



Investor Update

ROI Strategies

October was a banner month. We completed 8 new Lease 2 Owns. 6 were in Las Vegas and 2 were in Reno. We decided to rent out a home that one of our Las Vegas Lease 2 Own Homeowners had walked away from after only 6 months. The reason we're renting it is because we would take a loss on the home if we sold it right now since it hasn't had any time to appreciate and there are, of course, selling costs. Certainly not ideal but we are at a breakeven with renting it out. We will wait it out so it can appreciate some and then sell it. We are also really excited to announce that **another Lease 2 Own Homeowner bought their home from us this month** and they are officially a homeowner again!

In other news, we had a successful trip to Seattle and our presentation at the SBRE Summit went really well. You can read more about it in our newsletter this month. We will definitely be inviting all the investors we know to attend this event in the future. **For those investors that are interested in small balance real estate funds, I don't know of a better event to get the exposure to so many all at one time.**

We will be putting on a Lunch and Learn event on December 2nd. Watch for your invite. It will be on **"How to Find and Pick Winning Alternative Investments."** I will show you how to find alternative investments and I will share a high level overview of how to perform due diligence. It is very important to ask the right questions.

For those of you that are unable to attend, we will record a webinar so you can watch it at your own convenience.

Steve and I attended a Note Expo in Dallas last week. **We are interested in learning more about the note space for Lease 2 Owns and flips.** We were pleased with the event and will continue to pursue this new angle. The notes we are interested in are mortgages that are either performing or non-performing on single family homes. We would be able to buy them at a discount. Depending on the type, we would be able to possibly modify it into a Lease 2 Own and help to keep the people in their home. The other interest would be to be very choosy and pick properties that are vacant to flip. We are looking at this as a diversification and profitable additional deal flow for the fund. However, we have a lot more to research and learn about notes before actually doing some. We will keep everyone updated.

We wish everyone happy holidays as we enter the season. This Thanksgiving Hayden, my oldest son, will be home from North Dakota. We are really excited to have him home and he will even be turning the big 21 on Thanksgiving Day. It will be a lot fun to have all the kids and family together. I hope that all of you have the same! Until next month,

Greg Hayden Steve S. S.

Here are the official stats to date with our Lease 2 Own Strategy over a 2 ½ year period:

95 Homes Purchased

16 Lease 2 Own Homeowners have Purchased Their Home

5 Lease 2 Own Homeowners have Walked-Away

Reasons: (2) Divorces, (2) Job Transfers, (1) An Uncle gave them a home

Outcome: Sold 4 of the homes and we're renting out the 5th one. We were profitable on 3 of the 4 homes sold.

4 Flips (all profitable)