

# Multi-Family Investing Bootcamp—West

Hard Rock Theatre  
2080 United Blvd,  
Coquitlam, BC

## Agenda

9:00 AM

### Welcome Address

Patrick Francey—CEO REIN

#### Session 1

### Why Invest in Multi-Family Properties?

Don R. Campbell—REIN Founding Partner & Senior Analyst

Multi-Family investing is a whole new ballgame; a game that, once figured out, is easy to win. Learn what defines these properties and what makes them such great investments. Veteran investors have consistently used Multi-Family properties to weather economic storms and come out ahead in the process.

#### Session 2

### Sources and Availability of Buildings

Don R. Campbell—REIN Founding Partner & Senior Analyst

“But there is nothing to buy!” is a phrase often heard by those wanting to invest in Multi-Family properties. Don will show you where to find buildings across Canada, and in all market conditions.

#### Session 3

### Choosing Properties—Part 1

Don R. Campbell—REIN Founding Partner & Senior Analyst

There is no rule of thumb for choosing a great property. However, there is a

step-by-step system that will weed out the poor deals leaving you with only the gems. Discover the system that works in any market condition. You will be pitched a lot of buildings as an investor, and we will show you how to cut down the confusion while saving time and money. Discover how to rank a property in terms of price, size, perceived value and condition—buildings aren’t always as they appear.

### Networking Break

#### Session 4

### Building Valuations

Thomas Beyer—President, Prestigious Properties

This Veteran Multi-Family investor will show you how he analyzes the current and future value of buildings. Often, he finds hidden long-term value where others (including finance companies) fail to look. Learn the secrets of building a multi-million dollar portfolio.

#### Session 5

### Choosing Properties—Part 2

Don R. Campbell—REIN Founding Partner & Senior Analyst

Once a property is located, it is necessary to analyze its feasibility and fit in your portfolio. What are the operating expense ratios? Learn how to calculate the annual effective gross income of a property and the operating expense percentage. What is cash-on-cash plus? Learn the difference of closing costs for Multi-Families compared to Single-Families. Learn about capitalization rates and why they are only rules of thumbs—if the numbers don’t work, they don’t work!

### Awards

### 12:30—1:45 PM Power Networking Lunch (Members)

Power Networking Lunch. The meal is secondary; start creating your team and your contacts during this lunch break. Go with someone you don’t know.

### 12:30—1:45 PM Lunch and Learn (for Guests)

For those interested in learning more about the benefits of REIN Membership, a special lunch-time presentation will be held by Patrick Francey and the REIN Team. **Learn how NOT being a Member costs you money!**

### Expert Panel

### Sourcing, Buying & Negotiating

Moderated by **Melanie Reuter**

**Domenic Mandato**—President, Invest Plus Properties

**Pierre-Paul Turgeon**—Owner, Matterhorn Real Estate Investments Ltd.

**Amit Grover**—Multi-Family Specialist, Colliers International

**Randy Dyck**—Realtor, Eximus Real Estate Team



Session 6

**Creating Offers**

**Mark Warkentin** — Real Estate Lawyer, Linley Welwood

**Don R. Campbell**—REIN Founding Partner & Senior Analyst

There are many ways to purchase Multi-Family properties. Structuring these offers are very different than Single-Family offers. Learn how to leverage this knowledge to your advantage. Discover which unique schedules, forms, and conditions to use to reduce your risks and increase your chances of closing the deal.

Session 7

**Tax Implications and Offer Structure**

**Navaz Murji** —Murji & Associates

How will structuring the offer properly provide your accountant more leniency for future planning? Consider options such as dividing the offer into two parts to take advantage of the fact that land is not depreciable, but the building is, and to put more value on the building than the land.

Session 8

**Post Offer Actions**

**Don R. Campbell**—REIN Founding Partner & Senior Analyst

An accepted offer is just the beginning. Inspections for Multi-Family properties are very different than Single-Family homes. AACI Appraisals, Environmental Reports, and building condition reports—OH MY! What you should watch for, what strategies you should have in place when speaking to the report writer and how you should review the documents in advance of submission.

**Networking Break**

Session 9

**CMHC Financing for Multi-Family Properties**

**Abby McQuire**—Senior Manager, First National

Which type of mortgage will you consider: assuming another's mortgage, a conventional mortgage, or an insured mortgage? How do lenders analyze debt servicing? Plan carefully, especially if your goal is to hold the property for less than 5 years; don't saddle your potential buyer with unwanted financing. Find the answers to the 7 most popular questions mortgage brokers are asked.

Session 10

**Additional Financing Insights**

**Don R. Campbell**—REIN Founding Partner & Senior Analyst

Lenders require you and all of your shareholders to personally guarantee all of the mortgages with a Multi-Family investment. What are they and what are the implications of them? Learn how mortgage rates differ and are not based on prime or bank rate. How will you finance your property: a private lender; a traditional lender or a pension fund?

Session 11

**Financing Options and Strategies**

**Pierre-Paul Turgeon**—President, Matterhorn Properties

Hear directly from the source. Pierre-Paul Turgeon worked as a Multi-Family mortgage underwriter with Canada |Mortgage and Housing Corporation (CMHC) for 8 years. Leverage his knowledge and real life experience as a Multi-Family investor and owner, and find out what |financing looks like in current market conditions and how to increase your chances of having your deal approved.

**Networking Break**

Session 12

**Buying Strategies**

**Don R. Campbell**—REIN Founding Partner & Senior Analyst

**Domenic Mandato**—President, Invest Plus Properties

The seller is the key when it comes to buying Multi-Family properties. Determine the seller's motivation and know how to position your deal. Decide if you will use new or assumable financing; Vendor-take-backs or purchase with an agreement for sale.

Session 13

**Normalization & Ownership Tips**

**Don R. Campbell**—REIN Founding Partner & Senior Analyst

Now you own the building. What are the first steps you must take to ensure you create a winning investment. Discover how normalization of tenants, revenues, expenses and operations is the absolute key.

**7:00 PM—8:00 PM Social**

No-Host Networking Social

**Key Presenters:**

**Don R. Campbell**

Don R. Campbell is a Canadian-based real



estate investor, researcher, author, educator and philanthropist. He is a founding partner and Senior Analyst at the Real Estate Investment Network. Don can speak in detail on any market in

the country and is not afraid to tell the truth about where the market is headed. Don is a multi-family investor, owning more than 200 doors.

### Patrick Francey



Patrick Francey is a veteran Canadian-based real estate investor, educator and business owner and is the CEO of the Real Estate Investment Network. By the age of 25 Patrick was part of a team developing and implementing systems

and procedures for a large oil tool manufacturing company and in 1984 Patrick stepped into the world of business owner, which still includes owning a specialty retail business in Edmonton.

### Thomas Beyer



Thomas Beyer was a computer scientist with a strong interest in business principles. He immigrated to Canada and finished his MBA at the University of Alberta. Thomas bought his first revenue property,

a rental pooled condo, in 1997 followed by a second condo in Edmonton a year later with no money down. He then bought his first apartment building, using his own cash and a loan from his dad, for \$37k/door in 2000. Thomas founded Prestigious Properties in 2000, specializing in multi-family apartment buildings and currently manages over \$85 million of positive cash-flow real estate.

### Navaz Murji



Formed in 1983, Navaz Murji's accounting practice, Murji & Associates, started in Edmonton and moved to Burnaby, B.C. It has grown to be an organization that helps real estate investors,

business owners and professionals across Canada. In addition to the accounting practice, his real estate portfolio has grown from single-family homes to include multi-family buildings.

### Domenic Mandato



Domenic is the Founder and President of InvestPlus Properties Canada Ltd. Alberta based and opportunity focused, Domenic has been actively investing in Canadian real estate since 1999. InvestPlus

Properties only invests where real estate has been proven to return positive cash flow and significant profits to investors. Currently active in Alberta, InvestPlus and its investors have already realized significant growth in their real-estate portfolios. With proven real-estate investing strategies, experience and knowledge of booming markets, the InvestPlus team of financial, administrative and property management experts manages over 400 suites of secure profitable real estate valued at \$50 million dollars.



### Pierre-Paul Turgeon

Pierre-Paul Turgeon was a multi-family mortgage underwriter with Canada Mortgage and Housing Corporation (CMHC) in the Prairie business center in Calgary for 8 years before leaving to

become a full time Single- and Multi-Family investor. Prior to that, he was Principal of CMHC's Default Management and Real Estate department and also worked as a residential underwriter. Pierre-Paul is a lawyer and a member of the Law Society of Upper Canada (Ontario). From 1996 to 2002, he worked as Project Manager at CMHC's head office in Ottawa on various international projects.

### Amit Grover



Amit Grover has been the Edmonton multifamily specialist with Colliers International since 2005 and is Vice President of the multi-family division. Since 2005, Amit has sold nearly 2,300 apartment

units and various multi-family land sites totalling nearly a quarter billion dollars in asset value.

### Mark Warkentin



Mark Warkentin is a partner at the law firm, Linley Welwood, in Abbotsford, BC. His areas of practice include real estate transactions, real estate development, business transactions, financing, corporate and

commercial law. He is a real estate investor himself, and has handled, literally, thousands of transactions and negotiations.

### Melanie Reuter



Melanie is the Director of Research at the Real Estate Investment Network and has been providing REIN members with up to date research since

joining the REIN Team in 2006. Melanie is a real estate investor who owns both single family and multi-family rental properties in Edmonton and Chilliwack.



### Abby McQuire

As Senior Manager of Commercial Mortgage Lending, Abby specializes in high ratio CMHC and conventional mortgages with an emphasis on a cost effective approach and quick turn around-

time. In today's ever changing real estate environment, Abby's attention to superior customer service allows her to meet her clients' individual mortgage financing needs.

### Randy Dyck



Randy Dyck has been a top producing realtor in the Fraser Valley since 1992. He and the Eximus Real Estate Team have sold over 3000 properties in the past twenty years.

Randy and the six agents of the Eximus team serve investors in Chilliwack, Abbotsford, Mission, Maple Ridge, Langley, and Surrey. Randy personally invests in Multifamily, Commercial, and Development properties.

**REIN would like to thank the sponsors who will be participating to make this a great event:**

