

HOW TO WORK WITH RESIDENTIAL REAL ESTATE INVESTORS

*A Guide for Agents
Who Want to Level Up*



By Chris McAllister

Founder, ROOST Real Estate Co.

When I first started working with investors, I'll be honest — I felt out of my depth. I knew how to run comps, negotiate a deal, and walk clients through the closing process. But the first time someone asked me about a cap rate, I froze.

I realized quickly that if I wanted to grow, I had to stretch myself. And once I did, everything changed. Investors became some of my best clients — repeat buyers and sellers who built their businesses alongside mine.

That's why I put this guide together. Not to overwhelm you, but to show you that the skills you need to serve investors aren't out of reach. You don't need to be a financial wizard. You just need to learn a few simple tools, practice them, and step into conversations with curiosity and confidence.

Think of this as a playbook you can keep on your desk. Pull it out when you need a quick script, a refresher on the math, or a reminder that investors are not intimidating — they're just focused.

If you work through this guide, I promise you'll see investors in a whole new way. More importantly, you'll see yourself in a new way — as an agent who can truly level up. Let's get started.



Chris McAllister

Founder, ROOST Real Estate Co.

Introduction

Why I Wrote This Guide

Over the years, I've watched a lot of really good agents quietly avoid working with investors. Not because they don't want the business — who doesn't want repeat clients? — but because the idea of crunching numbers makes their palms sweat.

If that sounds like you, you're not alone. Most of us got into real estate because we like people, houses, and deals — not spreadsheets.

The truth is, investors aren't scary. They just look at property through a slightly different lens:

- What's the income?
- What are the expenses?
- What's left over at the end of the month?

That's it. And once you can answer those questions, you'll have a whole new world of clients who buy, sell, and trade properties again and again.

The Opportunity for You

Here's what happens when you know how to work with residential investors:

- You pick up clients who don't just buy one home — they build portfolios.
- You stand out from agents who freeze the moment someone mentions a cap rate.
- You learn skills that can help you start investing yourself (if you choose).

This isn't about becoming a financial wizard. It's about learning a few simple concepts and practicing them until you're comfortable.

How This Guide Works

I've broken the training into short, manageable modules. Each one gives you:

- A handful of core ideas to understand.
- A simple worksheet or checklist to practice.
- Scripts and phrases you can use in real conversations.
- Links to resources if you want to go deeper.

Take it one module at a time. Don't just read it — use it. Print the worksheets. Try the scripts. Run the numbers on a property in your market this week.

What's Next

If you stick with me through these lessons, you'll not only learn how to serve investors — you'll build confidence that will ripple through every part of your business.

And who knows? Somewhere along the way, you might realize it's time to buy your first investment property, too.

Module 1: Why Investors Matter (and Why Most Agents Avoid Them)

If you've been in real estate for any length of time, you already know the rhythm of a typical client relationship. A buyer comes to you looking for a home. You tour properties, write an offer, and celebrate the closing. You might hear from them again in a few years — or you might never hear from them again.

Working with investors is different. The right investor can become the most valuable client in your entire career. Instead of one transaction every five to seven years, an investor might buy or sell multiple properties each year. They don't just grow your deal count — they create stability, predictability, and long-term opportunity in your business.

So why don't more agents pursue investor clients?

The Myths That Keep Agents Away

Many agents shy away from investors because of fear and misunderstanding:

- **Fear of the numbers.** Some agents worry they'll be “found out” if they can't calculate a cap rate in their head. The truth? Most investors are happy to walk you through their math if you bring them good opportunities.
- **Perceived sophistication.** Investors can seem intimidating — like they only want to deal with experts. In reality, they want trustworthy partners who can bring deals to the table.
- **Liability concerns.** Some agents think they'll be held responsible if an investment doesn't perform. In practice, investors own their decisions. They expect you to deliver accurate information, not guarantee results.

The Mindset Shift

The key is to stop thinking of investors as “problem clients” and start seeing them as partners.

- Their success directly impacts your success.
- Every deal you help them close builds your credibility and strengthens the relationship.
- By helping them build wealth, you're also building a more consistent and resilient business for yourself.

Investors aren't a threat to your practice — they're a path to scaling it.

Worksheet 1: Investor Fit Self-Assessment

Instructions: Check “Yes” or “No” for each statement.

Statement

- “I enjoy analyzing deals, even at a basic level.”
- “I am willing to learn the simple math investors care about.”
- “I see investors as long-term partners, not just transactions.”
- “I can commit to clear, consistent communication with repeat clients.”
- “I have the patience to manage ongoing relationships.”
- “I’m curious about investment property and wealth-building strategies.”

Yes No

<input type="checkbox"/>	<input type="checkbox"/>
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<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>
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Scoring:

- 5-6 “Yes” answers: You’re well-suited to serve investors right now.
- 3-4 “Yes” answers: You’re on the path – invest some time learning the basics.
- 0-2 “Yes” answers: Investors may not be a fit for your business today.



Worksheet 2: My Client Cycle vs. Investor Cycle

Instructions: Use this worksheet to visualize the difference between a traditional client and an investor client. Fill in the blanks and reflect.

Part A: My Typical Client Cycle

1. Lead source: _____

2. Search/showings: _____

3. Offer/negotiation: _____

4. Closing: _____

5. Post-closing follow-up: _____

[End of cycle — no repeat business until years later, if ever.]

Part B: Investor Client Cycle

1. Lead source: _____

2. Deal analysis: _____

3. Offer/negotiation: _____

4. Closing: _____

5. Property management/referral: _____

6. Return to deal analysis: _____

[This cycle repeats — creating multiple transactions per client.]

Reflection Questions

- How many clients in your current database are “one-and-done”?
- If just 10% of them were investors, how many additional transactions could you add each year?
- What would more repeat, predictable business mean for your income stability?

Traditional Client Cycle vs. Investor Client Cycle

Traditional Client Cycle



Investor Client Cycle



Module 2: The Core Math Every Agent Must Know

Why This Matters

I'll be honest with you — math used to intimidate me too. I didn't get into real estate because I loved equations. But once I started working with investors, I realized something: they don't care if I know calculus, they just want to know if the deal works.

And you know what? The math that matters most is surprisingly simple. In fact, I can boil it down to three numbers:

1. Net Operating Income (NOI)

2. Cap Rate

3. Cash-on-Cash Return

That's it. If you can run these three calculations on a napkin, you'll instantly separate yourself from the 90% of agents who mumble something about comps and change the subject.

The Three Numbers Investors Care About

Net Operating Income (NOI)

- Formula: $\text{Gross Income} - \text{Operating Expenses} = \text{NOI}$
- Think of this as the property's "paycheck" before the bank gets involved.
- Example: \$2,000 rent - \$600 expenses = \$1,400 NOI.

Cap Rate

- Formula: $\text{NOI} \div \text{Purchase Price} = \text{Cap Rate}$
- Investors use this to compare apples to apples across properties.
- Example: \$16,800 annual NOI \div \$200,000 price = **8.4% Cap Rate**.

Cash-on-Cash Return (CoC)

- Formula: $\text{Cash Flow} \div \text{Cash Invested} = \text{CoC Return}$
- This one tells your investor what their actual money is earning.
- Example: \$3,600 annual cash flow \div \$40,000 invested = **9% CoC**.

How I Use This in Real Life

When I'm walking a property with an investor, I don't pull out a spreadsheet. I just run the numbers in my head:

- *"Okay, \$1,200 rent. Figure about 40% in expenses — that's \$720 left. Multiply by 12 months, we're at about \$8,600 NOI. Divide that by the asking price of \$100K, and we're looking at an 8.6 cap."*

Do I get it perfect every time? No. But I get close enough to show them I speak their language — and that's what builds trust.

Script You Can Steal

When an investor asks, *"What's the cap rate on this property?"* here's how I'd answer:

- *"Based on typical rents of around \$X and expenses in this market, I'm seeing an NOI of about \$Y. At the current asking price, that's roughly Z% cap. Want me to run a more detailed sheet for you?"*

Notice I'm not pretending to know every detail. I'm showing them I get the basics and I'm willing to do the work.

One Last Thing

Don't overthink this. You don't have to sound like a Wall Street analyst. Investors would rather have an agent who can say, *"Looks like about an 8% return"* with confidence than someone who freezes because they're afraid of getting it wrong.

The goal isn't perfection — it's fluency.



Your Turn: Quick Deal Analyzer

Here's the same one-page worksheet I use when I want to double-check my math. Fill it in with a property you know right now. Don't wait – practice is how this becomes second nature.

Property Address: _____

Step 1: Income

· Rent: _____

· Other income: _____

· Total Income: _____

Step 2: Expenses

· Taxes: _____

· Insurance: _____

· Maintenance/Repairs (5-10%): _____

· Vacancy (5-8%): _____

· Management (8-10%): _____

· Utilities (if owner pays): _____

· Total Expenses: _____

Step 3: NOI

· Total Income – Total Expenses = _____

Step 4: Cap Rate

· NOI ÷ Purchase Price = _____ %

Step 5: Cash-on-Cash Return

· Annual Cash Flow ÷ Cash Invested = _____ %

DEAL ANALYZER



NOI

Income - Expenses

Investor Go/No-Go

% Cap Rate → Value

NOI = Value



Cash-on-Cash Return

Cash Flow - Cash Invested

Module 3: CMA vs. Income Approach

Why This Matters

Most agents are taught to value property one way: run a CMA (Comparative Market Analysis), find out what the neighbors paid, and call it a day.

That works for homeowners who care about kitchens and curb appeal. But investors? They don't care what the house looks like compared to the one down the street. They care about what the property earns.

The biggest mistake I see agents make is trying to sell an investor on granite countertops when the investor is only thinking about rent rolls and net income.

Two Ways to Value a Property

CMA: Comparative Market Analysis

- **What it is:** Looking at recent sales of similar properties.
- **When it works:** Great for owner-occupants and retail sales.
- **Limitation:** Ignores the property's actual income potential.

Income Approach

- **What it is:** Value based on income produced, not just what neighbors paid.
- **Formula:** $\text{Value} = \text{NOI} \div \text{Cap Rate}$
- **When it works:** Perfect for rentals, multi-families, or any property bought for cash flow.

Real-Life Example

I once showed a duplex listed for \$180,000. The CMA made sense — two similar duplexes nearby sold for about the same price.

But when I ran the income numbers, the rents were low and expenses were high. The NOI supported only a \$140,000 value at a 7% cap. My investor client walked — and thanked me for saving them from a deal that would've bled cash.

The CMA told one story. The Income Approach told the truth.

How to Use This as an Agent

When you're with an investor, don't just hand them a CMA. Do both:

- **Run the CMA** so they see how it compares to the market.
- **Run the Income Approach** so they know what the property can realistically produce.

When both line up — great deal.

When they don't — you've got a conversation starter.

Script You Can Steal

When an investor asks, "What do you think this place is worth?" you can say:

- "If we look at recent sales, it's about \$180,000. But based on current rents and expenses, the income approach says closer to \$140,000. That's why a lot of investors push for better pricing, or they look for ways to raise rents to make the numbers work."

Now you sound like a partner, not just a tour guide.

One Last Thing

Don't get hung up on being perfect here. Even a rough income approach shows you understand how investors think. That alone makes you stand out.

Remember — the CMA tells you what neighbors paid. The Income Approach tells you what the property earns. Serious investors care about the second one every time.



Worksheet: Valuation Quick Sheet

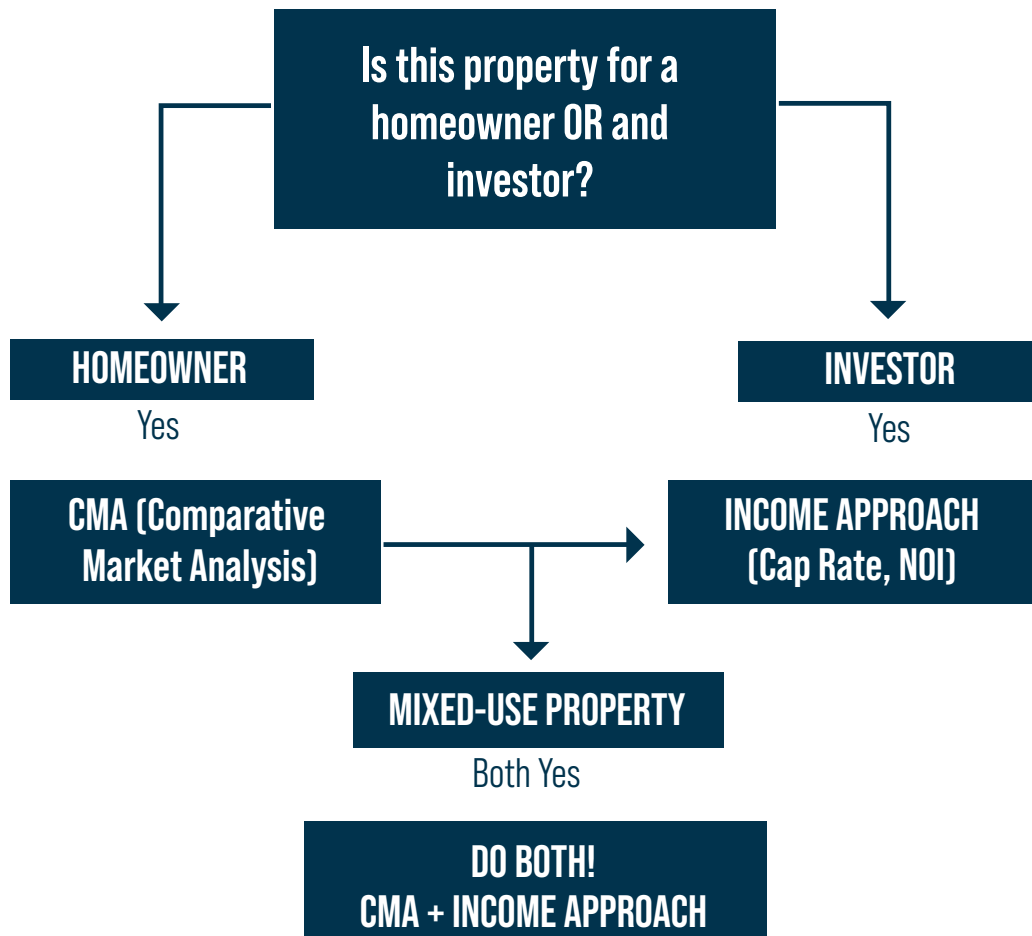
CMA Side

- Recent Sale 1: _____
- Recent Sale 2: _____
- Recent Sale 3: _____
- Suggested CMA Value: _____

Income Approach Side

- Gross Rent: _____
- Expenses: _____
- NOI: _____
- Cap Rate (target): _____ %
- Value (NOI ÷ Cap Rate): _____

WHICH VALUATION METHOD TO USE?



Module 4: Speaking the Language

Why This Matters

I'll let you in on a secret: investors don't expect you to know everything. But they do expect you to know the language.

If you don't understand the terms they use, they'll assume you can't keep up — even if you're the best negotiator in town. On the other hand, when you can nod along and ask the right follow-up questions, you instantly earn credibility.

I still remember the first time an investor threw out the term “DSCR” (Debt Service Coverage Ratio). I had no idea what it meant, but instead of freezing, I said, *“I'm not sure how you're using that — can you walk me through it?”* He did — and the conversation kept going. That's when I learned: speaking the language isn't about having all the answers. It's about asking smart questions and showing curiosity.

Key Terms to Know

Here are a few terms you'll hear again and again:

- **ARV (After Repair Value)**: What a property is worth once renovations are complete.
- **DSCR (Debt Service Coverage Ratio)**: How well income covers the mortgage payment.
- **Vacancy Rate**: The percentage of time units sit empty.
- **GRM (Gross Rent Multiplier)**: Purchase price ÷ gross rents; a quick screening tool.
- **CapEx (Capital Expenditures)**: Big-ticket items like roofs, HVAC, parking lots.

Don't worry about memorizing everything today. Just keep this glossary handy and get comfortable hearing the words in conversation.

How I Use This in Real Life

When I'm meeting an investor, I'll use their language, but I'll also keep it simple.

If they say, “I'm only buying if the DSCR is at least 1.2,” I might reply:

- *“Got it — so you want enough income to cover the mortgage plus a cushion. Let me see how this property measures up.”*

Notice what I did there: I showed I understood the gist without pretending to be a banker.

Script You Can Steal

When you don't know a term, here's a simple way to handle it:

- *"I want to make sure I understand how you're using that term. Can you walk me through what you're looking for?"*

Investors respect curiosity way more than bluffing.

One Last Thing

The goal here isn't to master every acronym. It's to be curious, conversational, and confident.

Remember – speaking the language isn't about having all the answers. It's about showing you understand the basics, and that you're willing to dig in alongside your client. That's what makes you valuable.



Investor Conversation Script Builder

Practice sounding confident – copy these, then write your own.

Investor Says...	You Can Say...
What's the DSCR?	Looks like income covers debt at about 1:3. Want me to send you the details?
I need at least 10% cash-on-cash	Let's run the numbers and see if this property hits your target.
What's the vacancy rate in this area? <hr/> <hr/> <hr/>	Around 6% on average - let's pull the latest data to confirm. <hr/> <hr/> <hr/>

Module 5: Building Confidence and Avoiding Liability

Why This Matters

One of the biggest reasons agents shy away from investors is fear — not of the client, but of making a mistake. I get it. Investors ask tough questions. They make decisions based on numbers. And sometimes they push you to cross into areas where you're not the expert — like tax law, financing structures, or ROI projections. Early in my career, I made the mistake of trying to sound smarter than I was. That's dangerous. What I've learned is this: you don't need to know everything. You just need to know your lane — and stay in it.

Key Ideas

1. Define Your Role Clearly

- You're a real estate agent. Your job is to find, evaluate, negotiate, and close deals.
- You are not their CPA, attorney, or financial planner.

2. Use the “Connector” Mindset

- When you don't know an answer, your power move is: “I've got a great lender/CPA/contractor who can help with that.”
- Investors value your network as much as your knowledge.

3. Know Where Agents Get Sued

- Overpromising returns.
- Giving tax or legal advice.
- Misrepresenting property condition.

4. The Safe Way to Build Confidence

- Focus on what you do know: rents, comps, local market, tenant demand.
- Be transparent about what you don't.

How I Use This in Real Life

When an investor asks me, “Can I write this property off on my taxes?” I don’t even try to answer. I say:

- “That’s a great CPA question. I can connect you with someone I trust who specializes in real estate clients.”

That answer shows confidence, not weakness.

Script You Can Steal

When you’re pushed into uncomfortable territory:

- “That’s outside my lane, but here’s what I can do for you...”
- “I don’t want to guess on that – let’s bring in [CPA/lender/attorney] to get it right.”
- “I can tell you what I’ve seen in the market, but I always suggest verifying with your accountant.”

One Last Thing

Confidence doesn’t come from having all the answers – it comes from knowing your role and owning it.

Remember: investors don’t expect you to be their tax attorney. They expect you to be their agent. Do that well, and you’ll earn their trust for the long haul.



Worksheet: Disclosure & Boundaries Checklist

Examples:

Do's:

- ✓ Run income/expense numbers.
- ✓ Provide market comps.
- ✓ Connect clients with reliable vendors.

Don'ts:

- ✗ Promise specific ROI.
- ✗ Give tax or legal advice.
- ✗ Guarantee property condition beyond what's disclosed.

AGENT VS. ADVISOR ROLES

AGENT

 **Market Knowledge**

 **Deal Finder**

 **Negotiator**

 **Connector**

ADVISORS

 **CPA**
Taxes

 **ATTORNEY**
Contracts

 **LENDER**
Financing

Module 6: Becoming a Peer

Why This Matters

Here's the truth: you can study the math, you can learn the lingo, and you can build great relationships with investors — but nothing earns their respect faster than becoming an investor yourself.

The first time I sat across from an investor and said, “I own a rental myself,” the entire tone of the conversation changed. Suddenly, I wasn't just their agent. I was a peer.

Now, I'm not saying you have to own ten units tomorrow. But buying even one property — a duplex, a condo, a small single-family rental — will give you the kind of credibility no script can match.

Key Ideas

1. Walk the Walk

- Investors respect agents who understand the ups and downs of ownership.
- Owning property shows you believe in what you're helping them buy.

2. Start Small

- House hack: live in one side, rent the other.
- Buy a starter duplex or small single-family rental.
- Partner with a friend or family member on your first deal.

3. Share Stories, Not Just Stats

- Investors love to hear real experiences — the good, the bad, and the ugly.
- Sharing what you've learned makes you relatable, not just another salesperson.

How I Use This in Real Life

I once told a client about my first rental: how excited I was, how I underestimated repairs, and what I'd do differently next time. They laughed and said, “Sounds like you've paid some tuition in the school of real estate.” That one story made me more credible than any spreadsheet.

Script You Can Steal

When you haven't bought your own rental yet, don't hide it. Say:

- "I'm learning alongside my clients right now, and my goal is to buy my first investment within the year. In the meantime, I've studied the numbers and I'm working deals with investors just like you."

That honesty builds trust — and sets you up for when you do take the leap.

One Last Thing

Don't wait until you "know it all" to buy your first property. The best way to learn is by doing. And when you do, you'll find that conversations with investors shift from "me and you" to "us." That's when you know you've leveled up.



Worksheet: First Investment Roadmap

WHICH PATH FEELS DOABLE FOR YOU?



House Hack

Live in one.
Rent one.

Next Steps for me...



Small Rental

Single-family
or duplex.

Next Steps for me...



Joint Venture

Partner with
someone else.

Next Steps for me...

***Remember: the first deal doesn't have to be perfect.
It just has to get you started.***

Module 7: First Steps – A 30-Day Action Plan

Why This Matters

I know what you're thinking: "Okay, Chris, this all makes sense, but where do I actually start?"

That's the right question – because the difference between agents who dabble and agents who level up is action.

You don't need to master everything today. You just need to stack small wins. That's why I've built this 30-day plan. Follow it step by step, and in one month you'll not only understand investors better – you'll have actually worked with them.

The Plan

Week 1: Learn the Math

- Use the Deal Analyzer worksheet every day for 7 days.
- Run numbers on random listings – even if they're not "investment" properties.
- Goal: get comfortable saying NOI, cap rate, and cash-on-cash out loud.

Week 2: Start Talking to Investors

- Make a list of 3 investors you already know (or could be introduced to).
- Call them up: "I'm learning more about serving investors and I'd love to hear how you look at deals."
- Goal: practice listening, not pitching.

Week 3: Get in the Field

- Preview 3 rental properties this week.
- Run the CMA vs. Income Approach worksheet on each one.
- Goal: practice seeing property through an investor's eyes.

Week 4: Debrief and Plan Ahead

- Review what you learned in weeks 1-3.
- Journal: Where do I feel more confident? Where do I still hesitate?
- Plan your next 90 days: commit to one investor coffee per week.
- Goal: build momentum, not perfection.

How I Use This in Real Life

When I started, I forced myself to run numbers every morning with my coffee. Half the time the properties didn't make sense — but I learned how to spot a dog in 30 seconds.

I also made it a point to grab lunch with one investor every week. Those conversations taught me more than any book. By the end of that first month, I wasn't nervous anymore. I was excited.

Script You Can Steal

When calling an investor you know:

•“Hey [Name], I'm working on building my skills with investors, and I'd love to hear how you approach deals. Could I buy you coffee and pick your brain for 20 minutes?”

Most investors will say yes — they love talking about what they do.

One Last Thing

Confidence doesn't come from reading — it comes from doing. If you follow this 30-day plan, you'll have spoken to investors, run real numbers, and walked real properties.

By the end of the month, you won't just know how to work with investors — you'll already be doing it.

Worksheet: 30-Day Action Tracker

4-Week Plan

Week 1 Learn the Math	Week 2 Talk to Investors	Week 3 Preview Properties	Week 4 Debrief & Plan
<input type="radio"/> _____	<input type="radio"/> _____	<input type="radio"/> _____	<input type="radio"/> _____
<input type="radio"/> _____	<input type="radio"/> _____	<input type="radio"/> _____	<input type="radio"/> _____
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*Small wins stack into big confidence.
Don't skip - Just keep moving.*

Closing Section: Next Steps

Where You Are Now

If you've worked through this guide, you've done something most agents never will. You've learned the basics of investor math, practiced their language, and even taken first steps toward building real confidence. You've seen that investors aren't mysterious — they're just focused. They care about numbers, results, and repeat business. And now, you're ready to meet them where they are.

What to Do Next

1. Keep Using the Worksheets

Don't let them sit in a folder. Run numbers weekly. Pull out the conversation builder before your next investor call. Use the 30-day tracker to stay consistent.

2. Share What You've Learned

Talk about this with your peers, your broker, even your sphere of influence. Teaching what you've learned is the fastest way to lock it in.

3. Schedule Your First Investor Coffee

Pick one person — a client, a friend, a landlord you know. Reach out today. The goal isn't to land a deal right away. It's to start the conversation.

Free Resources to Keep Going

Here are some places I keep bookmarked and return to often:

- **Rent Data Sites:** Zillow, Rentometer, BiggerPockets forums.
- **Calculators & Analyzers:** Mortgage calculators, ROI calculators, and DealCheck.com — a simple online deal analyzer many investors use.
- **Communities:** Local investor meetups, Facebook groups, BiggerPockets podcasts.

Looking Ahead

This guide is just the start. The skills you've practiced here can become:

- A repeatable system for building your investor pipeline.
- A workshop you teach to agents in your office.
- A course you sell or use to build your brand.

For now, don't overthink it. Just keep practicing. The more conversations you have, the easier it gets.

One Last Thing From Me

You don't have to be perfect to work with investors. You just have to show up curious, confident, and willing to learn.

That's how I got started. And if you stick with it, you'll not only build a stronger business — you might just build your own portfolio, too.

So take the next step. Call that first investor. Run that next deal. Stack those small wins. Because you're ready.

Bonus Section: The BRRRR Method

Why This Matters

If you hang around investors long enough, you'll hear about the "BRRRR" method. It sounds funny, but it's one of the most powerful ways investors build long-term wealth:

BUY – REHAB – RENT – REFINANCE – REPEAT

How BRRRR Works

As an agent, understanding BRRRR makes you more valuable because it changes the way you see deals. You're no longer just helping an investor buy a property. You're helping them build a system to buy many properties.

•BUY

Find a property with potential — usually undervalued or in need of work.

•REHAB

Improve it so rents can go up and value increases.

•RENT

Lease it to quality tenants, creating reliable income.

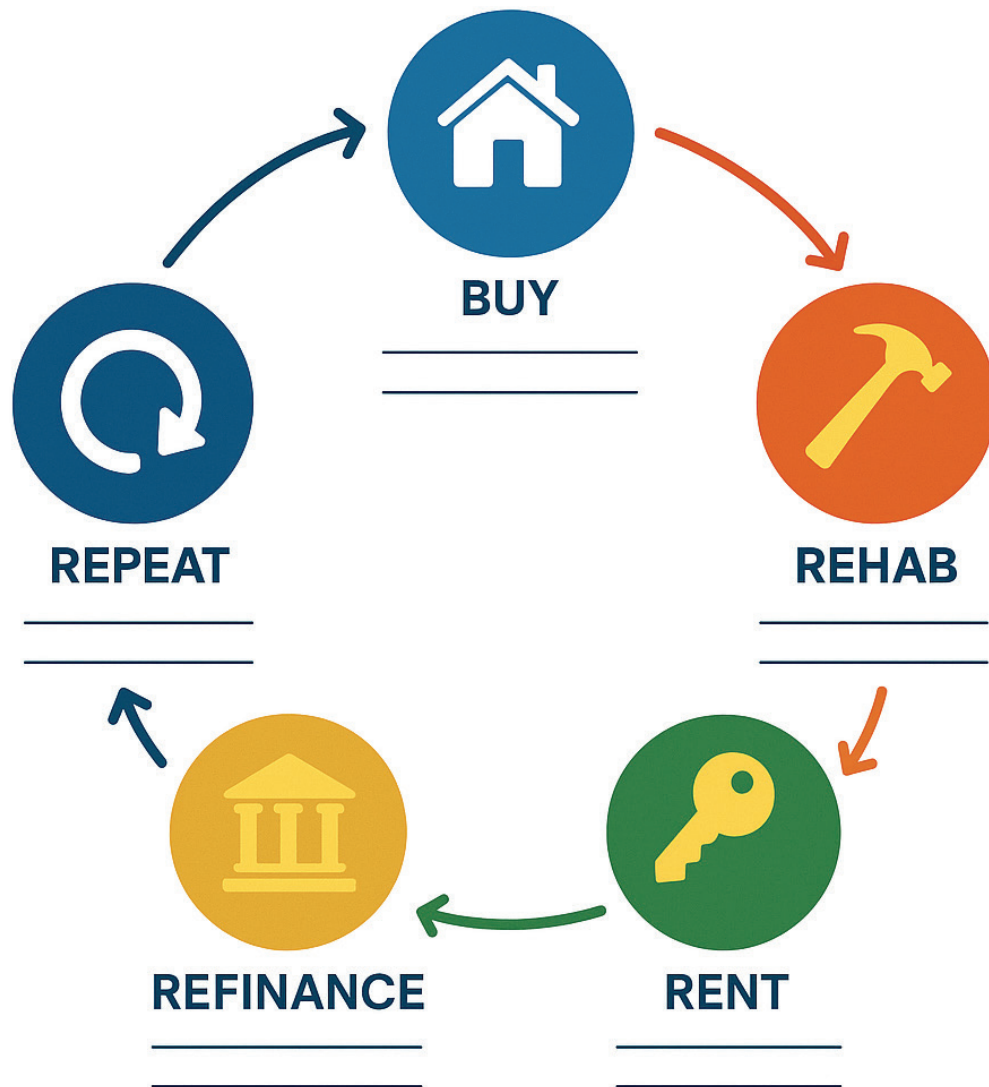
•REFINANCE

Pull out the equity created by rehab and stabilization.

•REPEAT

Use that capital to buy the next property — and keep the cycle going.

The BRRRR in 5 Steps



Why Investors Love It

- Builds long-term wealth with the same dollars recycled over and over.
- Forces appreciation through improvements, not just waiting on the market.
- Creates both cash flow (rents) and equity (refinance).

Why Agents Should Love It Too

- One BRRRR client = multiple transactions (buy, then refinance, then buy again).
- You become their long-term partner, not just their one-time agent.
- You learn to see hidden potential in properties – a skill you can use for your own investing.

How I Use This in Real Life

I've had clients who built portfolios of 10+ properties using BRRRR. From my perspective, that's 10+ closings, steady referrals, and a long-term relationship.

It's also how I learned to look past granite countertops and start spotting the bones of a deal: location, rent potential, and rehab upside.

Script You Can Steal

When explaining BRRRR to a new investor, I keep it simple:

"The BRRRR method is about recycling the same money into deal after deal. You buy something that needs work, fix it up, rent it out, refinance to pull your cash back, and then you go do it again."

One Last Thing

If you want to attract serious, long-term investors, show them you understand BRRRR. You don't need to be the expert on financing, but being able to say, "This looks like a solid BRRRR opportunity," puts you in a completely different category as an agent.

***Because when your client's portfolio grows,
your business grows right alongside it.***



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