

Investing in REAL ESTATE



COURSE TOPICS:

- **Real Estate Investments**
 - How to Find the Deal and Analyze Investments
 - Building Wealth with Real Estate
 - Foreclosures; The Myth of Easy Money
- **Cash Flow and Projections**
 - Understanding Profits, Expenses, Cash Flows and Tax Savings from the Deal
- **Contracting For and Finalizing a Real Estate Purchase**
 - Selecting an Agent, Contract Essentials, Home Inspection, HOA Finances, Other Due Diligence
- **Financing Real Estate**
 - Mortgage Financing, The Loan and Options, Paying Points, Escrow and Good Faith Closing Estimate (GFCE), FICO Scores
- **Other Potential Real Estate Investments**
 - Fixer Uppers, Vacation Rentals, Small Apartment Buildings
- **Other Important Issues**
 - Rent vs. Own Calculations, Insurance, Loan Modifications Info, LLCs

REAL ESTATE INVESTMENT CASH FLOWS & DUE DILIGENCE 101

Course Dates and Registration:

Three Consecutive Saturdays Starting February 28, 2009
9:00AM to Noon

Taught on the Campus of San Diego State University

- Understanding the concepts of real estate finance and investments is important for all individuals who would like to earn wealth from investing in real estate as a personal residence or rental property. It is also important for individuals who wish to better understand the real estate industry for future career growth and development.
- This course, taught by San Diego State University Real Estate Professor, real estate consultant and investor Leonard Baron, offers a more comprehensive approach to evaluating real estate and acquiring high quality investments.



LPB Services LLC.

FOR MORE INFORMATION & TO SIGN UP:

WWW.LPBSERVICESLLC.COM

LeonardBaron@LPBservicesLLC.com — Tel: 858.945.7842

INFORMATION:

Course Dates and Registration

Three Consecutive Saturdays
9:00AM to Noon
Starting February 28, 2009
\$175/Includes Course Materials &
Electronic Copies of Spreadsheets

For More Information:
www.LPBServicesLLC.com

MEET THE INSTRUCTOR:



Leonard Baron, MBA
Real Estate Professor
San Diego State University

• Education

USC Marshall School of Business MBA Program
James Madison University, B.A.
Registered CPA

• Work Experience

Real Estate Consulting, Real Estate Acquisitions,
Investment Analyst, Finance Manager, Controller
and Auditor

• Media Contributions

MSNBC, Newsweek, Voice of San Diego, San
Diego Daily Transcript, North County Times, Per-
sonal Real Estate Investor Magazine

COURSE OVERVIEW

- Have you ever wondered how to better evaluate potential investments in real estate? Whether you are acquiring a personal residence or investment property, how do you get independent, fair and unbiased information that can teach you how to better analyze any property you wish to buy?
- With this investment knowledge and a long term value perspective, just a few properties can end up letting your rental tenants pay a healthy stable supplement to your retirement income down the road.
- The current San Diego real estate market:
 - Is probably the best buyer's market it has been in decades – prices are down, lots of properties on market, fair negotiability for the buyer
 - Mortgage interest rates are as low as they've been in 30 years and financing is obtainable – for people with good credit/income/assets
 - The government is giving first time buyers generous tax credits
- It is a great time to consider adding real estate to your portfolio and this class will teach you the proper evaluation tools, simple research skills and that it takes a bit of hard work to make smart investment choices.
- Note: This course is NOT about earning easy or quick profits on foreclosures or flipping properties. The instructor is not a broker or agent and this is not a marketing seminar – this course is to teach you, the buyer, how to do a better job buying and owning real estate.
- This class will be educational, interesting and fun.
- SATISFACTION GUARANTEED - If for any reason you do not feel you benefited from this course, ask and your tuition will be refunded.



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