

# Using the BRRRR Method to Achieve Financial Freedom FASTER



**Hosted by David Greene**  
Co-host of The BiggerPockets Podcast

Instagram: @DavidGreene24

Twitter: @DavidGreene24

LinkedIn: @DavidGreene24

Follow me on Facebook: DavidGreene24

Youtube: /DavidGreeneRealEstate



**WELCOME!**

# WHAT YOU'LL LEARN TODAY

I'll show you just exactly what the **BRRRR** method is, including

- How to make it work for you
- Why it's the best method to use for buying real estate
- What you need to know to do it well
- How it can exponentially grow your wealth
- How to combine it with BP technology to take all the guesswork out of RE investing



# STAY TO THE END FOR TWO AWESOME DOOR PRIZES!



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**WHY ARE WE TEACHING  
THIS FOR FREE?**



BiggerPockets®

# ABOUT ME



**DAVID GREENE**  
Real Estate Investor  
Discovery Bay, CA

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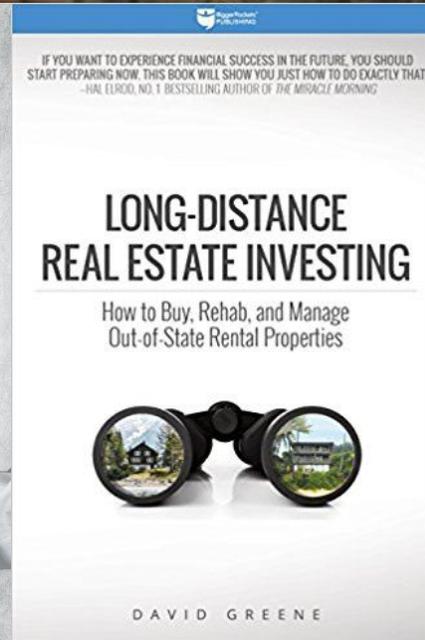
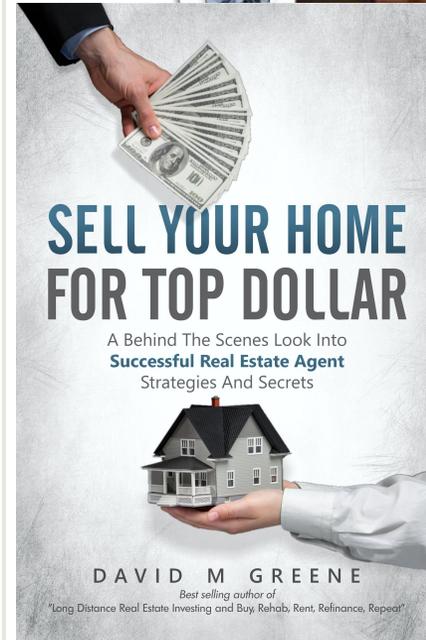


# ABOUT ME



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- Real Estate Investor
- Co-host of the BiggerPockets Podcast
- Author (3 books and counting!)



**\$ Buy.**  
**✂ Rehab.**  
**🏠 Rent.**  
**\$\$ Refinance.**  
**🔄 Repeat.**

*The BRRRR Rental Property Investment Strategy Made Simple.*

**David Greene**  
Bestselling author of *Long-Distance Real Estate Investing*

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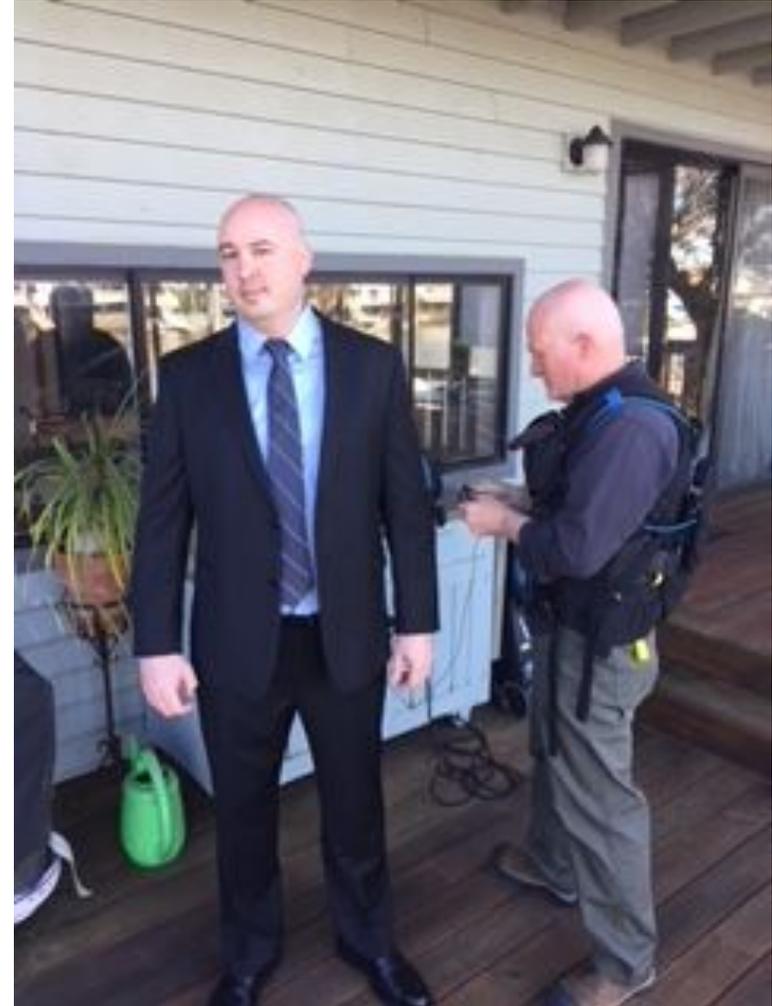


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But...

# THE HUMBLE TRUTH

Over time I discovered “the truth” about scaling a real estate portfolio effectively - and I’m gonna share it with you today - so you can cut short the **learning** and **testing** and **failing time**.

Get the good info without the embarrassing bad experiences.



# TODAY...

## Today:

- 30+ units in four states
- Shares in three large apartment buildings
- Own mortgage notes and shares in note funds
- 100% of my bills paid for by real estate
- Best selling book on Amazon
- Featured on HGTV's "House Hunters", Forbes, and CNN



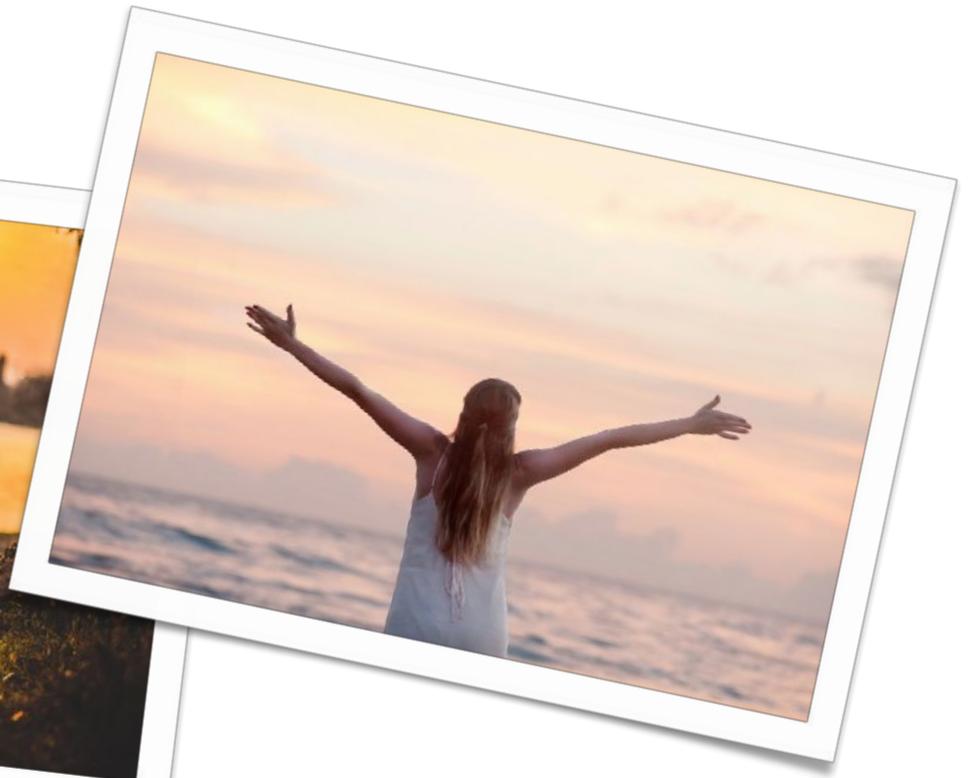
# WHAT WE'RE TALKING ABOUT TODAY:

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**FINANCIAL**

**FREEDOM**

**FASTER**



# BRRRR

- BRRRR takes wealth building and allows it to **explode**

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- Works on **Big Deals** and **Small Deals**

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- Works great in **today's competitive market**
- You can **outbid** house flippers and wholesalers
- A strong **hedge** against inflation
- Reduces rental property expenses and headaches and helps you attract better tenants with **less management**

**BUT...**

# 99% OF THE PROPERTIES OUT THERE ARE NOT DEALS.

YOU HAVE TO:

- a.) **Understand** how BRRRR works &
- b.) **Analyze** for the best BRRRR deals
- c.) Take **consistent action**

**ARE YOU READY TO  
LEARN?**

**ARE YOU  
COMMITTED TO  
FOCUSING?**

**ARE YOU  
COMMITTED TO  
TAKING ACTION?**

**BRRRR:**



**BRRRR:**

**BUY**



**BRRRR:**

**BUY**

**REHAB**



**BRRRR:**

**BUY**

**REHAB**

**RENT**



**BRRRR:**

**BUY**

**REHAB**

**RENT**

**REFINANCE**

**BRRRR:**

**BUY**

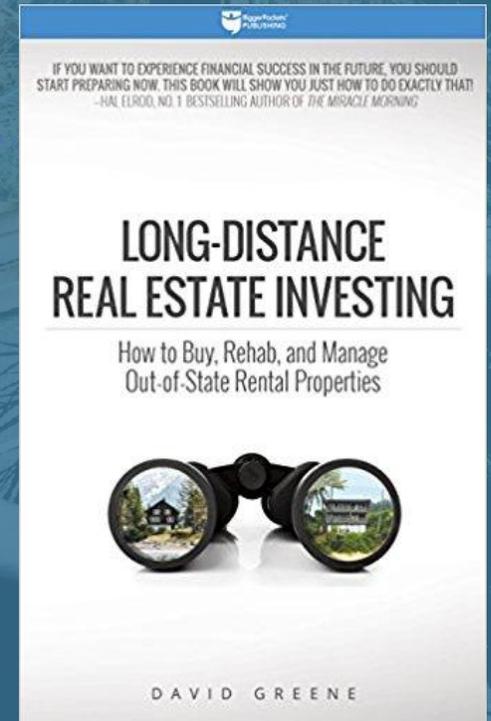
**REHAB**

**RENT**

**REFINANCE**

**REPEAT**

- Alexon
- Purchased for 45k
- Rehab of \$8500
- Total of 53k
- Appraised at 95k
- Pulled out \$71,250
- Bank gave me the difference of \$23,750
- Cash flows at \$250 a month after refi
- Now worth 130k
- total equity created = \$77,000
- What would \$77,000 do for you and your family's future?



**If you master the BRRRR  
method,  
you will master real  
estate investing**

**Let's go through each  
step of the BRRRR  
strategy in detail!**

**BUY**

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**You make your money when you buy**



**BUY**

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**If you know what price to offer on a property,  
you have nothing to fear in real estate**

# BUY

**You make your money when you buy**

**If you know what price to offer on a property,  
you have nothing to fear in real estate**

**Every property has a “home run” number**

# How do I know what to offer?



## How do I know what to offer?

When you make real estate less about emotion, and more about math, you take the scary and complicated and make it fun and simple



# THE “Quick and Dirty” FORMULA

**Acquisition (sales price) + Rehab  
= 75% of ARV**

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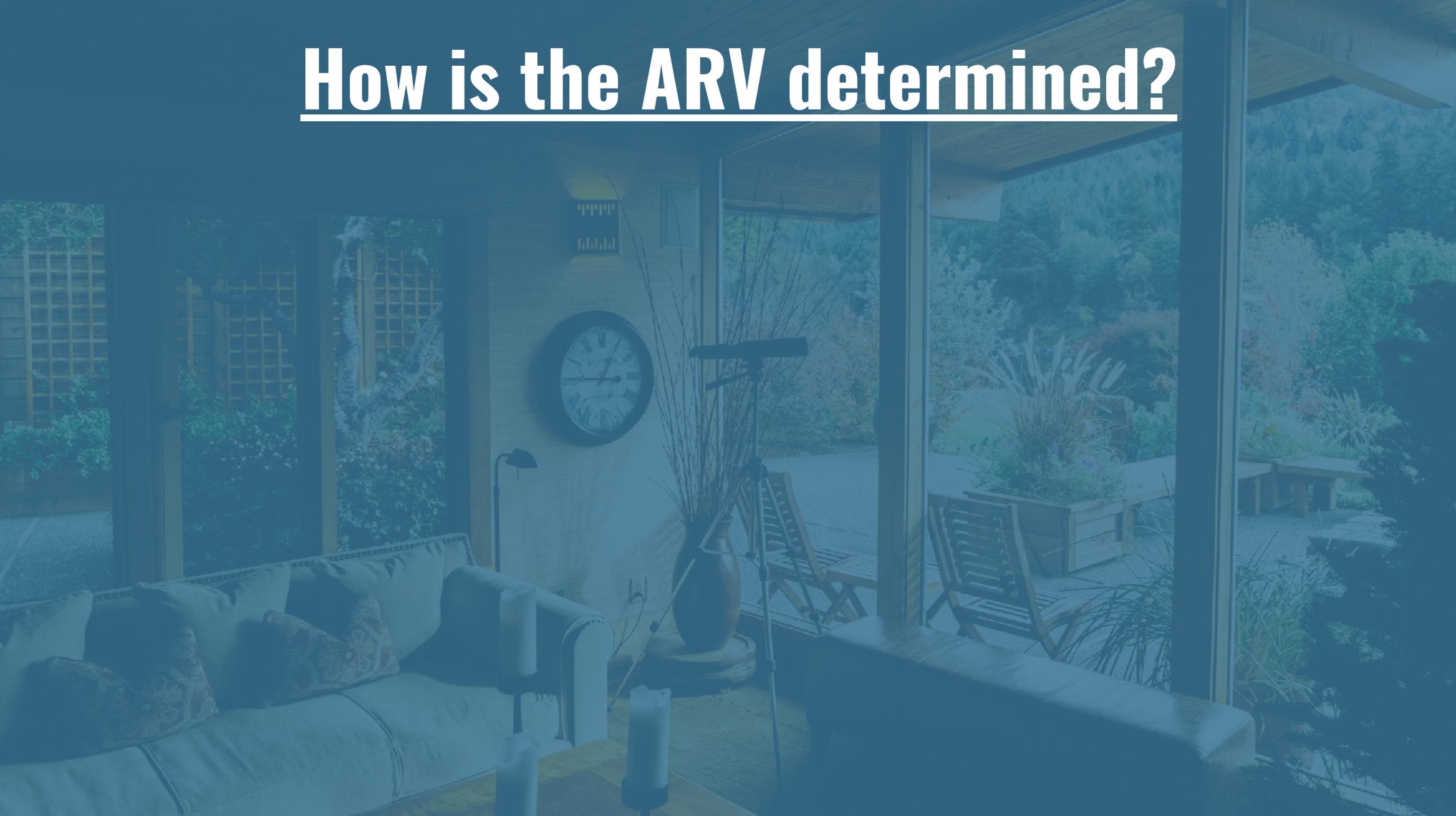
**ARV = After Repair Value**

**Why do we use 75%? I’ll explain in the “refinance” portion**

**WARNING:**

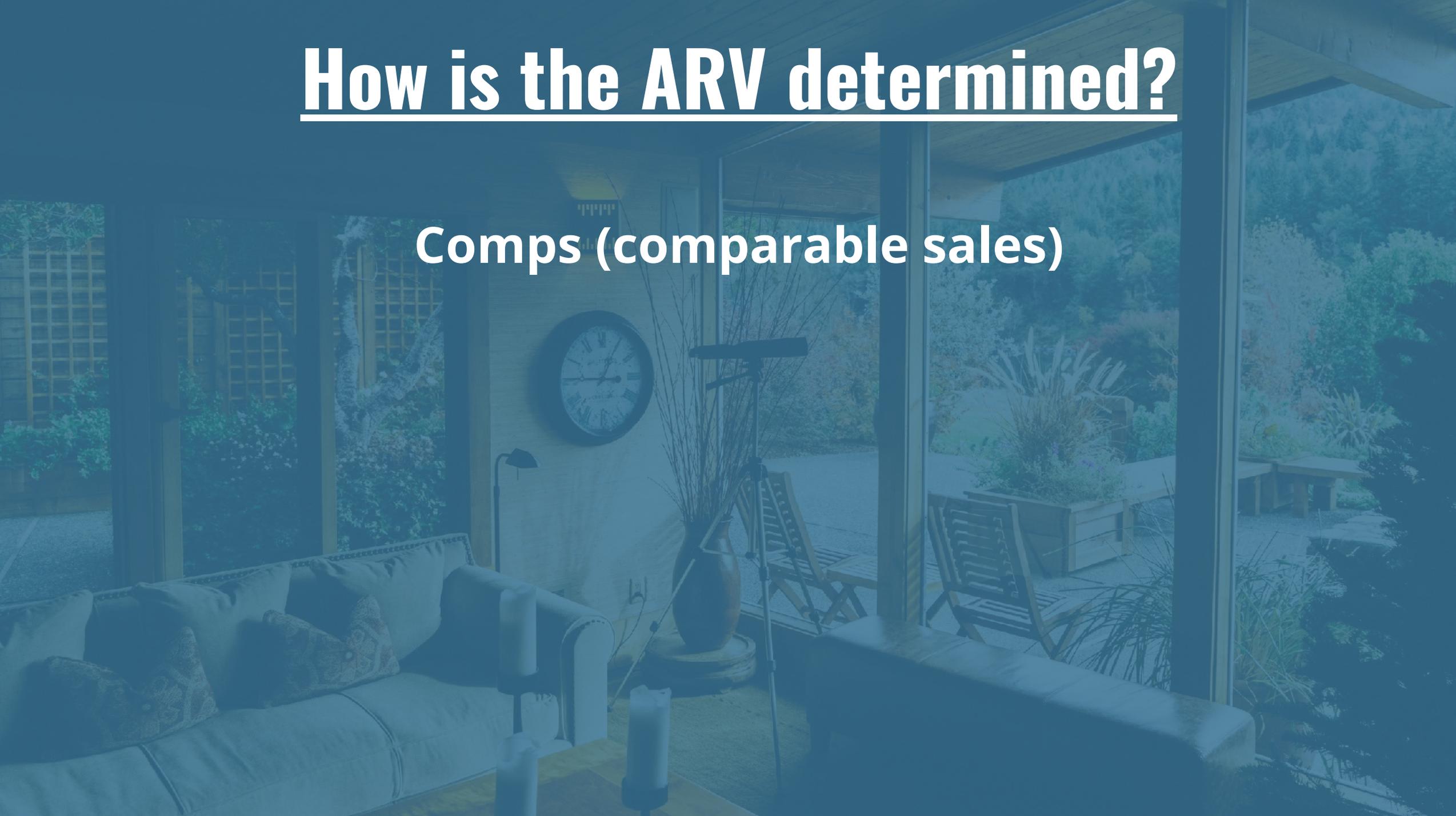
**NEVER BUY A PROPERTY BASED ENTIRELY  
ON A QUICK AND DIRTY FORMULA! ALWAYS  
DO A THOROUGH ANALYSIS!**

# How is the ARV determined?



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Comps (comparable sales)



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Ask an agent

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**Ask a property manager**

# How is the ARV determined?

**Comps (comparable sales)**

**Ask an agent**

**Ask an appraiser**

**Ask a property manager**

**Ask another investor**

**If you get a good enough deal, you can  
make money even if things go wrong  
during the rest of the BRRRR process.**

**Buying right is your number one priority!**

**We will cover how to analyze properties  
to make sure you are buying right later  
in the presentation.**

**Don't miss it!**

# Rehab

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Do it yourself or hire a contractor?

# Rehab

**How to determine rehab costs:**

# Rehab

## How to determine rehab costs:

Get multiple contractor bids

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Ignore the bids that are substantially higher

Choose the contractor with the best prices and the best communication

## The Investor's Complete Guide for Hiring a Trustworthy Out-Of-State Contractor

by David Greene | BiggerPockets.com



No doubt about it, a contractor is one of the most important members of a real estate investor's team. Most successful real estate investors have found a niche, and through trial and error (or great word of mouth luck) have established a rehab crew they trust that does good work for a good price. Once you have your "guy," you're likely to keep using them time and time again.

[www.BiggerPockets.com/HireContractor](http://www.BiggerPockets.com/HireContractor)

[www.biggerpockets.com/brrrrblog](http://www.biggerpockets.com/brrrrblog)

## **BRRRR Investing: The Ultimate Guide to the Buy-Rehab-Rent-Refinance-Repeat Strategy, Made Simple!**

by David Greene | BiggerPockets.com



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### **What Exactly is the BRRRR Method?**

As you've grown in your real estate investing education, you've no doubt have come across the acronym "BRRRR." Whether you're [listening to Brandon and me on the podcast](#), [perusing the forums](#), or reading the blog posts, there's always

# Rent



# Rent

**RENT - EXPENSES = CASH FLOW**

# Rent

**RENT - EXPENSES = CASH FLOW**

**Where do we find rent estimates?**

# Rentometer.com

**rentometer**

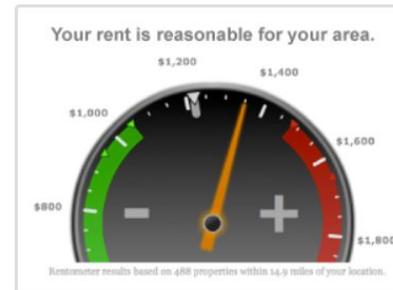
**Address**   **Rent**  **Beds**

**Max Age**  **Search Radius**  **Building Type**  **Report Branding**

**PRO** Some features are only available with a Rentometer Pro account. [Learn more and subscribe.](#)

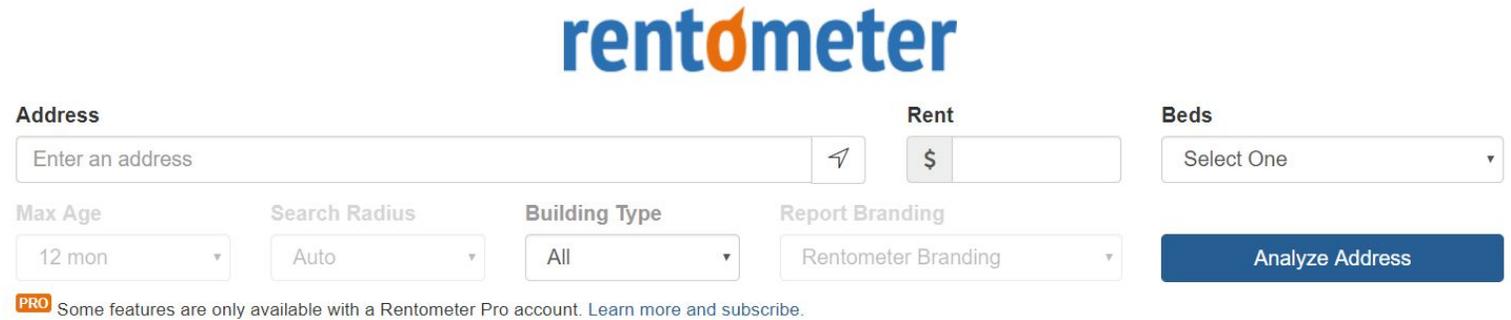
## Paying too much for rent? Charging too little?

Rentometer is the easy way to **compare your rent** with other local properties



# Rentometer.com

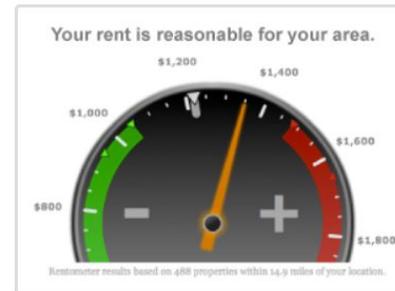
## Property managers



The screenshot shows the Rentometer search interface. At the top center is the "rentometer" logo. Below it are several input fields: "Address" with a placeholder "Enter an address" and a location pin icon; "Rent" with a dollar sign icon and a text input; "Beds" with a dropdown menu showing "Select One"; "Max Age" with a dropdown menu showing "12 mon"; "Search Radius" with a dropdown menu showing "Auto"; "Building Type" with a dropdown menu showing "All"; and "Report Branding" with a dropdown menu showing "Rentometer Branding". A blue "Analyze Address" button is on the right. Below the form, a "PRO" badge is followed by the text: "Some features are only available with a Rentometer Pro account. Learn more and subscribe."

## Paying too much for rent? Charging too little?

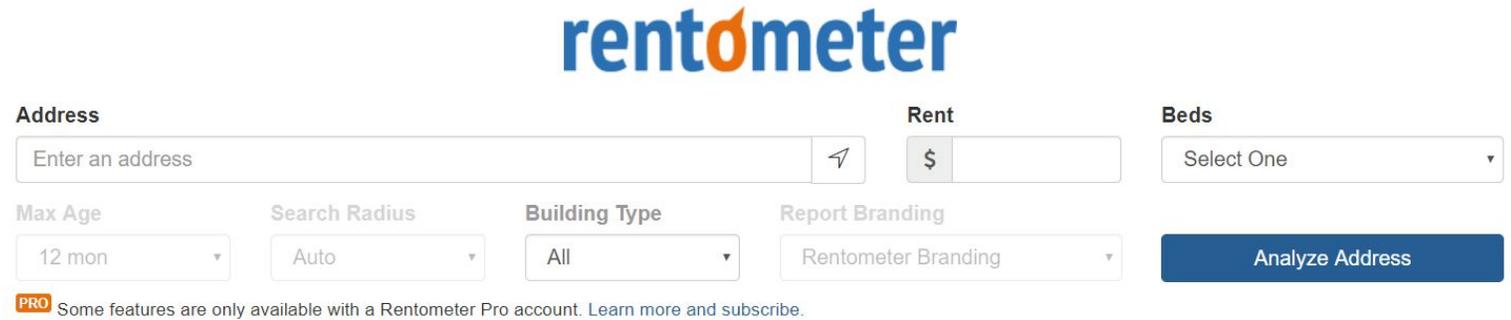
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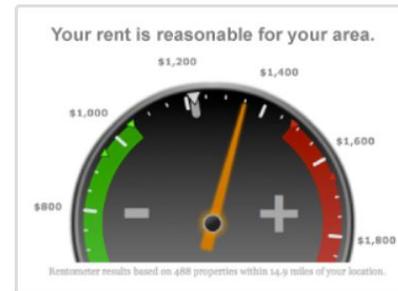
## Craigslist



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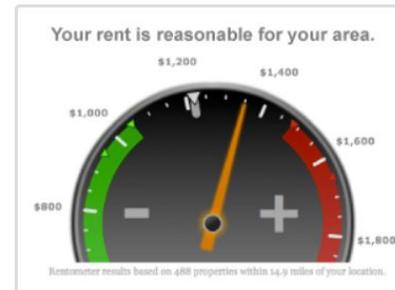
Craigslist

Agents

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Rentometer is the easy way to **compare your rent** with other local properties



**Worried about making sure you ran numbers accurately?**

**We've got a solution for that too!**

**Stay tuned to see a real life analysis shortly.**

# Refinance



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Getting pre approved before buying is smart



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Ask your lender what LTV they are offering

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Some banks require a seasoning period of 6 months, others require less

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Some banks require a seasoning period of 6 months, others require less

Portfolio loans or commercial loans require less of a seasoning period

# Repeat

**Systems!**

# Repeat

## Systems!

Systems allow you to scale at incredible rates

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Anything you have to do more than once should have a system

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Technology can make systems much easier

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Technology can make systems much easier

Google drive & BP calculators are my favorite two pieces of technology

**Ok - let's do a REAL LIFE BRRRR  
example together right now!**

# BiggerPockets.com/calc

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[TOOLS](#)
[MARKETPLACE](#)
[BOOKSTORE](#)
[PRO-ONLY](#)

## Fix and Flip Calculator

Use the Fix and Flip Analysis & Reporting Tool to determine your potential profit on a real estate flip and avoid paying too much for a property. [Learn More](#)

- ✔ Analyze profit, holding costs and more
- ✔ Calculate profit over 30, 90 and 270 days
- ✔ Create a printable PDF report to give to lenders, partners, investors and others (Pro Only)

[View previous reports](#)
[New report](#)

## Rental Property Calculator

Quickly analyze your investment property potential using this comprehensive rental calculator. [Learn More](#)

- ✔ Analyze cash flow, return on investment and more
- ✔ Great for single-family, multifamily or commercial
- ✔ Create a printable PDF report summary to show potential lenders, partners or others (Pro Only)

[View previous reports](#)
[New report](#)

## BRRRR Calculator

Analyze Buy Rehab Rent Refinance Repeat deals in order to determine the most efficient path to equity gain on multiple properties. [Learn More](#)

- ✔ Analyze cash flow, return on investment and more
- ✔ Determine key metrics before and after refinancing a property
- ✔ Create a printable PDF report summary to show potential lenders, partners or others (Pro Only)

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[New report](#)

## The Wholesaling Calculator

Determine the right price to offer for your real estate investment deals using this easy wholesaling calculator. [Learn More](#)

- ✔ Determine your maximum offer price
- ✔ Quickly analyze repair costs and other fees
- ✔ Create a printable PDF report summary to show potential lenders, partners or others (Pro Only)

[View previous reports](#)
[New report](#)

**DO YOU NOW **KNOW** HOW POWERFUL  
BRRRR INVESTING CAN BE FOR YOUR  
FUTURE?**

**GREAT!**  
**BUT ... KNOWING IS NOT ENOUGH.**

**“IF *MORE INFORMATION* WAS THE  
ANSWER - WE WOULD ALL BE  
BILLIONAIRES WITH PERFECT ABS.”**  
**-DEREK SIVERS**

**ARE YOU COMMITTED TO  
TAKING CONSISTENT ACTION  
TO ACHIEVE YOUR GOALS?**

**If so, here is the  
next logical step  
for many of you.**

BiggerPockets



PRO

# Make Smarter Decisions with the BiggerPockets Property Analysis Tools



Screen for GREAT Deals That Will  
Help You Achieve Your Goals

Avoid Bad Deals That Will Hurt You  
[www.BiggerPockets.com/analysis](http://www.BiggerPockets.com/analysis)



# Connect With People Who Can Help You Succeed

Find Lenders, Partners,  
Investors, Agents, and More  
Through

[BiggerPockets.com/meet](https://BiggerPockets.com/meet)

# Post Your Needs/Haves in the Marketplace



Need a deal? Have a deal? Post  
about it in the Marketplace at

[www.BiggerPockets.com/marketplace](http://www.BiggerPockets.com/marketplace)

# Show The World You Are Serious About Taking Action



Get the "PRO" badge next to your name/photo, add a custom Forum Signature, and upload a Profile Video!

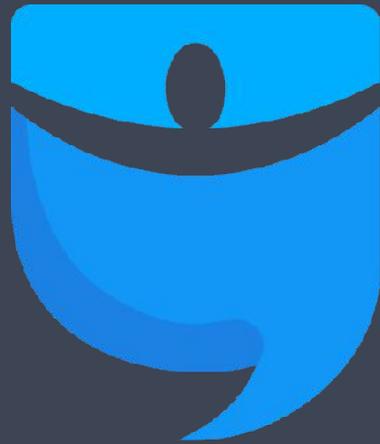


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education.





# Other PRO Benefits:

- Save \$\$\$ with BiggerPockets Perks (Negotiated discounts with other companies - just because you're pro!)
- Access the Pro-Only Forum
- Download unlimited files in the FilePlace



BECAUSE IT  
**WORKS**



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?



# 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?



~~\$100,000~~

~~\$50,000~~

~~\$20,000~~

~~\$10,000~~

**\$390 per year**

# Bonus #1

Pro Annual Bonus!



Get The 2012  
BiggerPockets  
Conference Audio (over  
25 hours of real estate  
audio training) for FREE.

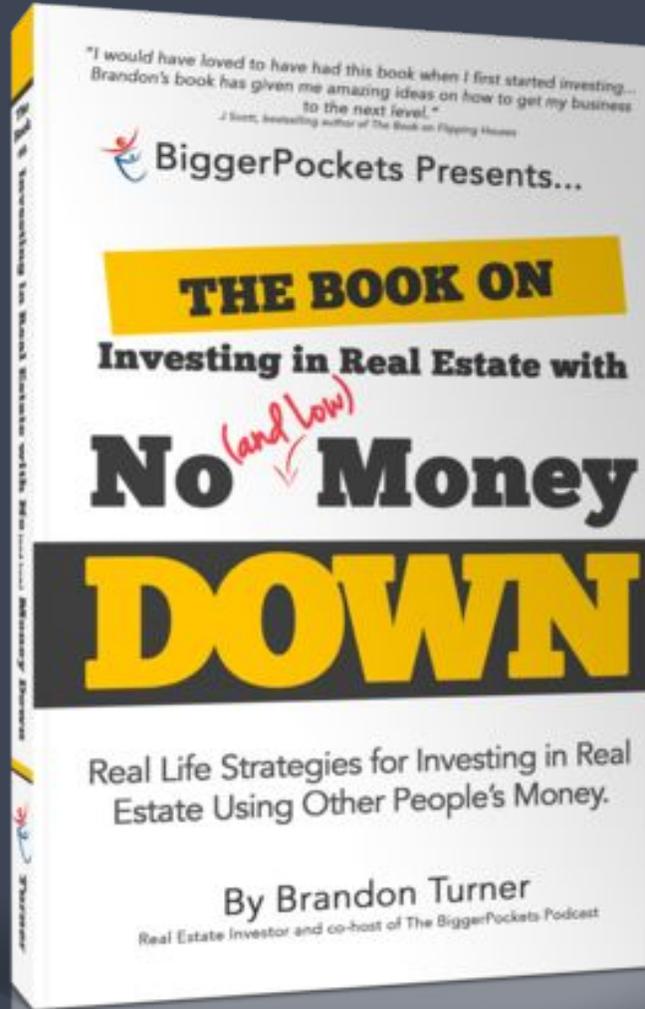
**\$300 Value**

Webinar Only  
Pro Discount Code: EO



# Bonus #2

Pro Annual Bonus!

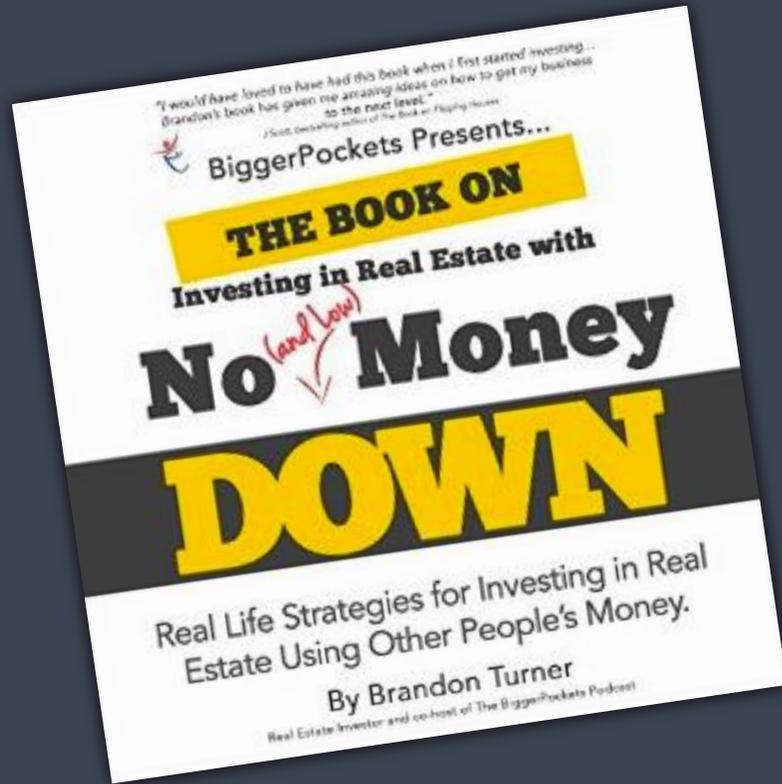


Get a digital copy of “The Book on Investing in Real Estate with No (and Low) Money Down” for FREE

**\$19 Value**

# Bonus #3

Pro Annual Bonus!

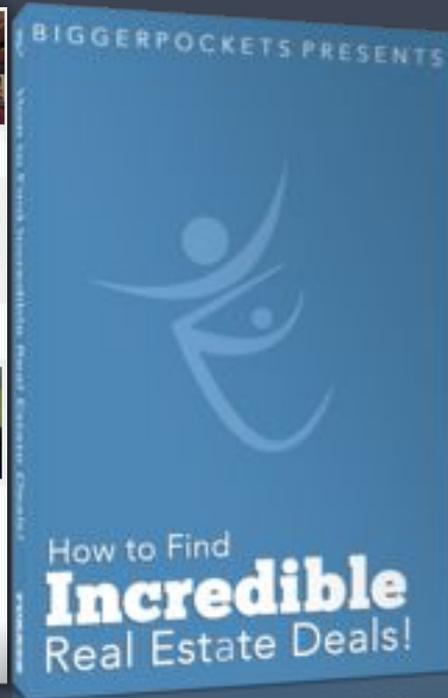
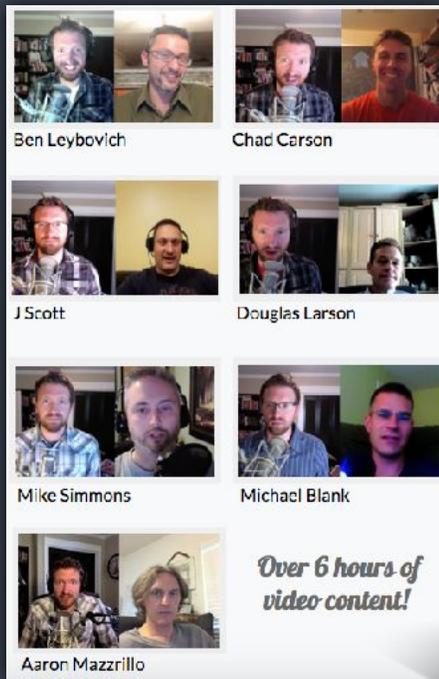


Get the digital audiobook of "The Book on Investing in Real Estate with No (and Low) Money Down" FREE

**\$19 Value**

# Bonus #4

Pro Annual Bonus!

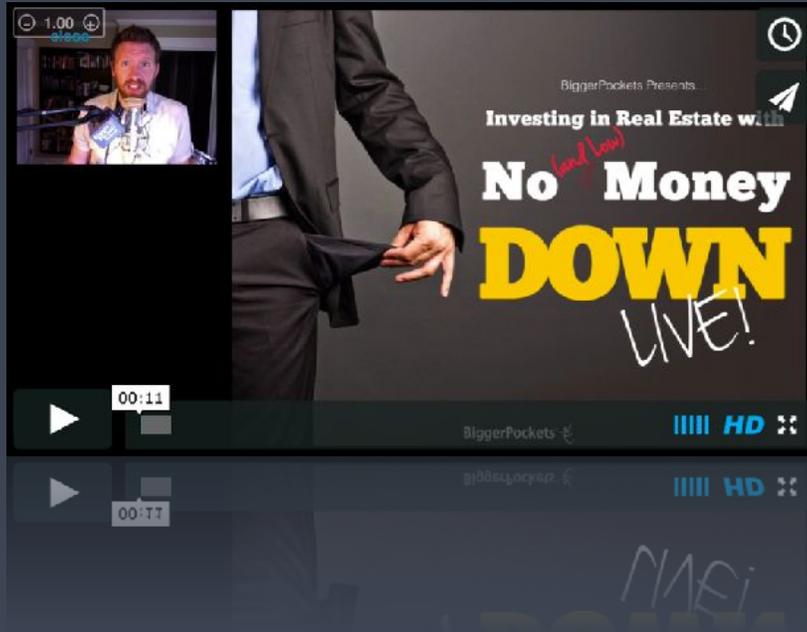


Get the digital bonus book  
“How to Find Incredible  
Real Estate Deals” Plus  
seven mp3/video  
interviews with creative  
investors!

**\$19 Value**

# Bonus #5

Pro Annual Bonus!



BRAND NEW: Get a 2-hour video recording of “How to Invest in RE with No (and Low) Money Down” - FREE

**\$200 Value**

# Bonus #6



**Save \$78!**

Get 20% OFF  
Pro by using  
code “DG422” on  
the checkout  
page

(just \$.85 cents per day)

# Annual vs. Monthly?

# Annual vs. Monthly?

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No & Low Money Audio  
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How to Find Deals PDF  
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20% Off BiggerPockets Pro Annual

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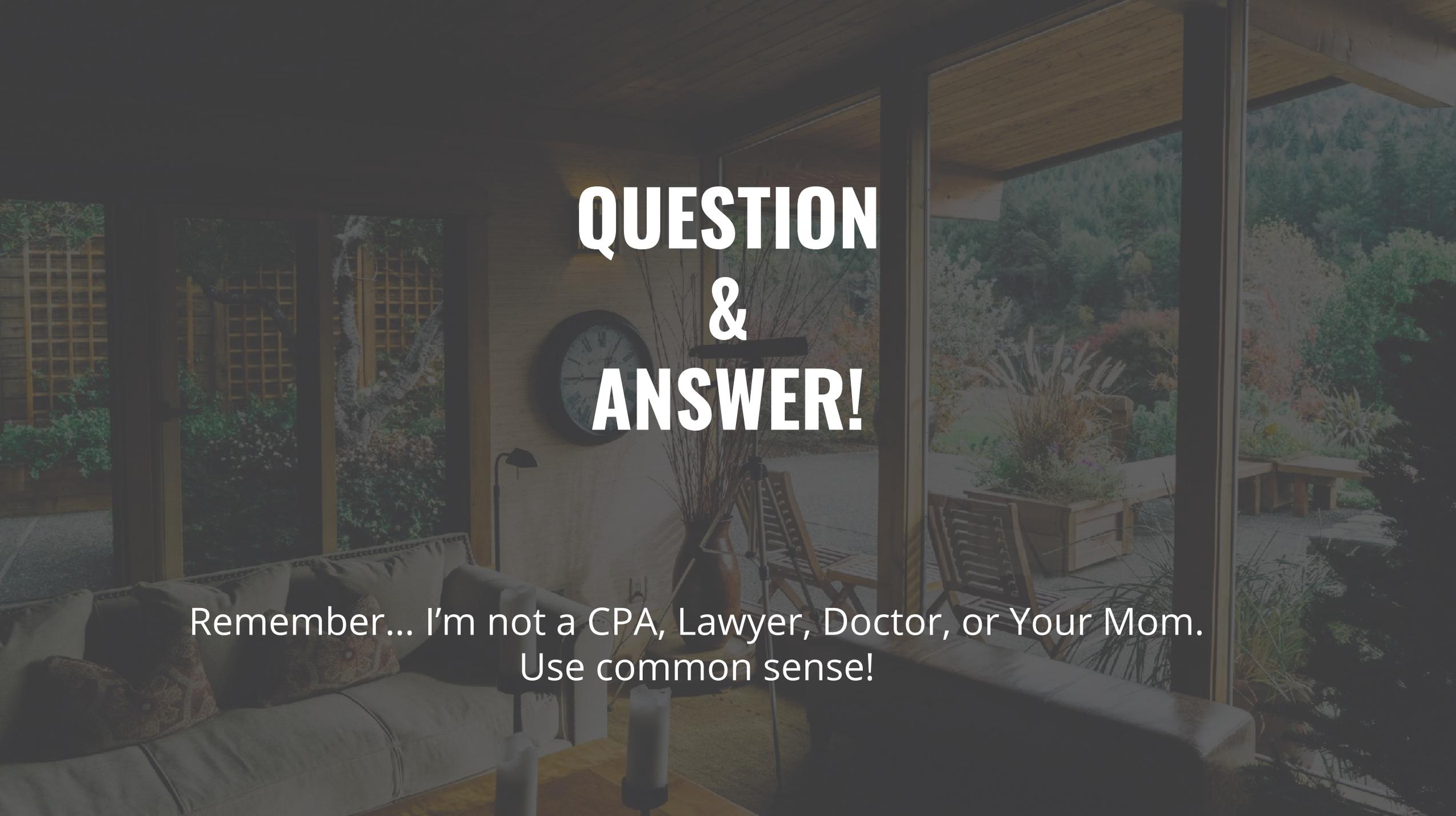
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