

Pitfalls To Avoid

When investing in the US, know what you are getting into... better to do NO deal, than do a BAD deal...

- Don't assume success by being an absentee landlord (Management pays the bills, WE oversee the BIGGER PICTURE)
- Don't assume sellers financials or occupancy rates are accurate
- Know the condition of the property (MUST walk EVERY suite)
- Analysis can be very different than what we are used to in Canada (ie. high electrical costs in summer, low cost to maintain swimming pools). Know the costs of the area.
- Know the areas that you are buying. Don't take a brokers word for it. Always see it for yourself! Don't buy in war zones...
- Don't rely on broker proforma for anticipated financial projections (know your market and where it is heading from your own analysis)
- If investing with someone else, know who you are investing with!