interested in rental property investing and are either new or experienced

YOU ARE IN THE RIGHT PLACE IF..

You are looking to avoid buying terrible real estate deals!

You want to buy home run deals that help you achieve financial freedom

You are interested in rental property investing and are either new or experienced

You have limited time to dedicate to real estate investing and you need to maximize every moment.

FREE WORKSHEET

Trust me... you'll want this.

www.BiggerPockets.com/712worksheet

Name: _____

How to Analyze Rental Properties for Maximum Cash Flow!

A Free Webinar from BiggerPockets.com

Free Gift #1: www.BiggerPockets.com/ _____

Free Gift #2: www.BiggerPockets.com/ _____

Free Gift #3: www.BiggerPockets.com/ _____

1. Cash Flow = _____ minus _____
2. Remember: Math is _____.
3. Common Expenses:

4. Cash on Cash ROI = _____ / _____.
5. When you define your _____, and _____ to it for an extended period of time, the _____ take care of themselves.
6. How often will you analyze deals? ____ per ____ day? __ week?

URL for the BiggerPockets Rental Property Software: www.BiggerPockets.com/analysis

"A Year from Now You May Wish You Had Started Today" -Karen Lamb

TODAY'S AGENDA

We're going to cover a LOT

- Worksheet download!
- Free Door Prizes
- About me and BP
- Why analysis matters
- How to analyze deals by hand
- How to analyze deals using BiggerPockets Analysis tools
- My analysis process
- Other Pro tools
- Question/Answer

DOOR PRIZES!

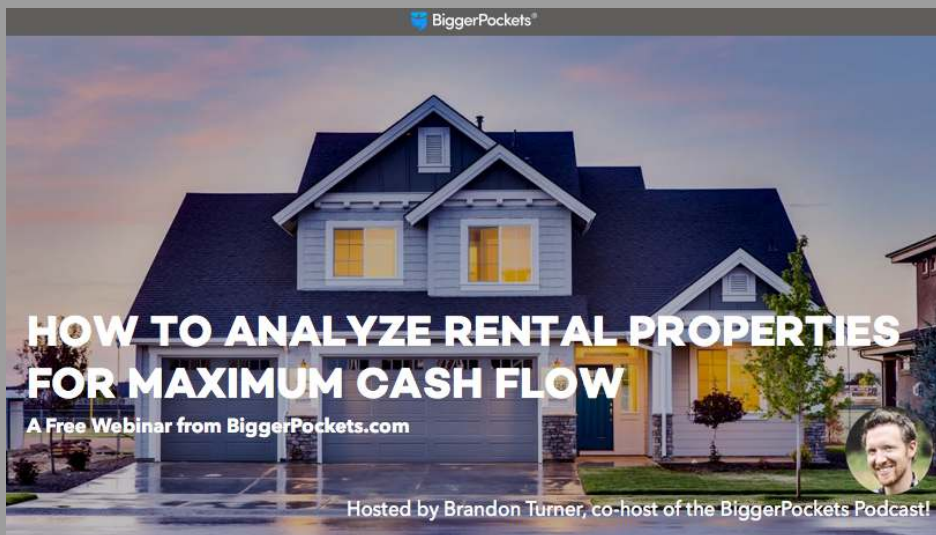
JUST FOR SHOWING UP



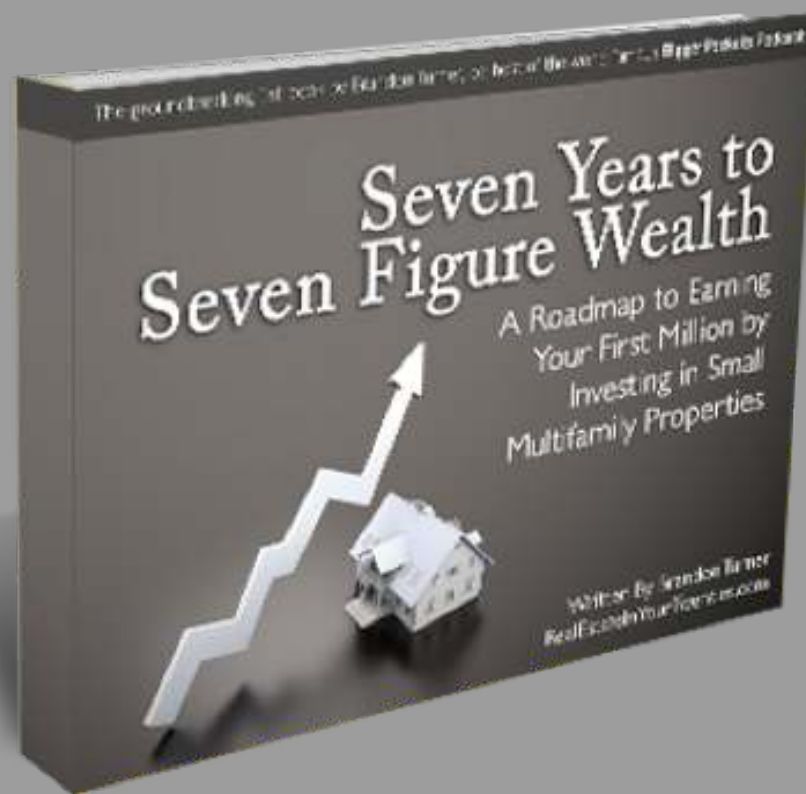
www.BiggerPockets.com/books

DOOR PRIZES!

JUST FOR SHOWING UP



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ABOUT US

ABOUT US



BIGGERPOCKETS

The real estate investing social network, marketplace, and information hub.

Blogs, forums, podcasts, webinars, webinar replays, analysis tools, networking, books, videos, and more all designed to help you use real estate investing to achieve your goals.

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BRANDON TURNER
Real Estate Investor
Grays Harbor County, WA

- Landlord & Flipper
- Co-host of the BiggerPockets Podcast
- Married to Heather, new dad of Rosie
- Author of... several books!
- Super tall (6'5"!)





CLUBHOUSE

-\$200 / month
-\$20,000 equity



A two-story house with a red overlay. The house has a gabled roof, a front porch with columns, and several windows. The text '- \$10,000 flip' is overlaid in white, bold, sans-serif font.

- \$10,000 flip



4-plex

A row of colorful townhouses with a person on a porch. The image is overlaid with a semi-transparent blue filter. The text is white and bold. The person is standing on a porch, holding a child.

\$1,000 / month

4-plex



4/5 plex



\$1,100 / month

4/5 plex



Triplex



\$1,700 / month

Triplex



***IT DOESN'T TAKE A MILLION
RENTAL PROPERTIES TO
ACHIEVE FINANCIAL
FREEDOM.***

***IT JUST TAKES THE RIGHT
ONES.***

HOW TO ANALYZE REAL ESTATE DEALS BY HAND



CASH FLOW

Cha Ching!


A photograph of a living room with a wooden ceiling and large windows. A grey sofa is in the foreground, and a round clock is on the wall. The text is overlaid on the image.

INCOME
-EXPENSES

= CASH FLOW

EXPENSES:

- Mortgage
- Taxes
- Insurance
- Vacancy
- Repairs
- CapEx
- Water
- Sewer
- Garbage
- Gas
- Electricity
- HOA Fees
- Snow / Lawn Care
- Property Management

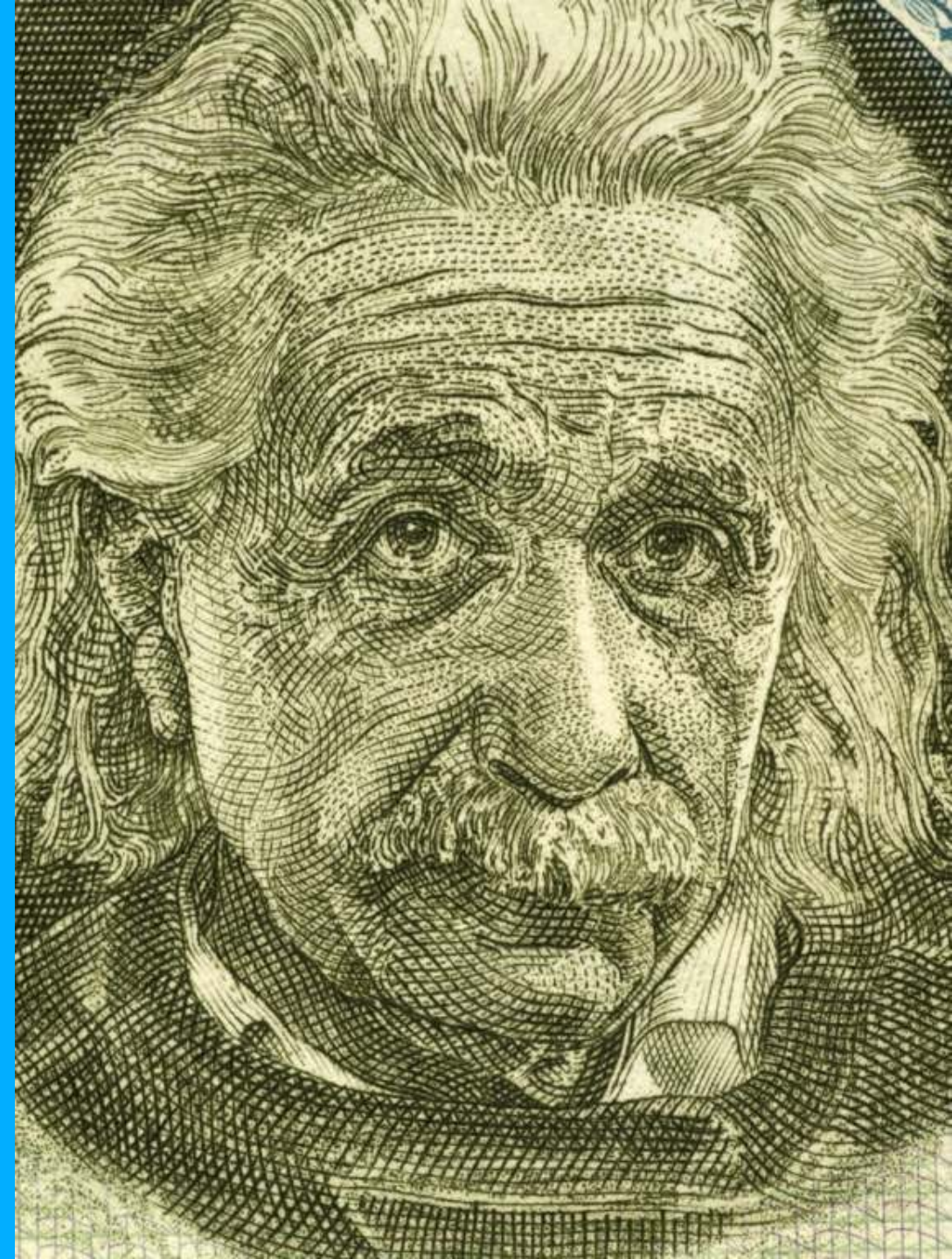
A modern living room with large windows overlooking a lush garden and forest. The text "HOW DO YOU KNOW THESE EXPENSES?" is overlaid in large white letters. The room features a light-colored sofa with patterned cushions, a wooden coffee table with candles, and a large clock on the wall. The view outside shows a well-maintained garden with various plants and a wooden deck.

**HOW DO YOU
KNOW THESE
EXPENSES?**

A photograph of a modern living room with large windows overlooking a garden and forest. The room features a light-colored sofa with patterned pillows, a wooden coffee table with candles, and a large clock on the wall. The text "Let's look at a real life example." is overlaid in white, bold, italicized font.

***Let's look at a
real life
example.***

Remember:
**MATH IS
RELATIVE**



Back to search | viewing: home > homes for sale > washington > grays harbor county > montesano, wa > 535 w end pl

Previous Property | Next Property

Home For Sale - Active

535 W End Pl

Montesano, WA 98563

\$74,900

Estimate Payment

- Save
- Share
- Print



3 Beds
 1 Full
 1,446 Sqft

2 of 25
 49 days on realtor.com

Tell Me More About This Property

Full Name

Your Email

Phone

Message (optional)

I would like more information regarding this property at 535 W End Pl , Montesano,WA 98563

I want to get pre-approved by a lender.

Request More Details

By sending a request you agree to our [Privacy Policy](#)

Presented by
Jamie Quigg

Brokered by
Windermere RE/Aberdeen

Nearby Homes for Sale





DEAL

or

NO DEAL?

A photograph of a living room with a wooden ceiling and large windows. A grey sofa is in the foreground, and a round clock is on the wall. The text is overlaid on the image.

INCOME
-EXPENSES

= CASH FLOW

INCOME

\$995

EXPENSES



EXPENSES

- Taxes \$124.94
- Insurance \$45.00
- Vacancy \$49.75 (5%)
- Repairs \$49.75 (5%)
- CapEx \$179.10 (18%)
- Water \$0
- Sewer \$0
- Garbage \$0
- Gas \$0
- Electricity \$0
- HOA Fees \$0
- Snow / Lawn Care \$0
- Property Management \$99.50 (10%)

OPERATING EXPENSES: \$548.04

INCOME


\$995

EXPENSES

\$548.04



**WHAT
EXPENSE DID
WE NOT YET
INCLUDE?**

A modern living room with large windows overlooking a lush garden and forest. The text "THE MORTGAGE PAYMENT" is overlaid in large white letters. The room features a light-colored sofa with patterned pillows, a wooden coffee table with candles, and a large clock on the wall. The view outside shows a well-maintained garden with various plants and a wooden trellis, leading to a paved patio area with wooden furniture. The background is a dense forest of green trees.

THE MORTGAGE PAYMENT

Back to search | viewing: home > homes for sale > washington > grays harbor county > montesano, wa > 535 w end pl

Previous Property | Next Property

Home For Sale - Active

535 W End Pl

Montesano, WA 98563

\$74,900

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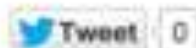
\$74,900

x 80%

\$59,920.00



Mortgage Payment Calculator



Loan Amount *

\$ 59920

Loan Period (years) *

30

Interest Rate *

5

Annual Taxes

\$

Annual Insurance

\$

[Calculate Monthly Payment](#)

Use of this calculator signifies your agreement to our [Terms of Use](#) and the terms posted below.

Calculator Results

Total Monthly Payment:	\$321.66
Monthly Principal + Interest (P&I)	\$321.66
Monthly Taxes	-
Monthly Insurance	-

INCOME

\$995

EXPENSES

\$548.04

+321.66

\$869.70

INCOME
-EXPENSES

=CASH FLOW

\$995

-869.70

\$125.30



***IS \$125.30 A
GOOD AMOUNT
FOR CASH
FLOW?***

A rustic living room with a green sofa, a wooden coffee table, and large windows overlooking a forested landscape. The room features wood-paneled walls and ceiling, a round clock on the wall, and a large vase with dried branches. The text "RETURN ON INVESTMENT" is overlaid in large, bold, white letters.

RETURN ON INVESTMENT



Cash on Cash

***Return on
Investment
(COROI)***

(The return on investment just from the cash flow)

A photograph of a living room with a light-colored sofa, a round clock on the wall, and large windows overlooking a garden. The text is overlaid on the image.

COROI =

$\frac{\$ \text{Annual Cash Flow}}{\text{Total Invested Capital}}$

COROI =

$\frac{\$125.30 \times 12 \text{ months}}{\text{Total Invested Capital}}$

COROI =

$\frac{\$ \text{Annual Cash Flow}}{\text{Total Invested Capital}}$

COROI =

$\frac{\$1503.60}{\text{Total Invested Capital}}$

COROI =

$\frac{\$ \text{Annual Cash Flow}}{\text{Total Invested Capital}}$

COROI =

$\frac{\$1503.60}{\text{??}}$

HOW MUCH DID WE PUT INTO THIS DEAL?



HOW MUCH DID WE PUT INTO THIS DEAL?

<i>Down Payment:</i>	\$14,980.00
<i>Closing costs:</i>	\$ 3,500.00
<i>Repairs:</i>	\$ 8,500.00
<i>Misc Other:</i>	\$ 2,500.00
	<hr/>
	\$29,480.00

COROI =

$\frac{\$ \text{Annual Cash Flow}}{\text{Total Invested Capital}}$

COROI =

$\frac{\$1503.60}{??}$

COROI =

$\frac{\$ \text{Annual Cash Flow}}{\text{Total Invested Capital}}$

COROI =

$\frac{\$1503.60}{\$29,480.00}$

COROI =

$\frac{\$ \text{Annual Cash Flow}}{\text{Total Invested Capital}}$

COROI = 5.1%



**IS 5.1% A GOOD
AMOUNT FOR
CASH ON CASH
RETURN?**

BRANDON'S METRICS:

- ***\$100/month/unit (multi)***
- ***\$200/month (single)***
- ***12% Cash on Cash Return***



The "Secret" To Real Estate Success:

**EVERY PROPERTY
HAS A NUMBER THAT MAKES IT A
HOME RUN DEAL.**



TOTAL RETURN ON INVESTMENT

(Now we're getting somewhere...)

What if I hold for 5 years?

***What if prices appreciate
5%? 0%?***

***What if my expenses climb
5%? 0%?***

A photograph of a young man and woman smiling and embracing each other in front of a brick wall. The man is on the right, wearing a white shirt, and the woman is on the left, wearing a grey top. They are both looking towards the camera with happy expressions.

The Easiest Way to Analyze Real Estate Investment Properties

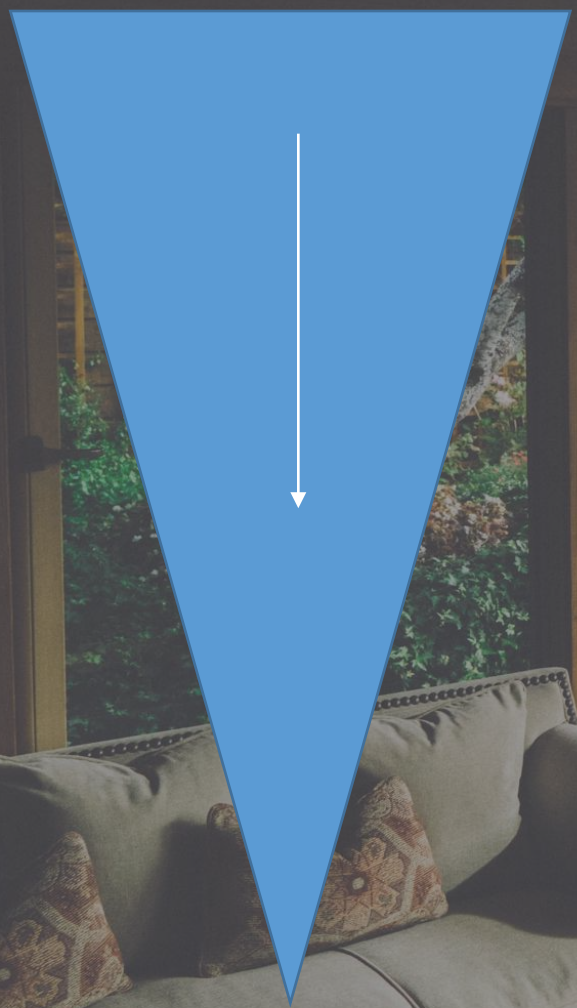
The BiggerPockets Investment Property Calculators will help you quickly and accurately estimate the potential profit of your next rental, flip, BRRRR, or wholesale deal.

[Click Here to Start Your Analysis](#)

A photograph of a living room with a large window. The room features a grey sofa with patterned pillows, a wooden coffee table, and a large vase with dried branches. The window looks out onto a garden with various plants and a wooden trellis, with a dense forest in the background. The text 'MY DEAL ANALYSIS PROCESS' is overlaid in large white letters.

MY DEAL ANALYSIS PROCESS

It's just a funnel, folks...



•

•

•

•

LEADS

ANALYSIS

OFFER

ACCEPTED

Principle #5: Commit to Your Process

If there is any not-so-obvious secret to sales success, this is it: **Commit to your process (without being emotionally attached to your results).** Every result that you desire—from improving your physique to increasing your sales—is preceded by a process that is required to produce the result. When you define YOUR process, and commit to it for an extended period of time, the results take care of themselves. There's no need to ever stress or worry about how a day, week, or even a month of selling goes—so long as you're committed to your process over the long haul.

Yet, as human beings, it is natural for us to be emotionally attached to our results. It's human nature. As salespeople, we allow

THE 90 DAY CHALLENGE:

For those committed to getting a deal this year...

***REAL
ESTATE
INVESTING
OFTEN
FEELS LIKE
THIS:***



***BUT THAT'S
A LIE.***

***THIS IS
WHAT REAL
ESTATE
INVESTING IS
- WHEN YOU
USE MATH.***

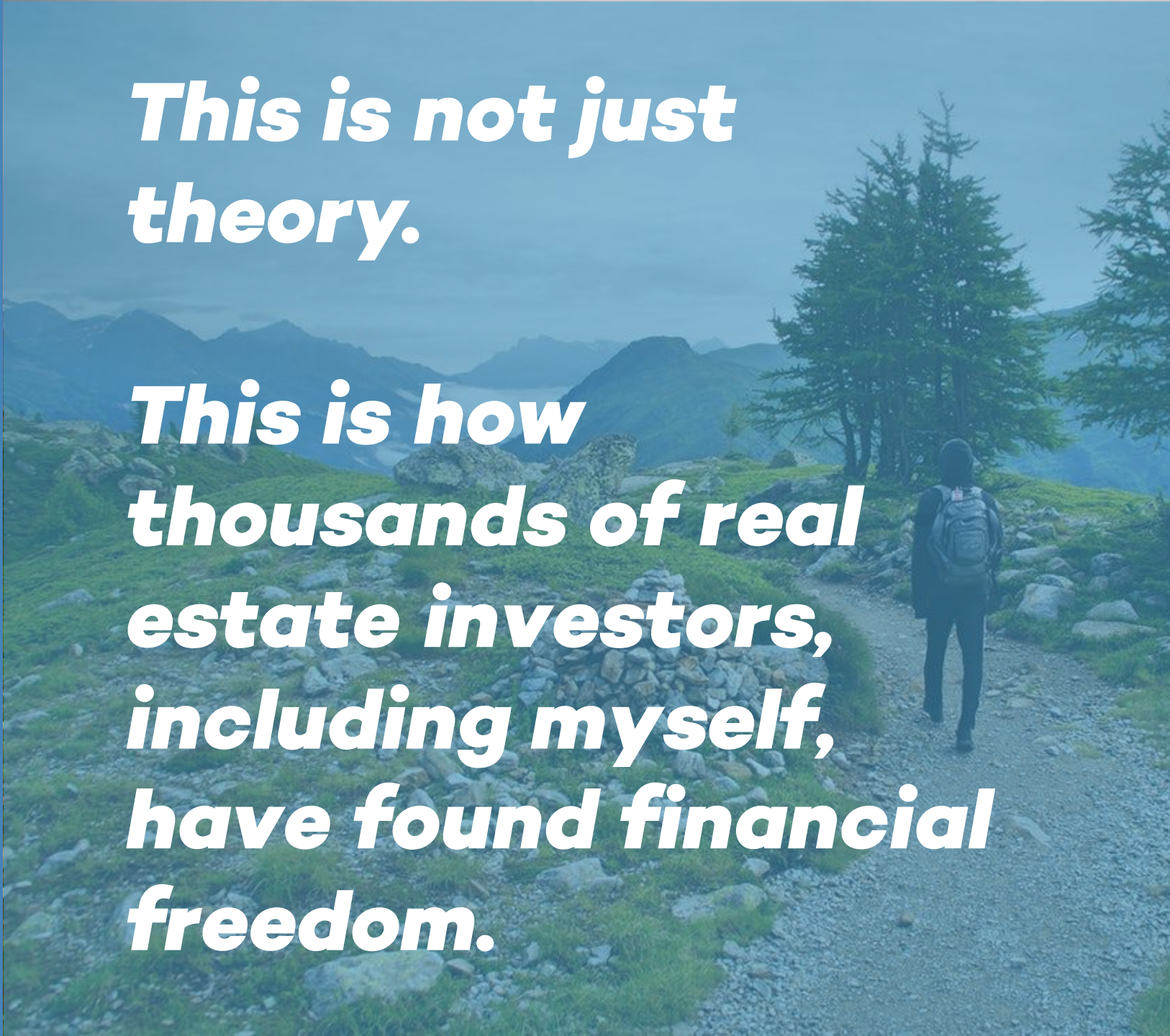


A hiker with a backpack is walking away on a gravel trail in a mountainous, hazy landscape. The scene is overlaid with a semi-transparent blue filter. On the left, there is a solid blue vertical bar. Centered over the image is white, bold, italicized text.

***AND AT
BIGGERPOCKETS
WE BUILD TOOLS
TO HELP
INVESTORS ON
THEIR JOURNEY.***

***This is not just
theory.***

***This is how
thousands of real
estate investors,
including myself,
have found financial
freedom.***

A person with a backpack is walking away on a rocky mountain trail. The background shows a vast mountain range under a cloudy sky. The scene is overlaid with a semi-transparent blue filter.

SO-

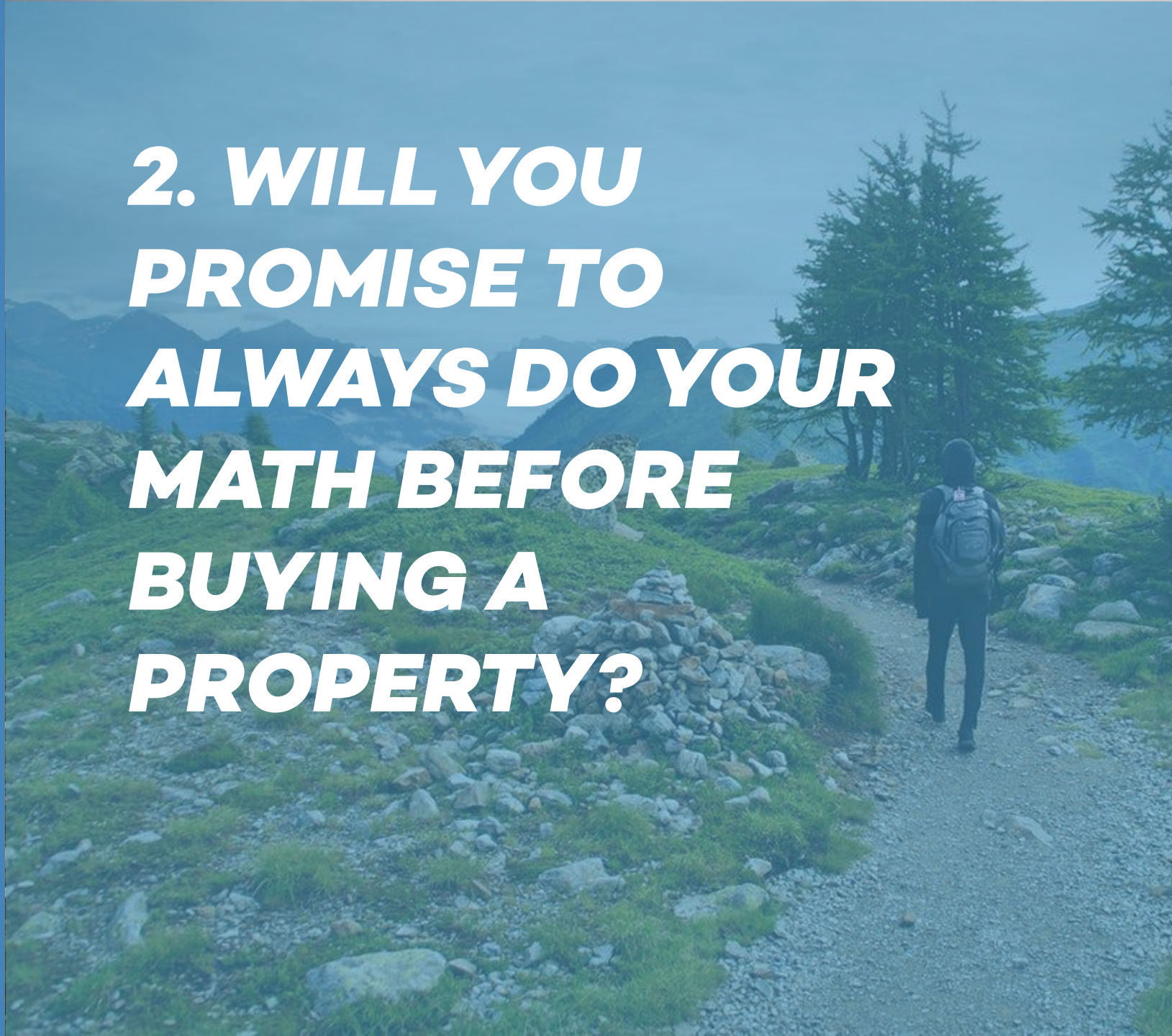
**HERE ARE
THREE
BIG
QUESTIONS:**




***1. ARE YOU
COMMITTED TO
ANALYZING DEALS
CORRECTLY?***



**2. WILL YOU
PROMISE TO
ALWAYS DO YOUR
MATH BEFORE
BUYING A
PROPERTY?**



A hiker with a backpack is walking away on a rocky, gravelly trail in a mountainous landscape. The background shows rolling hills, a valley with a lake, and evergreen trees under a clear sky. The overall scene is in a cool, blue-toned color palette.

**3. DO YOU FEEL
MORE CONFIDENT
ABOUT
PURCHASING YOUR
FIRST (OR NEXT)
PROPERTY NOW?**

GREAT!

GREAT!

But...

A row of colorful houses with a quote overlay. The houses are in shades of red, blue, and green. A woman is standing on the porch of the blue house, holding a child. A white fence is in the foreground.

“

“If more information was the answer - we would all be billionaires with perfect abs.” *-Derek Sivers*

So... What's the key to success?



So... What's the key to success?

ACTION





Dennis Galvan

11:52 AM (0 minutes ago)



to me 

Hey Brandon,

Wanted to thank you and BP. After attending your webinar on how to make \$1000000 in real estate I got inspired to take action. So last week I closed on my first deal. I now have a triplex that is rented and will cash flow very well for me. I can now call myself a real estate investor. I have a plan moving forward and will make my business a success.

Thank you



“

“If you really want to do something, you’ll find a way. If you don’t, you’ll find an excuse.”

- Jim Rohn

***I don't know
why you came
here today.***

Tired of working your full-time job?

***Need to start preparing for your
future retirement?***

Tired of being a “wantrepreneur?”

***HERE'S WHAT I
KNOW...***

HERE'S WHAT I KNOW...

Our goal at BiggerPockets is to help you reach your financial goals through real estate.

HERE'S WHAT I KNOW...

Our goal at BiggerPockets is to help you reach your financial goals through real estate.

So we've created some incredible tools to help you get there faster and with less pain through a BiggerPockets Pro Membership.



 BiggerPockets®

PRO

BiggerPockets PRO

BiggerPockets PRO

- **Unlimited access to the BP Analysis tools**

BiggerPockets PRO

- **Unlimited access to the BP Analysis tools**
- **Powerful networking with [BiggerPockets.com/meet](https://www.biggerpockets.com/meet)**

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- **Post have/needs in the BiggerPockets Marketplace**

BiggerPockets PRO

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- **Unlimited Keyword Alerts with text message alerts**

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- **Unlimited Keyword Alerts with text message alerts**
- **Unlimited Webinar replays**
- **Show your commitment with a Pro Badge**
- **Build trust and credibility with a Profile Video**

“



Just wanted to say thank you for the webinar. It was very informative and gave me several good ideas. I signed up for pro and used the calculator you demonstrated to evaluate and make offers on 2 deals I found. 1 was accepted (currently listed on Marketplace) the other the seller was unyielding in price even after I showed them the numbers (oh well their loss). So again I just wanted to say hello and thanks.

How much is BiggerPockets Pro?

\$100,000

\$50,000

\$20,000

\$10,000

How much is BiggerPockets Pro?

~~\$100,000~~

~~\$50,000~~

~~\$20,000~~

~~\$10,000~~

How much is BiggerPockets Pro?

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\$2,000

How much is BiggerPockets Pro?

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~~\$10,000~~

~~\$2,000~~

How much is BiggerPockets Pro?

~~\$100,000~~

~~\$50,000~~

~~\$20,000~~

~~\$10,000~~

~~\$2,000~~

\$290.00
PER YEAR!

How much is BiggerPockets Pro?

~~\$100,000~~

~~\$50,000~~

~~\$20,000~~

~~\$10,000~~

~~\$2,000~~

\$290.00

PER YEAR!

BUT-

BONUS #1

Save 20% **every year** on
your Pro Annual
Membership!

Use code **712** when
upgrading to
BiggerPockets Pro!



BONUS #2

Free with your Pro Annual Subscription!

Get the 2012 BP
Conference Audio - a **\$300**
Value!

Listen to over 25 hours of
real estate education from
the smartest investors in
the industry!

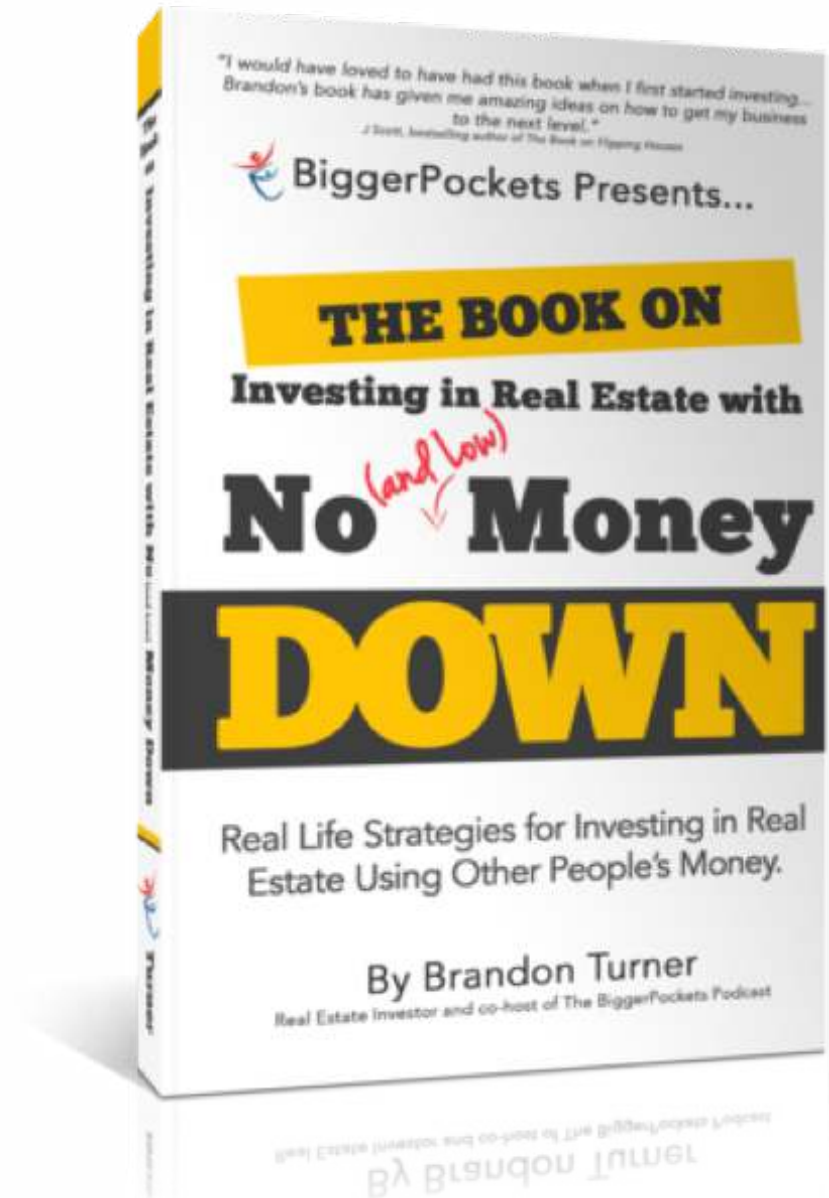


BONUS #3

Free with your Pro Annual Subscription!

Get a digital copy of "The Book on Investing in Real Estate with No (and Low) Money Down!"

a \$19.00 Value!

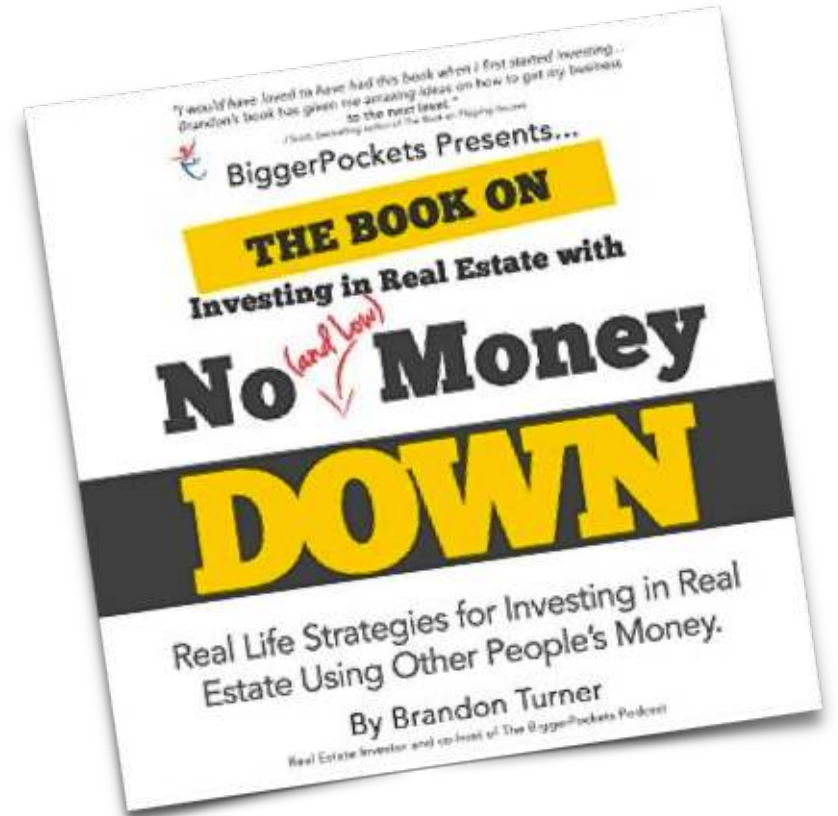


BONUS #4

Free with your Pro Annual Subscription!

Get the audiobook of "The Book on Investing in Real Estate with No (and Low) Money Down!"

a \$19.00 Value!

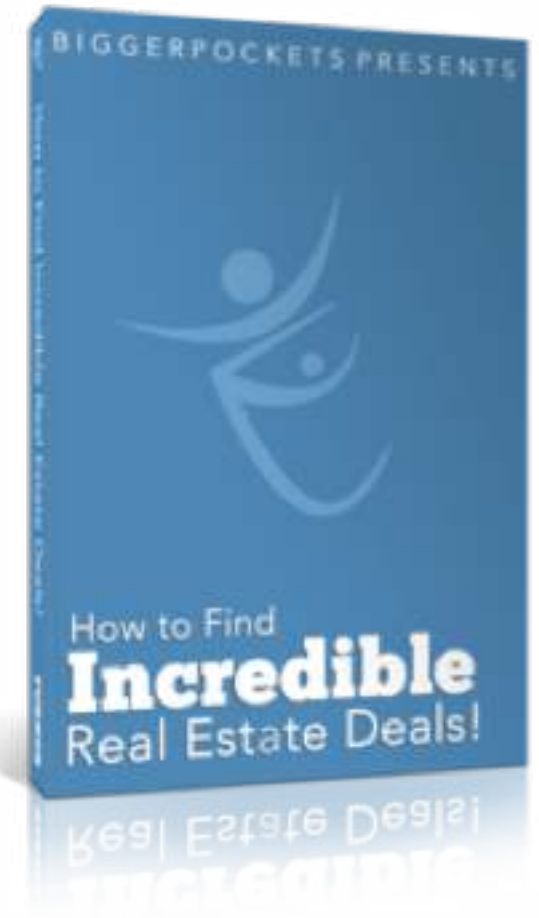


BONUS #5

Free with your Pro Annual Subscription!

Get a free download of
"How to Find Incredible
Real Estate Deals" eBook
by Brandon Turner!

a **\$19.00 Value!**



BONUS #6

Free with your Pro Annual Subscription!

"Other People's Money" Interviews:

Get exclusive access to
over 6-hours of interviews
with today's most
"creative" real estate
investors!

a \$500.00 Value!

Ben Leybovich

Chad Carson

J Scott

Douglas Larson

Mike Simmons

Michael Blank

Aaron Mazzrillo

*Over 6 hours of
video content!*

BONUS #7

Free with your Pro Annual Subscription!

Get exclusive access to a 2-hour video recording of "Investing in Real Estate with No (and Low) Money Down - Live" with Brandon Turner

a \$200.00 Value!



BiggerPockets PRO

Take Action Today! Get all these bonuses for a limited time when you upgrade to Pro Annual

- **20% off a Pro Annual Membership** **\$58/year value**
- **2012 Conference Audio** **\$300 value**
- **No/Low Money eBook** **\$19**
- **No/Low Money Audio** **\$19**
- **How to Find Deals eBook** **\$19**
- **Other People's Money Interviews** **\$19 value**
- **No Money Live! Video Recording** **\$200 value**

Over \$600 Value in Bonuses!

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FAQs:

Pro Annual Vs. Monthly?

FAQs:

Plus?

FAQs:

Already Pro?

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DOOR PRIZES

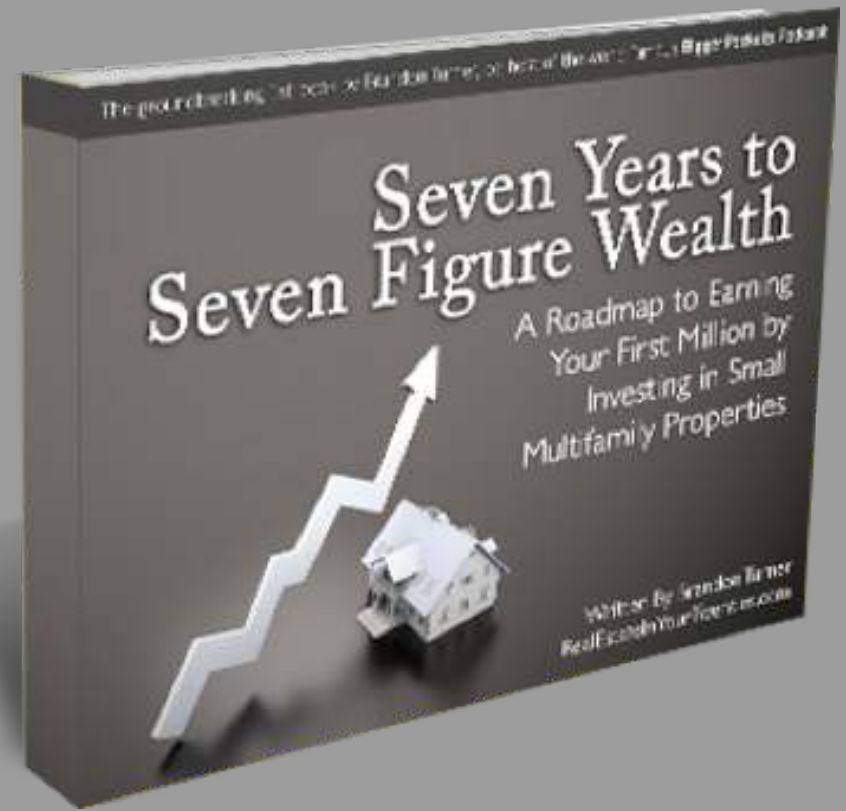


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www.BiggerPockets.com/7years

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I thought I would write you today to tell you about the impact that bigger pockets has had on my life and my families life. 1 year ago today I closed my first deal and since that time my life has completely changed today I own or have contracted 26 units or sites to build. I have completed 8 flips I have wholesold 41 deals and have participated in completing 34 retail transactions. 1 year ago today i was broke. I had just turned 29 and we couldn't even afford a birthday present for me. Now we have hundreds of thousands of dollars in the bank and more coming in equity in our home thousands coming in every month from rental income.

“



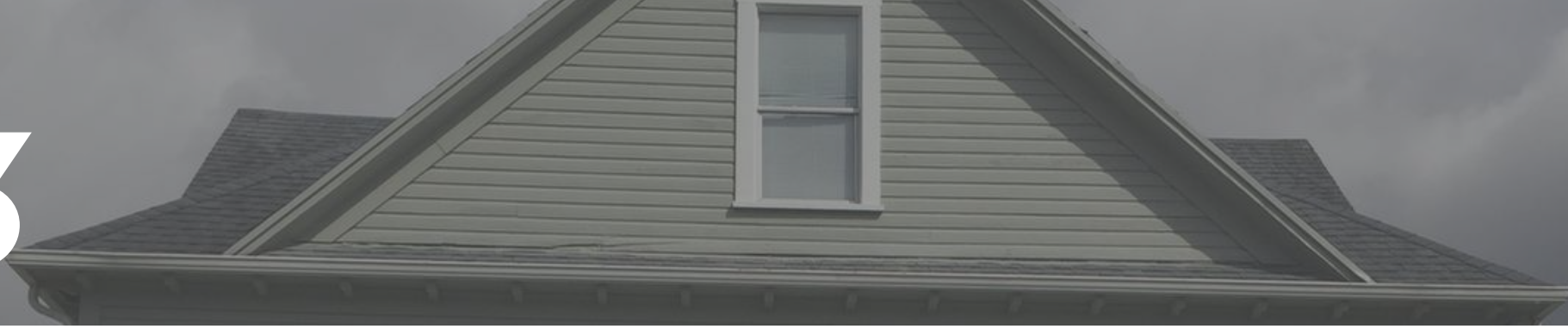
Erich [redacted]@gmail.com>

to me ▾

Brandon,

I wanted to THANK YOU for the Bigger Pockets website. I have been battling with cancer and am on my 5th round, but looks like I may just win this battle. With the tools your provide, persistence and determination, I have been able to purchase 3 units in just this year. I just got acceptance on another duplex and am ecstatic. All properties are positive cash flow and my goal is to reach my job's salaried income. I'm on disability income now, but not letting that stop me.

Thank you tremendously,
Erich - 5th round cancer survivor (and still going)



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