

THE DEFINITIVE GUIDE TO BUYING HANDS-OFF RENTAL PROPERTIES

TURNKEY RENTAL PROPERTIES

101

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The Path of Least Resistance to Real Estate Wealth and Lifestyle Design

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ALI BOONE

You may think by the title of this eBook that all you're going to get from it is the 'how-to' of buying turnkey real estate. You are going to get that, yes, but before all of that I want to address something a little more exciting. Don't get me wrong, buying real estate is amazing, but understanding *why* you're buying what you're buying is even more fun... and critical.

People buy real estate investments for various reasons. If asked, most will tell you it's because they want to achieve some kind of financial security in their lives. A lot will also tell you they would ultimately like to replace their salaries with passive income so they can quit their difficult or boring jobs. What better reasons to invest in real estate?! But I think a lot of people stop there. I don't want you to stop there. Ask yourself, "why do you want to quit your job?" I assume your answer is so you can do what you want, whenever you want. Am I right? Well what if I tell you that you can start doing whatever you want whenever you want now, instead of waiting until you quit your job? Yes, of course you have to pay your bills in the meantime so you may not be able to do 100% of what you want all the time, but you can certainly start working towards that freedom! Doing so is called creating *lifestyle design*.

LIFESTYLE DESIGN = CREATING YOUR LIFE HOW YOU WANT TO LIVE IT!

Amazing concept, right? Unfortunately a lot of people in this world have no idea that you really can design your life to be whatever you want it to be. I don't care what excuses you come up with—you rule your life. It can be tricky to fully develop your life how you want it to be, you do still have to pay bills, and it takes a tremendous amount of effort to even figure out exactly what life you want and it may take even more effort to truly achieve it. Developing all of this is part of the journey itself though, and worth every minute of it once you do it.

Lifestyle design, even though I didn't know the term back then, is something I have wanted since I was a kid. Nothing would depress me more than if I wasn't available to join friends at a random event because I was busy with something else. As I got older and started working a 9-5 corporate job, I started noticing more and more that I wasn't able to do all the fun things that were presented to me. I either had to be at work during the time of the event, or I didn't have enough vacation hours, or whatever other inconvenience my corporate job caused. In addition to the lack of flexibility, I also started thinking other things like:

- (I feel like) I am contributing basically nothing to such a big company.
- I do enjoy my every-Friday paycheck, but who cares about that if I don't have time to do anything fun

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with the money?

- I don't have time to flight instruct (which is my real passion).
- I only see my friends and dogs at night or on the weekends.
- Anytime I travel I have to request vacation time.
- I can't live at the beach because the commute is too far.
- I can only go to the gym in the evenings, and if you are a gym rat like me you know very well how crowded the machines are in the evenings!
- Weekend trips have to be kept short.
- I might as well not even own a bicycle because I hardly ever get out to ride (or hike or surf or whatever fun) because weekends are the only times to do it, and by then I am exhausted from working all week.
- Snowboarding lift tickets are way more expensive on the weekends than on weekdays, but when else can I go?
- Sleeping in is sadly non-existent.
- And the list (I'm sure you have already started your own!) goes on extensively...

I knew I couldn't keep that kind of lifestyle forever, so I began looking for ways to get out of it. As the same for a lot of people, the first book I stumbled on was Robert Kiyosaki's "Rich Dad Poor Dad". The main premise behind this book is passive income. Bingo! I knew that's what I needed. After continuing to study this concept, it became clear to me that there are two ways of obtaining passive income: own a business (in a particular way so as to make it actually passive) or invest in real estate. Years later as I've progressed along my journey, I know this is still exactly true. For me, I started investing in real estate and that eventually ended up becoming a business for me. That's currently how I support myself, but I do have passive income-producing properties as well and plan to keep buying more. The reality though is that not everyone wants to own their own business, which is totally understandable because it's crazy hard work! So if you decide you don't want to go the business route for passive income (remember again that it takes an extra zing to make a business passive at all), make it easy on yourself—invest in real estate! Real estate investing is, to me, the easiest way to begin earning passive income.

No matter which way you decide to build passive income, the benefits are the same. You can work when you want, if you want, from wherever you want, do what you want, whatever! For me, the coolest thing about passive income is the ability to be mobile. I am not tied down to any one location, ever! I can stay home, I can travel, I can road trip it, I can hang out at coffee shops, whatever I want to do! It's my choice. To give you an idea of how cool this really is, to date (in only two years of being out of corporate), I have

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worked from:

- my house in Venice Beach (a block from the beach)
- various countries in Europe—between sight-seeing and outdoor adventures
- a Colorado mountain house I holed myself up in for 2 weeks during an amazing snowstorm (and between snowboarding excursions)
- Atlanta while hanging out with family and friends for as long as I wanted to (weeks)
- the car during cross-country road trips
- friends' houses if I just didn't feel like hanging out at my own house
- Nicaraguan hostels between ziplining, surfing, and volcano boarding adventures as well as from high-end Nicaraguan hotels while drinking wine or margaritas (yes, while I worked)
- the beach (ah.....)
- Alaska, between floatplane flights, hostel-hopping, bear-chasing, ziplining, ATV-riding, dogsledding, snorkeling (yes, in Alaska!), and salmon fishing
- the hours of 12am-3am after getting distracted with watching movies all day

Granted I'm obviously a traveler and an adventurer, but regardless of what I do with the time, I have the time! That is what ultimately matters. Now I can take on fun side gigs if I want, go to lunch with friends anytime they ask, sleep in as late as I want, avoid rush hour and commuting, travel whenever I want, stay in my pajamas all day, or just not even work for a few days and get back to it later. Whatever I want to do, I have that flexibility now. Powerful concept, isn't it?

So, you ask, how does this relate to turnkey real estate investing, which is what this eBook is supposed to be about? It all ties back into the benefits of true passive income. Passive income is when you don't have to work for your money.

There is a huge misconception about real estate investing that you need to understand, which is:

YOU CAN'T CREATE LIFESTYLE DESIGN WITH EVERY KIND OF REAL ESTATE INVESTING!

Not only can you not create lifestyle design with every kind of real estate investing, you can't create lifestyle design with *most* forms of real estate investing. Shocker! Like flipping, landlording, or wholesaling

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(although I'm adamantly against wholesaling even being considered a method of investing at all)... Do you realize that every one of those requires you to work for your returns? Do you realize that working for your returns takes time? And isn't time what you ultimately want to create for yourself and your life?

Rental properties are one of the only real estate investments that are actually categorized as producing passive income. It's true—rental properties do provide passive income, because technically you don't have to do any physical work on them to collect the rent each month. That's how the government sees it, at least as far as taxes go. They are almost right, too. While no direct work is needed for rental properties to produce income, there is indirect work needed. Things like: finding tenants, handling maintenance, collecting payments, etc. So don't get tangled up in thinking that if you own a rental property you automatically have passive income.

The only way you will have true passive income from your rental property is if someone else is handling that indirect work. Well who do you hire? Easy—a property manager. Boom! By doing that, you don't have to answer maintenance calls at 3AM or spend time finding new tenants when the old ones move out or any of those other headache-ridden tasks required of a landlord. Do you know how difficult it can be if you are traveling through a tropical paradise somewhere and you get a call that a storm just hit one of your properties and tore the roof off? What then?

THE POINT IS, YOLO.

For anyone unfamiliar with the term, it means “you only live once”. Many make fun of the term, but I think it is amazing because it's true! You only have one lifetime this go around, so why would you waste it working a job you hate and not doing things you love? There are so many amazing things out there in the world, why not take advantage as best you can? The absolute easiest way to do this is to build as much passive income as you possibly can so you can free yourself from the burden of being a slave to a schedule. And the absolute easiest way to build that passive income is to invest in rental properties that you don't have to manage yourself. In fact, buy rental properties that require no work at all and you are golden!

[enter turnkey rental properties — stage left]

This is why I created Hipster Investments. Not only to introduce you to new concepts you may not have heard about and connect you with companies who provide those opportunities, but to also prove to you that you really can live the life of your dreams (*if you go at it the right way*) by investing in things like turnkey rental properties. Real estate investing is by far the best way to help you achieve your dream life, but you have to invest right or you will end up working more than you were before you started. That's why Hipster is here, to make sure you stay on track for your goals and offer you guidance along the way!

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I could ramble on about lifestyle design all day long, but I'm going to leave that for later and let you get to learning everything there is to know about turnkey rental properties.

HAPPY LEARNING! - ALI