



Investor Update

ROI Strategies

October improved slightly for Rent to Own deals, and flip opportunities continue to get better. We seem to be hitting a stride with the process and have really good teams working in both Reno and Las Vegas. It might seem surprising that we are doing flips at this point, **but there is this window of opportunity right now for some very profitable deals** while, of course, remaining very picky about what we are purchasing.

In Reno, we picked up two more. In Las Vegas, we bought three more in addition to our two in escrow. We have found an inside track in Las Vegas that appears promising for continued and increased deal flow. One flip was sold and closed in Las Vegas, and another one in escrow. The rest are in rehab due to a drinking problem (attempt at humor...) or on the market.

The marketing campaign for short sale repurchases has started, paid for by Cogburn Law. **Five billboards went up about five weeks ago and T.V. commercials are airing on Fox for Sunday football and the Fox local evening news.** Even though these short sales won't close for at least 120 days, and more likely 180 days, we will start to understand the markets interest within the next 30 days. We will report back as to the progress.

We are working on adding a new niche market to our Rent to Owns. It would be for non-US citizens that are here legally, working, paying taxes (yes, paying taxes) and who want to own their own home. Alterra, a large mortgage company completing over \$100M in mortgages per month, and a couple other smaller lenders have rolled out programs to help these people get a mortgage. We would come into play with a Rent to Own option for their temporary challenges. Many of these families need time and assistance to get their finances and taxes in order to qualify for their mortgage. We can fill that gap with a Rent to Own. Plus, they need a 20% down payment when they get their mortgage. We have created a program that helps them save towards achieving that goal.

We are grateful for the new investors that have come aboard lately, including those from the SBRE Summit in Dallas. We are grateful for our existing investors who

continue to invest more with us. There couldn't be a better compliment, and we take the protection and management of your money extremely seriously.



Lebo descends from the sky.

On Sunday, November 8, we jumped out of an airplane. We purchased a few extra tickets to jump and invited current investors and some future investors to join us. Finding willing jumpers turned out to be a challenge. **Most people just asked us why we would jump out of a perfectly good airplane.** The answer being "Because it is fun!" Steve and I made sure to go up in different airplanes though, just to be safe. Here are the two brave investors that jumped with us. For all the rest of you, I have to say you really missed out! I was smiling so much I thought my teeth were going to freeze solid during our freefall.



Tim Sweeney
Greg Hughes



Steve Sixberry
Lebo Newman

Happy Thanksgiving to all and until next month,