

GLOSSARY

Annualized ROI: A property's ROI divided by the number of years you expect to hold the property.

Assumable mortgage: A type of financing in which a buyer takes over a seller's existing mortgage.

Average annual return: The sum of the expected ROI for every year you plan to hold the property divided by the number of years you expect to hold the property.

Buy box: A list of criteria for the property you plan to purchase.

Buy, rehab, rent, refinance, repeat (BRRR): A real estate strategy that involves purchasing a property, renovating it, leasing it, refinancing it, and snowballing the cash into another property purchase.

C-corporation (C-corp): An entity in which the business owners are taxed personally rather than as a business.

Capital expenses: The amount of potential expenditures, like home improvements or maintenance.

Capitalization rate: The net operating income divided by the purchase price of the property.

Cash-on-cash return: The property's annual cash flow divided by the amount of money invested in the property.

Cash flow: The amount of money entering and leaving the business.

Cash flow after taxes: The amount of money left after subtracting taxes from gross revenue.

Cash flow before taxes: Your net operating income minus debt service and capital expenses, plus loan additions.

Cash for keys: An exchange in which a landlord pays a tenant an agreed-upon fee to exit the property.

Conventional loan: A mortgage, typically with 15-year to 30-year payment terms.

Cure or quit notice: A notice used during the eviction process if a tenant is in violation of the lease.

Debt service: The amount you will pay on your mortgage annually.

Due diligence: The process in which a buyer researches a property, including a title inspection, document inspection, and physical inspection.

Earnest money deposit: A sum of money, typically 1%-3% of the price of the home, provided in good faith to show the seller a buyer is serious about their offer.

Eviction: The process of removing a tenant from a property due to a violation.

Forced appreciation: An increase in a property's value due to the investor's decisions, like renovations or other property improvements.

Gross operating income: All the income you expect your property to generate annually.

Holding mortgage: An agreement in which the seller provides a loan and keeps the property title until the buyer pays for the property in full.

Home equity line of credit (HELOC): A line of credit that allows someone to borrow against the equity in their home.

House hacking: Renting out part of your home to other tenants and using the income to cover your mortgage or additional expenses.

Internal rate of return: An estimate of how much the property will earn while you own it.

Limited liability company (LLC): A type of business entity that separates the business from the business owner to protect the owner's assets.

Loan additions: The amount of money paid annually for a non-mortgage loan.

Long-term rentals: Rentals with lease terms of 12 months or more.

Mid-term rentals: Rentals with lease terms of several months.

Multifamily property: A property that can house multiple families at once, like an apartment building or condominium complex.

Natural appreciation: An increase in a property's value due to market forces outside the investor's control, like the economy.

Negative cash flow: The state of cash flow when expenses exceed income.

Net operating income: Gross operating income minus operating expenses.

Operating expenses: The amount of money needed to maintain the property, pay taxes, and advertise vacancies.

Pay or quit notice: A notice used during the eviction process if a tenant owes unpaid rent.

Portfolio loan: A loan in which the lender finances, keeps, and services the loan in their own portfolio.

Positive cash flow: The state of cash flow when income exceeds expenses.

Rent-to-own agreement: A type of seller financing in which a renter pays the seller an option fee that enables them to purchase the property later.

Residential property: A home inhabited by the owner or tenants.

Return on investment (ROI): A percentage that helps determine how much profit your investment will generate.

S-corporation (S-corp): A pass-through entity that shifts income and liabilities to shareholders.

Seller financing: A type of financing in which a seller pays the property owner for the property instead of the bank.

Short-term rentals: These rentals are typically vacation properties.

Single-family residential: A property occupied by one family.

Unconditional quit notice: A notice used during the eviction process if a tenant needs to vacate immediately due to illegal activity or gross negligence.

REFERENCES

- 2023 *Home Buyers and Sellers Generational Trends Report*. (2023). National Association of Realtors Research Group. https://cdn.nar.realtor/sites/default/files/documents/2023-home-buyers-and-sellers-generational-trends-report-03-28-2023.pdf?_gl=1*1yzyzs*_gcl_au*MjAwNzcwNDMwNi4xNjg3MjgwMTI4
- 4 *Valid Reasons a Landlord Can Evict a Tenant*. (2022, March 7). LegalShield. <https://www.legalshield.com/blog/landlord-tenant/four-reasons-evict-tenant/>
- 5 *Reasons Townhomes Are Good Investments for a First Rental Property*. (2022, November 23). New Jersey Real Estate Network. <https://www.newjerseyrealestatenetwork.com/blog/reasons-townhomes-make-good-first-rental-properties/>
- 5 *Reasons Why Real Estate Is a Stable Investment*. (2022, December 28). DGY Investments. <https://dgyinvestments.com/blog/5-reasons-why-real-estate-is-a-stable-investment/>
- 5 *Strategies for Reducing Operating Costs*. (n.d.). Parcel Pending. <https://www.parcelpending.com/en-us/blog/5-strategies-for-reducing-operating-costs/>
- 5 *Things You Should Know about the Fair Housing Act*. (n.d.). State Property Management LLC. <https://www.managecentralfloridaproperty.com/fair-housing-act.html>
- 6 *Tips to Successfully Showing a Rental Property*. (2021, July 13). Bay Property Management Group. <https://www.baymgmtgroup.com/blog/6-tips-successfully-show-rental-property/>
- 7 *Pros and Cons of Owning a Short Term Rental*. (n.d.). Short Term Rental Manager. <https://shorttermrentalmanager.com/7-pros-and-cons-of-owning-a-short-term-rental/>
- 7 *Reasons You Should Invest in a Mid-Term Rental*. (2023, June 30). Semi-Retired MD. <https://semiretiredmd.com/7-reasons-you-should-invest-in-a-mid-term-rental/>
- 10 *Common Tenant Complaints and How to Reach a Resolution*. (n.d.). The Fitzgerald Law Firm. <https://thefitzgeraldlawfirm.com/10-common-tenant-complaints-and-how-to-reach-a-resolution/>
- 10 *Creative Ways to Make Your Home Purchase Offer Stand Out*. (2024). Mountain America Credit Union. <https://www.macu.com/must-reads/mortgage/make-your-home-purchase-offer-stand-out-fined>
- 10 *Questions That Should Be on Every Rental Application*. (2023, October 6). <https://www.mysmartmove.com/blog/rental-application-questions>
- 11 *Ways Landlords Can Cut Costs & Save Money*. (2020, April 23). Mashvisor. <https://www.mashvisor.com/blog/ways-landlords-cut-costs-save-money/>
- Advantages and Disadvantages of Foreclosure Investments*. (n.d.). Evergreen Investments. <https://evergreeninvestments.co/blog/advantages-and-disadvantages-of-foreclosure-investments/>
- Airbnb. (n.d.). *How to Become a Superhost*. <https://www.airbnb.com/help/article/829#section-heading-2-0>

Airbnb Data on 37568 Vacation Rentals in Nashville, Tennessee. (n.d.). AirDNA. <https://www.airdna.co/vacation-rental-data/app/us/tennessee/nashville/overview>

Airbnb Service Fees—What You Need to Know. (n.d.). Intasure. <https://intasure.com/blog/airbnb-service-fees-what-you-need-to-know/>

Airbnb Virtual Assistant. (n.d.). Aristo Sourcing. <https://aristosourcing.com/airbnb-virtual-assistant/>

Airbnb Welcome Book: How to Create a Comprehensive Guide for Your Guests. (2023, December 20). iGMS. <https://www.igms.com/airbnb-welcome-book/>

AirDNA Data: Nashville. (n.d.) AirDNA. <https://www.airdna.co/vacation-rental-data/app/us/tennessee/nashville/overview>

Akin, J. (2022, March 21). *What Is Cash Offer Financing?* Experian. <https://www.experian.com/blogs/ask-experian/what-is-cash-offer-financing/>

Allred, C. (2023, November 2). *10 Real Estate Investment Exit Strategies to Consider.* Invest.net. https://invest.net/real-estate/exit-strategies#1_Sell

AmFam Team. (n.d.). *What Basic Landlord Forms Do You Need.* American Family Insurance. <https://www.amfam.com/resources/articles/your-business/landlord-forms>

Ancheta, A. (2024, February 7). *What Is a C Corp?* Investopedia. <https://www.investopedia.com/terms/c/c-corporation.asp>

An Introduction to Office Building Investing. (n.d.). Feldman Equities. <https://www.feldmanequities.com/education/an-introduction-to-office-building-investing/>

Araj, V. (n.d.). *Cash-Out Refinance: Rates and Guide for Homeowners.* <https://www.rocketmortgage.com/learn/cash-out-refinance>

Araj, V. (n.d.-b). *Lease Purchase Agreement: What You Should Know.* <https://www.rocketmortgage.com/learn/lease-purchase-agreement>

Araj, V. (n.d.-b). *How to Make an Offer on a House in 5 Steps.* <https://www.rocketmortgage.com/learn/how-to-make-an-offer-on-a-house>

Araj, V. (n.d.-d). *The Final Walkthrough: Checklist of What to Look For.* <https://www.rocketmortgage.com/learn/a-complete-final-walkthrough-checklist#:~:text=The%20final%20walk%2Dthrough%20is%20your%20last%20opportunity%20to%20confirm,standards%20and%20include%20quality%20work.>

Ates, K. (2024, January 12). *Normal Wear and Tear vs. Property Damage: A Landlord's Guide.* Rent Spree. <https://www.rentspree.com/blog/normal-wear-and-tear#what-is-normal-wear-and-tear->

Ashworth, J. (2022, November 29). *The Beginner's Guide to Furnishing a Vacation Rental.* Lodgify. <https://www.lodgify.com/blog/furnishing-vacation-rental/>

Bank of America. (n.d.). *What Is a Home Equity Line of Credit and How Does it Work?* <https://www.bankofamerica.com/mortgage/learn/what-is-a-home-equity-line-of-credit/>

Beck, R. H. (2022, September 23). *What Is Commercial Real Estate?* Bankrate. <https://www.bankrate.com/real-estate/commercial-real-estate/>

Benefits of an LLC for Real Estate Investing – Blueprint Title. (2022, June 22). <https://blueprinttitle.com/benefits-of-an-llc-for-real-estate-investing/>

Bennett, J. (2022, August 27). *8 Crucial Tips for Hiring the Right Contractor for Your Remodel.* Better Homes & Gardens. <https://www.bhg.com/home-improvement/advice/things-to-know-about-hiring-a-contractor/>

Best Real Estate Investment Management Software. (n.d.). G2. <https://www.g2.com/categories/real-estate-investment-management>

- Best Room & Home Rentals Experience.* (n.d.). Bungalow. <https://bungalow.com/articles/off-market-properties-what-are-they-and-how-to-buy>
- Best Ways to Communicate with Tenants: Email, Text, or Call?* (n.d.). GoodDoors Property Management. <https://www.gooddoors.com/tenant-communication>
- Bieber, C. (2023, December 7). *You Need Home Insurance Before Closing on a Home. Here's Why.* The Motley Fool. <https://www.fool.com/the-ascent/insurance/homeowners/articles/you-need-home-insurance-before-closing-on-a-home-heres-why/>
- Bitton, D. (2024, January 24). *Top 10 Real Estate Investor Software for Managing Rentals.* DoorLoop. <https://www.doorloop.com/blog/real-estate-investor-software>
- Bmanassero. (2017, July 14). *10 Real Estate Investing Rules of Thumb Every Investor Should Know.* <https://olddawgsreinetwork.com/real-estate-investing-rule-of-thumb/>
- Brauning, T., & Shemesh, J. (2022, February 16). *How to Detect Red Flags in Real Estate Investments.* Point Acquisitions. <https://pointacquisitions.com/red-flag-in-real-estate/>
- Brock, M. (n.d.). *How to Find Real Estate Investors and Use Effective Investing Strategies.* <https://www.rocketmortgage.com/learn/how-to-find-real-estate-investors>
- Bullock, M. (n.d.). *Everything You Need to Know About Your Security Deposit.* Apartments.com. [https://www.apartments.com/blog/everything-you-need-to-know-about-your-security-deposit#:~:text=Generally%2C%20landlords%20and%20property%20managers,ACH%20payment%20\(electronic%20payment\)](https://www.apartments.com/blog/everything-you-need-to-know-about-your-security-deposit#:~:text=Generally%2C%20landlords%20and%20property%20managers,ACH%20payment%20(electronic%20payment))
- Can I Use an S Corporation for Real Estate Investing.* (n.d.). Nelson CPA. <https://www.scorporationexplained.com/s-corporation-for-real-estate-investing.htm>
- Carmody, B. (2023, December 8). *Best Tenant Screening Services of 2024.* Investopedia. <https://www.investopedia.com/best-tenant-screening-services-5070361#toc-best-for-realtors-smartmove>
- Cash for Keys: What It Is & What Landlords Should Know.* (n.d.). Eaton Realty. <https://www.eatonrealty.com/blog/property-management/cash-keys-what-it-what-landlords-should-know>
- Cassell, W., Jr. (2023, May 28). *3 Reasons to Invest in Multi-Family Real Estate.* Investopedia. <https://www.investopedia.com/articles/personal-finance/041216/3-reasons-invest-multifamily-real-estate.asp#:~:text=The%20Bottom%20Line,-Much%20like%20stocks&text=There%20are%20many%20advantages%20to,of%20hiring%20a%20property%20manager.>
- Ceizyk, D. (2023, August 17). *Investment Property Loans: What You Should Know.* LendingTree. <https://www.lendingtree.com/home/mortgage/investment-property-loans/#:~:text=You'll%20need%20a%20minimum,rent%20buying%20a%20multifamily%20home>
- CFI Team. (n.d.). *Annualized Rate of Return.* Corporate Finance Institute. <https://corporatefinanceinstitute.com/resources/wealth-management/annualized-rate-of-return/#:~:text=The%20annualized%20rate%20of%20return%20calculates%20the%20rate%20of%20return,the%20performance%20of%20different%20investments>
- Charski, M. (2019, January). *How to Evaluate If Schools are Good in Your Neighborhood.* KeyBank. <https://www.key.com/personal/financial-wellness/articles/evaluate-schools-your-neighborhood.html#:~:text=Useful%20online%20resources>

- 20sources%20include%20GreatSchools,teacher%20ratio%2C%20and%20enrollment%20trends.
- Chen, J. (2020, June 16). *Real Estate Owned (REO) Definition, Advantages, and Disadvantages*. Investopedia. <https://www.investopedia.com/terms/r/realestateowned.asp>
- Chen, J. (2022, May 15). *Residential Rental Property Definition, Tax Pros & Cons*. Investopedia. <https://www.investopedia.com/terms/r/residentialrentalproperty.asp>
- Co-hosting on Airbnb: Can You Do it Without Prior Hosting Experience?* (n.d.). Short-term Sage. <https://shorttermsage.com/cohosting-on-airbnb-without-experience/>
- Collect Rent Online for Free*. (n.d.). Apartments.com. <https://www.apartments.com/rental-manager/online-rent-collection>
- Crace, M. (2024, February 29). *A Guide to Bank Statements for Your Mortgage*. Rocket Mortgage. <https://www.rocketmortgage.com/learn/bank-statements#:~:text=You'll%20usually%20need%20to,qualify%20for%20your%20home%20loan>
- Crace, M. (2023, September 25). *Cap Rate: Defined and Explained*. Rocket Mortgage. <https://www.rocketmortgage.com/learn/cap-rate>
- Dartiguenave, M. (2021, June 22). *Pros and Cons of Buying a Fixer-Upper*. Penrith Home Loans. <https://www.penrithloans.com/2020/09/pros-and-cons-of-a-fixer-upper/>
- Decoding Home Buying: Identifying Hidden Red Flags When Buying a House*. (n.d.). Pacific Keys Realty. <https://pacifickeysrealty.com/blog/identifying-hidden-red-flags-when-buying-a-house>
- Davis, G. B. (n.d.). *6 Tips for Finding Off-Market Real Estate Properties*. R.E.Tipster. <https://retipster.com/6-tips-for-finding-off-market-real-estate-properties/>
- Davis, G. B. (n.d.-b). *10 Real Estate Negotiation Tactics to Score the Best Deal Every Time*. R.E.Tipster. <https://retipster.com/10-real-estate-negotiation-tactics-to-score-the-best-price-on-properties/#>
- Davis, G. B. (2022, November 28). *How Much Emergency Fund Should I Have as a Property Owner?* SparkRental. <https://sparkrental.com/how-much-emergency-fund-should-i-have/>
- Dehan, A. (2024, January 24). *Buying a Fixer-Upper House: Pros and Cons*. Rocket Mortgage. <https://www.rocketmortgage.com/learn/pros-cons-buying-fixer-upper-house>
- DeLoe, R. L., Esq. (2023, February 24). *18 Terms to Include in a Simple Lease Agreement*. Legalzoom. <https://www.legalzoom.com/articles/18-terms-to-include-in-a-simple-lease-agreement>
- Dhir, R. (2023, December 30). *Negotiation: Definition, Stages, Skills, and Strategies*. Investopedia. <https://www.investopedia.com/terms/n/negotiation.asp>
- Dickinson, G. (2023, November 28). *Wisconsin State Tax Guide: What You'll Pay in 2024*. AARP. <https://states.aarp.org/wisconsin/state-taxes-guide>
- Dixon, A. (2023, December 12). *Determining How Much You Should Charge for Rent*. SmartAsset. <https://smartasset.com/mortgage/how-much-you-should-charge-for-rent>
- Dixon, A. (2023, March 21). *Pros and Cons of Seller Financing (Updated)*. SmartAsset. <https://smartasset.com/mortgage/pros-and-cons-of-seller-financing>
- Domenick. (2020, January 17). *3 Ways a Nest Thermostat Benefits Landlords (No*

- Common Wire Guide*). Accidental Rental. <https://accidentalrental.com/nest-thermostat-benefits/>
- Domenick. (2023, January 21). *5 Reasons to Install a Ring Video Doorbell in Your Rental (Instructions)*. Accidental Rental. <https://accidentalrental.com/ring-video-doorbell-rental-instructions/>
- Donnelly, G. (2023, May 11). *How to Calculate Average Cash Flow on a Rental Property*. Honeycomb. <https://honeycombinsurance.com/insurance-learning-center/average-cash-flow-on-rental-property/>
- Dow, N., & Veling, J. (2023, November 30). *Applying for a Loan Online vs. In Person: How to Choose*. NerdWallet. <https://www.nerdwallet.com/article/loans/personal-loans/online-loan-or-bank-loan#:~:text=Many%20lenders%20with%20brick%2Dand,branch%20for%20in%2Dperson%20support>
- Due Diligence in Real Estate – What Is It, and Why Is It Important to Understand?* (n.d.). The Orlando Law Group, PL. <https://www.theorlandolawgroup.com/blog/all/due-diligence-in-real-estate/#:~:text=In%20real%20estate%2C%20due%20diligence,your%20homework%E2%80%9D%20prior%20to%20purchasing.>
- Dushey, P. (2023, November 17). *Navigating Commercial Real Estate's Post-Covid Transformation*. Forbes. <https://www.forbes.com/sites/forbesbusinesscouncil/2023/11/17/navigating-commercial-real-estates-post-covid-transformation/?sh=3d56862214be>
- Eberlin, E. (2022, December 30). *A Checklist for Landlords with Tenants Moving Out*. The Balance. <https://www.thebalance.com/sample-move-out-checklist-for-landlords-and-tenants-2125000>
- Ellison, A. (2023, April 18). *What Does a Vacation Rental Property Manager Do?* AvantStay. <https://avantstay.com/blog/what-does-a-property-manager-do/>
- Esajian, J.D. (n.d.). *Investing in Multifamily Real Estate: The Ultimate Guide*. FortuneBuilders. <https://www.fortunebuilders.com/multifamily-investment-property/>
- Esajian, P. (n.d.). *Here's Why You Should Be Raw Land Investing*. FortuneBuilders. <https://www.fortunebuilders.com/how-to-know-if-raw-land-investing-is-right-for-you/>
- Essential Negotiation Skills*. (n.d.-b). MindTools. <https://www.mindtools.com/aal02x7/essential-negotiation-skills>
- Feeney, C. (2023, February 19). *How to Find Investor-Friendly Realtors: Look for These 9 Skills*. HomeLight. <https://www.homelight.com/blog/investor-friendly-realtors/>
- Fernando, J. (2024, January 26). *Internal Rate of Return (IRR): Formula and Examples*. Investopedia. <https://www.investopedia.com/terms/i/irr.asp>
- Folger, J. (2024, February 23). *How to Calculate ROI on a Rental Property*. Investopedia. <https://www.investopedia.com/articles/investing/062215/how-calculate-roi-rental-property.asp>
- Folger, J. (2024, February 27). *Rent-to-Own Homes: How the Process Works*. Investopedia. <https://www.investopedia.com/updates/rent-to-own-homes/>
- Fontinelle, A. (2023, February 16). *Lease Purchase Agreement: Benefits for Buyers and Owners*. Forbes. <https://www.forbes.com/advisor/mortgages/lease-purchase-agreement/>
- Formigle, I. (n.d.). *Real Estate Cycle: Riding the Ups & Downs of the Market*. CrowdStreet. <https://www.crowdstreet.com/resources/investment-fundamentals/real-estate-cycle-phases>
- Fortune, A. (2023, June 29). *18 Ways to Get Your Offer Accepted & Win a Bidding War*.

- Great Colorado Homes. <https://greatcoloradohomes.com/blog/how-to-get-your-real-estate-offer-accepted-in-a-sellers-market.html>
- Franklin, J. B. (2024, January 2). *Real Estate Comps and How to Find Them*. Bankrate. <https://www.bankrate.com/real-estate/how-to-find-real-estate-comps/>
- Freeze, P. (2023, January 20). *Top 5 Things to Emphasize in Your Tenant Welcome Packet*. Bay Property Management Group. <https://www.baymgmtgroup.com/blog/top-5-things-emphasize-tenant-welcome-packet/>
- Fulmer, J. (n.d.). *Using Direct Mail Marketing to Find Off-Market Real Estate Deals*. Upright. <https://learn.upright.us/real-estate-investing-blog/direct-mail-to-find-off-market-real-estate-deals#:~:text=You%20can%20definitely%20find%20great,incloding%20direct%20mail%2C%20is%20consistency>
- Graham, K. (2024, January 17). *How to Calculate Your Monthly Mortgage Payment: A Guide*. Rocket Mortgage. <https://www.rocketmortgage.com/learn/how-to-calculate-mortgage>
- Guesty Marketing Team. (2024, January 14). *Everything You Need to Know about Airbnb's Host-Only Fee*. <https://www.guesty.com/blog/everything-about-airbnb-host-only-fee/>
- Hall, J. (2023, February 21). *Move-in Checklist: A Guide for Landlords and Tenants*. Redfin. <https://www.redfin.com/blog/move-in-checklist/>
- Hamann, J. (2023, November 27). *What Are the Pros and Cons of Owning an Apartment Complex?* Janover Multifamily Loans. <https://www.multifamily.loans/apartment-finance-blog/what-are-the-pros-and-cons-of-owning-an-apartment-complex/>
- Hand, B. (2022, January 25). *What Is a Rent Grace Period, and How Does It Work?* Landing. <https://www.hellolanding.com/blog/what-is-a-rent-grace-period-and-how-does-it-work/>
- Harbour, S. (2023, August 29). *The Landlord Life: 7 Tips to Save for Your First Rental Property*. Synchrony. <https://www.synchronybank.com/blog/tips-to-save-for-rental-property/>
- Hare, D. (2023, April 19). *10 Benefits of Owning Land (2023)*. APXN Property. <https://apxnproperty.com/benefits-owning-land/>
- Hargrave, M. (2023, December 15). *Average Return: Meaning, Calculations and Examples*. Investopedia. <https://www.investopedia.com/terms/a/averagere turn.asp#:~:text=Average%20Return%20Example&text=For%20instance%2C%20suppose%20an%20investment,and%20then%20divided%20by%205>
- Hargrave, M. (2021, March 22). *Price-to-Rent Ratio: Determining If It's Better to Buy or Rent*. Investopedia. <https://www.investopedia.com/terms/p/price-to-rent-ratio.asp#:~:text=The%20price%2Dto%2Drent%20ratio%20is%20the%20ra tio%20of%20home,valued%2C%20or%20in%20a%20bubble>
- Hatzenbihler, E. (2023, April 19). *Should You Hire a Property Manager or Do It Yourself?* Avail. <https://www.avail.co/education/articles/should-you-hire-a-property-manager-or-do-it-yourself>
- Haug, D. (2020, August 7). *Investing in Commercial Real Estate, the Pros and Cons*. Lighthouse Commercial Real Estate. <https://www.lighthousecre.com/invest/investing-in-commercial-real-estate/>
- Have You Thought of Mid-Term Rentals? Here's What You Should Know*. (2023, February 2). Kiavi. <https://www.kiavi.com/blog/have-you-thought-of-mid-term-rentals-heres-what-you-should-know>
- Hayes, A. (2023, March 20). *Exit Strategy Definition for an Investment or Business*. Investopedia. <https://www.investopedia.com/terms/e/exitstrategy.asp>

- Hennigan, L. & Bottorff. (2022, December 27). *What is Bookkeeping? Everything You Need to Know*. Forbes. <https://www.forbes.com/advisor/business/what-is-bookkeeping/>
- Henson, T. (2023, March 14). *Top 7 Tips for Networking in Real Estate*. Beach Front Property Management Inc. <https://bfpminc.com/top-7-tips-for-networking-in-real-estate/>
- Hepworth, A. (2024, February 20). *19 Rental Sites like Airbnb, Ranked for 2024*. PureWow. <https://www.purewow.com/travel/sites-like-airbnb>
- Higuera, V. (2024, January 12). *Conventional Loan Requirements 2024 | First-Time Home Buyer*. The Mortgage Reports. <https://themortgagereports.com/95024/conventional-loan-requirements>
- Homer Hoyt: An Introduction. (2019, January 29). Hoyt Group. <https://hoytgroup.org/wp-content/uploads/2019/03/Homer-Hoyt-Bio-Grant-and-Steve-Final-1-29-2019.pdf>
- How Do You Calculate Annual Growth Rates?* (n.d.). FutureLearn. [https://www.futurelearn.com/info/courses/introduction-to-environmental-science/0/steps/270677#:~:text=Population%20Growth%20Calculation,10%20years\)%20was%2012%25](https://www.futurelearn.com/info/courses/introduction-to-environmental-science/0/steps/270677#:~:text=Population%20Growth%20Calculation,10%20years)%20was%2012%25)
- How Much Do Property Managers Charge?* (2021, October 19). Hospitable. <https://hospitable.com/how-much-property-managers-charge/>
- How Much Should I Charge for My Airbnb?* (n.d.). Uplisting. <https://www.uplisting.io/blog/how-much-should-i-charge-for-my-airbnb>
- How Much Should I Charge for Rent?* (2021, February 14). Zillow. <https://www.zillow.com/rental-manager/resources/how-much-can-i-rent-my-house-for/>
- How to Prepare a House for Rental.* (n.d.). Eaton Realty. <https://www.eatonrealty.com/blog/property-management/how-prepare-house-rental>
- How to Take Great Airbnb Photos: An Essential Guide.* (2024, January 30). iGMS. <https://www.igms.com/airbnb-photos/>
- Hubspina, M. (2024, January 12). *Completing Move-In Inspections: Tips Landlords Should Know*. DoorLoop. <https://www.doorloop.com/blog/landlord-tips-for-move-in-inspections>
- Hugh's Media Blog. (n.d.). *Why Investing in Commercial Office Space Beats Investing in a Home*. Greetly. <https://www.greetly.com/press/why-investing-in-commercial-office-space-is-better-than-investing-in-a-home>
- Hughes, E. (n.d.). *Do Condos Make Good Rental Properties?* Rental Income Advisors. <https://www.rentalincomeadvisors.com/blog/do-condos-make-good-rental-properties>
- Is a Smart Thermostat Worth Buying?* (n.d.). Efficiency Vermont. <https://www.efficiencyvermont.com/blog/how-to/is-a-smart-thermostat-worth-buying>
- Investopedia Team. (2023, April 8). *Landlord: Duties, Responsibilities, and Rights*. Investopedia. <https://www.investopedia.com/terms/l/landlord.asp>
- Jackson, K. (2023, August 4). *9 Common Tenant Complaints (and How Landlords Can Resolve Them)*. Avail. <https://www.avail.co/education/articles/common-tenant-complaints>
- Jankelow, L. (2022, October 3). *Approve and Reject Tenants the Right Way*. Avail. <https://www.avail.co/education/articles/approving-tenants-the-right-way#:~:text=You%20can%2C%20however%2C%20reject%20tenants,to%20why%20you%20rejected%20them>

- Jankowitz, S. (2023, February 1). *8 Red Flags to Look Out for When Buying an Investment Property*. Cambridge Real Estate. <https://www.cambridgesage.com/blog/investment-red-flags>
- Johnston, E. (n.d.). *How to Calculate Before Tax Cash Flows*. Chron.com. <https://smallbusiness.chron.com/calculate-before-tax-cash-flows-17499.html>
- Jozsa, E. (2023, February 19). *The Pros and Cons of Multifamily Investing*. Janover Multifamily Loans. <https://www.multifamily.loans/apartment-finance-blog/the-pros-and-cons-of-multifamily-investing/>
- Kagan, J. (2023, November 5). *What Is an S Corp? Definition, Taxes, and How to File*. Investopedia. <https://www.investopedia.com/terms/s/subchapters.asp>
- Kasch, A. (2022, January 3). *How Unlicensed Contractors Can Cost You*. Angi. <https://www.angi.com/articles/how-unlicensed-contractors-can-cost-you.htm>
- Keel, A. (2023, August 17). *The Pros and Cons of Mobile Home Park Investing*. Forbes. <https://www.forbes.com/sites/forbesbusinesscouncil/2023/08/17/the-pros-and-cons-of-mobile-home-park-investing/?sh=15e938e86569>
- Kemmis, S. (2024, January 6). *Why 'Bleisure' Travel Gives Short-Term Rentals like Airbnb a Boost over Hotels*. The Post-Journal. <https://www.post-journal.com/news/business/2024/01/why-bleisure-travel-gives-short-term-rentals-like-airbnb-a-boost-over-hotels/>
- Kenton, W. (2024, January 29). *Net Operating Income (NOI): Definition, Calculation, Components, and Example*. Investopedia. <https://www.investopedia.com/terms/n/noi.asp#:~:text=How%20to%20Calculate%20Net%20Operating,laundry%20machines%2C%20and%20so%20on.>
- Kielar, H. (2024, March 4). *What Is a Conventional Loan? Rocket Mortgage*. <https://www.rocketmortgage.com/learn/conventional-mortgage>
- Kilroy, A. (2024, February 6). *Tax Benefits of Real Estate Investing*. SmartAsset. <https://smartasset.com/taxes/tax-benefits-of-real-estate-investing>
- Kimmons, J. (2018, November 21). *How to Calculate Investor Cash Flow Before Taxes (CFBT)*. The Balance. <https://www.thebalancemoney.com/how-to-calculate-investor-cash-flow-before-taxes-cfbt-2866788>
- Kurby Team. (2023, April 30). *How to Create an Effective Maintenance Request System*. Kurby Real Estate. https://blog.kurby.ai/how-to-create-an-effective-maintenance-request-system/#key_components_of_an_effective_maintenance_request_system
- Lake, R. (2022, November 16). *What Is the IRR for Real Estate Investments?* Smart Asset. <https://smartasset.com/investing/internal-rate-of-return-real-estate-investments>
- How to Choose the Best Location for Investment Property*. (2022, December 14). Mashvisor. <https://www.mashvisor.com/blog/best-location-for-investment-property/#six-qualities-that-make-a-city-or-neighborhood-great-for-investment-property>
- Lee, C. (2022, November 7). *Should You List a Rental on Zillow?* Landlord Gurus. <https://landlordgurus.com/should-list-a-rental-on-zillow/>
- Ligon, M. (2023, March 3). *A Real Estate Investor's Guide to Investing in Vacant Land*. Forbes. <https://www.forbes.com/sites/forbesbusinesscouncil/2023/03/03/a-real-estate-investors-guide-to-investing-in-vacant-land/?sh=55e99651f321>
- Lindquist, S. (2022, February 8). *14 Essential Questions to Ask a Contractor before Hiring*. Asher Lasting Exteriors. <https://goasher.com/home-improvement/questions-to-ask-a-contractor/>

- Long-Term vs. Short-Term Real Estate Investment: Which Is Right for You.* (2023, July 28). The Greens. <https://thegreensgh.com/long-term-vs-short-term-real-estate-investment-which-is-right-for-you/>
- Lucas, T. (2024, January 1). *How to Cash-Out Refinance Investment Property: 2024 Guidelines.* The Mortgage Reports. <https://themortgagereports.com/25521/cash-out-refinance-rental-property-guidelines-mortgage-rates>
- Luxon, B. (2021, August 6). *How to Get Great Rental Photos for Your Listing.* LandlordStudio. <https://www.landlordstudio.com/blog/how-to-get-perfect-rental-photography>
- Luxon, B. (2023, December 13). *The Best Way to Collect Rent Payments from Your Tenants.* LandlordStudio. <https://www.landlordstudio.com/blog/the-best-way-to-collect-rent-from-your-tenants>
- Mancini, J. (2023, April 4). *Are You Budgeting Enough CapEx for Your Investment Property?* Yahoo. <https://finance.yahoo.com/news/budgeting-enough-capex-investment-property-204855305.html#:~:text=There%20are%20some%20general%20guidelines,or%20renovations%20as%20they%20arise.>
- Marcek, S. (2022, May 13). *Refunding Security Deposits: Everything You Need to Know* PayRent. <https://www.payrent.com/articles/refunding-security-deposits-everything-you-need-to-know/>
- Martin, A. (2024, February 28). *Owner Financing: What It Is and How It Works.* Bankrate. <https://www.bankrate.com/mortgages/owner-financing/>
- Maxwell, T. (2023, July 12). *How Long Does a Mortgage Preapproval Letter Last?* Experian. <https://www.experian.com/blogs/ask-experian/how-long-does-a-mortgage-preapproval-last/#:~:text=Most%20preapprovals%20are%20good%20for,you%20begin%20serious%20house%20hunting>
- McCann, K. (2024, February 8). *Mid-Term Rentals: Pros and Cons for Property Owners.* Azibo. <https://www.azibo.com/blog/mid-term-rentals-pros-and-cons-for-property-owners>
- McCracken, M. (2022, October 17). *Most Common Tenant Complaints and How to Handle Them.* Bay Property Management Group. <https://www.baymgmtgroup.com/blog/common-tenant-complaints/>
- McCracken, M. (2021, December 6). *What Is Rental Property Investment?* Bay Property Management Group. <https://www.baymgmtgroup.com/blog/what-is-rental-property-investment/>
- Merrill, T. (n.d.). *Are Condos a Good Investment? The Pros & Cons in 2023.* FortuneBuilders. <https://www.fortunebuilders.com/the-pros-and-cons-of-condo-investing/>
- Merrill, T. (n.d.). *The Best Exit Strategies for Real Estate.* FortuneBuilders. <https://www.fortunebuilders.com/real-estate-exit-strategies-part-1/>
- Meyer, S. (2023, September 7). *Everything You Need to Know about Due Diligence in Real Estate.* The Zebra. <https://www.thezebra.com/resources/home/due-diligence-real-estate/>
- Miller, K. (2020, July 20). *The Lease Signing Process for Landlords and Tenants.* Rentec Direct. <https://www.rentecdirect.com/blog/lease-signing-process/#:~:text=Owner%20or%20manager%20sends%20an,offer%20to%20rent%20the%20property.>
- Miller, K. (2018, November 18). *Pros and Cons of a Fixed-Term Lease versus a Month-to-Month Lease.* Rentec Direct. <https://www.rentecdirect.com/blog/fixed-term-lease-versus-month-to-month/>

- Morby, P. (2023, April 5). *From Survival to Success: The Power of Creative Financing in Uncertain Times*. Forbes. <https://www.forbes.com/sites/forbesbusinesscouncil/2023/04/05/from-survival-to-success-the-power-of-creative-financing-in-uncertain-times/?sh=20fab87a7ea1>
- Mordkovich, B. (n.d.). *How Much Does It Cost to Furnish & Setup a New Airbnb*. BuildYourBnB. <https://www.buildyourbnb.com/blog-post/how-much-does-it-cost-to-furnish-setup-a-new-airbnb>
- Mueller, J. (2024, February 6). *Should You Set Up an S Corporation for Your Real Estate Investment?* James Moore. <https://www.jmco.com/articles/real-estate/s-corporation-for-real-estate-investment/>
- Murdock, C. (2019, April 9). *Tenant Screening Questions to Ask Rental Applicants*. RentSpree. <https://www.rentspree.com/blog/tenant-screening-questions>
- Nelson, J. (2023, June 24). *Real Estate Investing: How to Find a Partner for Your Business Plan*. Forbes. <https://www.forbes.com/sites/jamesnelson/2023/06/24/real-estate-investing-how-to-find-a-partner-for-your-business-plan/?sh=64cc4ef33638>
- Nesbit, J. (2023, April 3). *How to Run a Tenant Background Check*. U.S. News & World Report. <https://realestate.usnews.com/real-estate/articles/how-to-run-a-tenant-background-check>
- Nesbit, J. *What Is a Month-to-Month Lease?* (2023, June 28). U.S. News & World Report. <https://realestate.usnews.com/real-estate/articles/what-is-a-month-to-month-lease#:~:text=A%20month%2Dto%2Dmonth%20lease%20is%20a%20rental%20agreement%20with,or%20landlord%20terminates%20the%20contract>
- Nic. (2024, February 4). *How to Do Creative Financing in Real Estate: 10 Best Tips*. Nic's Guide. <https://nicsguide.com/how-to-do-creative-financing>
- Odoardi, R. (n.d.). *What Is a Land Lease?* Blue Water Mortgage. <https://bluewatermtg.com/what-is-a-ground-lease/>
- Orr, J. (n.d.). *Real Estate Investing Rules of Thumb*. Real Estate Financial Planner. <https://realestatefinancialplanner.com/real-estate-investing-rules-of-thumb/>
- Orr, J. (n.d.). *The Ultimate Guide to Real Estate Appreciation*. Real Estate Financial Planner. <https://realestatefinancialplanner.com/appreciation/#>
- Owner Carryback Mortgages*. (n.d.). LegalMatch Law Library. <https://www.legalmatch.com/law-library/article/owner-carryback-mortgages.html>
- Park, G. (2023, September 9). *Should You Hire a Property Management Company?* liv. https://liv.rent/blog/landlords/should-you-hire-a-property-management-company/#Do_you_need_to_hire_a_property_management_company
- Petry, M. (2023, December 7). *What Is a Single-Family Home?* Bankrate. <https://www.bankrate.com/real-estate/what-is-a-single-family-home/#what-is>
- Portfolio Loan*. (n.d.). North American Savings Bank. <https://www.nasb.com/lending/solutions/non-qm-loans/portfolio-loan#:~:text=A%20portfolio%20loan%20is%20a,to%20help%20the%20local%20community>
- Price-to-Rent Ratio in the 50 Largest U.S. Cities – 2022 Edition*. (2022, June 1). SmartAsset. <https://smartasset.com/data-studies/price-to-rent-ratio-in-the-50-largest-us-cities-2022>
- Property Investor Insurance: What Coverage Do You Need*. (2023, May 16). LandesBlosch. <https://www.landesblosch.com/blog/property-investor-insurance-what-coverage-do-you-need>
- Pros and Cons of Investing in Retail Spaces*. (2023, May 9). 99acres. <https://www.>

- 99acres.com/articles/pros-and-cons-of-investing-in-retail-spaces.html
- Rawson, C. (2023, August 18). *What Does Superhost Mean on Airbnb?* NerdWallet. <https://www.nerdwallet.com/article/travel/what-does-superhost-mean-on-airbnb>
- Real Estate Fund Management Software*. (n.d.). SyndicationPro. <https://syndication-pro.com/real-estate-investment-management-software>
- Real Estate Lawyer Information: When Should I Retain a Lawyer?* (n.d.). Morgan & Morgan. <https://www.forthepeople.com/practice-areas/business-litigation-lawyers/real-estate/when-should-i-retain-lawyer/#:~:text=Leasing%2FRenting%20Property%3A%20If%20you,prevent%20any%20future%20legal%20problems.>
- Reasons for Rent Due Date Extensions*. (n.d.). FasterCapital. <https://fastercapital.com/topics/reasons-for-rent-due-date-extensions.html>
- Rentometer: House and Apartment Rental Rate Comps*. (n.d.). Rentometer. <https://www.rentometer.com/analysis/2-bed/2201-west-end-ave-nashville-tn/uknmWP6lJcA/quickview>
- Reuther, K. (n.d.). *Structuring Your Rental Business: LLC vs C Corp vs S Corp*. TurboTenant. <https://www.turbotenant.com/blog/structuring-your-rental-business-llc-vs-c-corp-vs-s-corp/>
- Richardson, S. (2024, February 2). *Foreclosure Defined: What It Is, How to Avoid It, and What It Means to You*. Rocket Mortgage.
- Rizek, E. (2019, November 10). *Investment Property for Sale: Local vs Non-Local*. Mashvisor. <https://www.mashvisor.com/blog/investment-property-for-sale-local-non-local/amp/>
- Rohde, J. (2022, August 3). *How to Run a Neighborhood Analysis for Real Estate Investing*. Roofstock. <https://learn.roofstock.com/blog/neighborhood-analysis>
- Rohde, J. (2022, May 30). *How to Vet and Find Investor-Friendly Lenders in 2022*. Roofstock. <https://learn.roofstock.com/blog/investor-friendly-lenders>
- <https://www.rocketmortgage.com/learn/foreclosure-definition>
- Rohde, J. (n.d.). *Landlord Studio vs. Apartments.com (Cozy): 2024 Comparison*. Stessa. <https://www.stessa.com/blog/landlord-studio-vs-apartments-cozy/>
- Rohde, J. (2022, February 12). *The Pros and Cons of a Buy-and-Hold Real Estate Strategy*. Roofstock. <https://learn.roofstock.com/blog/buy-and-hold-real-estate>
- Rohde, J. (n.d.). *What to Do When You Get a Partial Rent Payment from a Tenant*. Stessa. <https://www.stessa.com/blog/partial-rent/>
- Rohde, J. (n.d.). *Which Expenses Are Operating Expenses for Rental Property?* Stessa. <https://www.stessa.com/blog/operating-expenses-rental-property/#:~:text=Operating%20expenses%20are%20the%20recurring,%2C%20insurance%2C%20and%20property%20taxes>
- Sanders, K. (2023, April 27). *How to Hire and Manage a Contractor Checklist and Tips*. The Spruce. <https://www.thespruce.com/hiring-and-managing-home-repair-contractor-1825128>
- Scaling Your Real Estate Investment Portfolio*. (2023, July 22). Turnkey Invest Properties. <https://turnkeyinvestproperties.com/scaling-your-real-estate-investment-portfolio/>
- Scalisi, T. (2023, June 8). *20 Types of Contractors in Construction*. Levelset. https://www.levelset.com/blog/types-of-contractors/#7_Electrical
- S Corporations*. (n.d.). Internal Revenue Service. [https://www.irs.gov/businesses/small-businesses-self-employed/s-corporations#:~:text=S%20corporations%](https://www.irs.gov/businesses/small-businesses-self-employed/s-corporations#:~:text=S%20corporations%20)

20are%20corporations%20that,shareholders%20for%20federal%20tax%20purposes.

- See, J. (2024, January 22). *Factors That Impact Your Cost of Homeowners Insurance*. Bankrate. <https://www.bankrate.com/insurance/homeowners-insurance/factors-that-impact-home-insurance-rates/#factors-that-impact-your-home-insurance-rate>
- Segal, T. (2024, February 27). *Guide to Closing on a House: What to Expect during the Closing Process*. Bankrate. <https://www.bankrate.com/mortgages/understanding-the-closing-process/#closing-costs>
- Segal, T. (2023, November 21). *Portfolio Mortgages: What They Are and How They Work*. Bankrate. <https://www.bankrate.com/mortgages/portfolio-loan/#what-is>
- Segal, T. (2023, August 29). *What Is Real Estate Wholesaling? How It Works, Example, and Strategies*. Investopedia. <https://www.investopedia.com/ask/answers/100214/what-goal-real-estate-wholesaling.asp#:~:text=In%20real%20estate%20wholesaling%2C%20a,seller%20and%20keeps%20the%20difference>
- Segoviano, A. (2022, July 27). *Move-Out Inspection Basics for Landlords and Tenants*. Avail. <https://www.avail.co/education/articles/move-out-inspection-basics-for-landlords-and-tenants>
- Semrush Team. (2023, June 26). *Airbnb SEO: 12 Tips to Boost Your Listing's Visibility*. Semrush Blog. https://www.semrush.com/blog/airbnb-seo/?kw=&cmp=US_SRCH_DSA_Blog_EN&label=dsa_pagefeed&Network=g&Device=c&utm_content=683861103836&kwid=dsa-2263819780519&cmpid=18348486859&ag-pid=156312208213&BU=Core&extid=97592268616&adpos=&gad_source=1&gclid=CjwKCAiAuYuvBhApEiwAzq_YiWjNPxhkVAXMmdG4-Xarwjy5L_1n_a0XnXfiWxdgq3Qe__gkKSAC2xoChKgQAvD_BwE
- The Best ROI Amenities for your Airbnb Vacation Rental*. (n.d.). Hostaway. <https://www.hostaway.com/blog/the-best-roi-amenities-for-your-airbnb-vacation-rental/>
- Serhant, R. (2022, January 13). *9 Things a Good Real Estate Agent Should Do for You*. Forbes. <https://www.forbes.com/sites/ryanserhant/2022/01/13/9-things-a-good-real-estate-agent-should-do-for-you/?sh=3ed5bc0a6786>
- Sharkey, S. (n.d.). *Property Taxes: What They Are and How to Calculate Them*. Rocket Mortgage. <https://www.rocketmortgage.com/learn/property-tax>
- Shewale, R. (2024, January 15). *Facebook Statistics & Trends to Know in 2024*. DemandSage. <https://www.demandsage.com/facebook-statistics/#:~:text=How%20many%20people%20use%20Facebook,of%20billion%20daily%20active%20users.>
- Shonk, K. (2024, January 12). *Top 10 Negotiation Skills You Must Learn to Succeed*. Program on Negotiation at Harvard Law School. <https://www.pon.harvard.edu/daily/negotiation-skills-daily/top-10-negotiation-skills/>
- Short-Term vs Long-Term Rentals*. (n.d.). McCaw Property Management. <https://mccawpropertymanagement.com/short-term-vs-long-term-rentals/>
- Singh, J. (n.d.). *Managing Multiple Rental Properties: Tips for Success*. Steadily. <https://www.steadily.com/blog/managing-multiple-rental-properties-tips-for-success#:~:text=Establishing%20a%20structured%20system%20for,pace%20with%20your%20expanding%20operations.>
- Smith, L. (2023, August 17). *How to Increase Your Real Estate Net Worth with Lever-*

- aging. Investopedia. <https://www.investopedia.com/articles/mortgages-real-estate/10/increase-your-real-estate-net-worth.asp#:~:text=Leverage%20uses%20borrowed%20capital%20or,to%20losses%20if%20values%20decline>.
- Snyder, K and Main, K. (2022, August 15). *Real Estate LLC Guide: Pros, Cons & How to Set Up*. Forbes. <https://www.forbes.com/advisor/business/real-estate-llc-guide/>
- Steinberg, S. (2024, January 21). *Seller Financing: How It Works, Pros and Cons and If It's a Good Idea*. Rocket Mortgage. <https://www.rocketmortgage.com/learn/seller-financing>
- Stevens, R. (2022, April 20). *How to Find Vacancy Rate in Any Area*. New Silver. <https://newsilver.com/the-lender/how-to-find-vacancy-rate/>
- Struyk, T. (2023, June 7). *The Factors of a "Good" Location*. Investopedia. <https://www.investopedia.com/financial-edge/0410/the-5-factors-of-a-good-location.aspx>
- Simplified Pricing*. (n.d.). Airbnb. <https://www.airbnb.ie/e/commissione-semplificata-guida#:~:text=From%20December%202020%2C%20Simplified%20Pricing,Bahamas%2C%20Argentina%20and%20Taiwan>
- Successfully Transitioning a Rental Property between Tenants*. (2023, May 11). Harrisburg Property Management Group. <https://www.564rent.com/blog/how-to-transition-a-rental-property-between-tenants>
- Sutton, G., Esq. (2015, January 8). *Why You Should Never Hold Real Estate in a C Corp*. Corporate Direct. <https://corporatedirect.com/c-corps-s-corps/why-you-should-never-hold-real-estate-in-a-c-corporation/>
- Sutton, T. (n.d.). *What Is Cash Flow in Real Estate? How to Maximize Cash Flow at Your Property*. ButterflyMX. <https://butterflymx.com/blog/cash-flow-real-estate/>
- Tejada, V. (2023, August 15). *Real Estate Appreciation: Comparing Natural vs. Forced*. Azibo. <https://www.azibo.com/blog/real-estate-appreciation#:~:text=Natural%20appreciation%20refers%20to%20the,renovations%20or%20increasing%20rental%20income>
- The Advantages and Risks of 1031 Exchanges*. (n.d.). Innago. <https://innago.com/the-advantages-and-risks-of-1031-exchanges/>
- The Four Returns in Real Estate Investing: Cash Flow Is NOT Everything*. (2019, November 27). REICO. <https://denverinvestmentrealestate.com/the-four-returns-real-estate-cash-flow-not-everything/>
- The Importance of Job Growth in Real Estate Investments*. (2023, June 15). Penn Capital. <https://www.linkedin.com/pulse/importance-job-growth-real-estate-investments-penn-capital>
- The Pros and Cons of Keyless Entry Systems in Rental Properties*. (2022, November 3). Bay Property Management Group. <https://www.baymgmtgroup.com/blog/pros-cons-keyless-entry-systems-rental-properties/>
- The Pros and Cons of Purchasing a Rental Property with Cash*. (2021, August 17). Bay Property Management Group. <https://www.baymgmtgroup.com/blog/pros-and-cons-purchasing-rental-property-with-cash/>
- Tips to Build a Long-Term Real Estate Investment Strategy*. (n.d.). RCN Capital. <https://rcncapital.com/blog/tips-to-build-a-long-term-real-estate-investment-strategy>
- Tolentino, R. (n.d.). *What Is a Mobile Home Park?* R.E.Tipster. <https://retipster.com/terms/mobile-home-park/>
- Tom. (2023, December 11). *Check-Out Instructions for Airbnb: A Guide to a Smooth*

- Departure*. Host Tools. <https://hosttools.com/blog/short-term-rental-tips/airbnb-check-out-instructions/#t-1702313456731>
- Torres, J. (2023, August 9). *Uncovering the Real Estate Cycle: 4 Stages of Investing*. Swiftlane. <https://swiftlane.com/blog/uncovering-the-real-estate-cycle-4-stages-of-investing/>
- Townhouse Construction Surged in 2021*. (2022, February 21). National Association of Home Builders. <https://www.nahb.org/blog/2022/02/townhouse-construction-surged-in-2021/>
- Tross, K. (2023, May 8). *The 6 Types of Commercial Real Estate Property*. VTS. <https://www.vts.com/blog/the-6-types-of-commercial-real-estate-properties>
- Tzanetos, G. (2022, October 31). *Getting a Mortgage vs. Paying Cash: What's the Difference?* Investopedia. <https://www.investopedia.com/articles/investing/111116/getting-mortgage-vs-paying-cash-investment-properties.asp>
- Umbrasas, K. (2019, November 26). *Real Estate Comps: How to Find Comparables for Real Estate*. Zillow. <https://www.zillow.com/learn/real-estate-comps/>
- Van Eyk, L. (2023, April 28). *A Landlord's Guide to Mid-Term Rentals*. Steadily. <https://www.steadily.com/blog/guide-to-mid-term-rentals>
- Van Eyk, L. (2024, January 10). *Are Townhomes a Good Investment in 2024?* Steadily. <https://www.steadily.com/blog/are-townhomes-a-good-investment>
- Waller, R. (2024, January 18). *House Hacking – Pros & Cons (2024)*. Guelph Realtors. <https://bethandryan.ca/house-hacking-pros-and-cons/>
- What Are the Benefits of Hiring a handyman*. (n.d.). American Home Protect. American Home Protect. <https://americanhomeprotectllc.com/benefits-of-hiring-handyman-services#:~:text=Hiring%20a%20handyman%20can%20save,tasks%20that%20homeowners%20may%20need>
- What Does Due Diligence Mean for a Homebuyer?* (2023, September 18). Showcase Properties of Central Florida. <https://www.showcaseocala.com/homebuyer-due-diligence/>
- What Does Off-Market Mean in Real Estate Listing?* (n.d.). Florida Realty Marketplace. <https://www.floridarealtymarketplace.com/blog/what-does-off-market-mean-in-real-estate-listing.html>
- What Happens After You Make an Offer?* (2018, October). Atlantic Bay Mortgage Group. <https://www.atlanticbay.com/knowledge-center/what-happens-after-you-make-an-offer>
- What Is a Buy Box?* (n.d.). Investor Loan Source. <https://ils.cash/what-is-a-buy-box/>
- What Is a Cash on Cash Return?* (n.d.). Reliant Real Estate Management. <https://www.reliant-mgmt.com/real-estate/cash-on-cash-return>
- What Is a Loan-to-Value Ratio and How Does It Relate to My Costs?* (2020, September 9). Consumer Financial Protection Bureau. [https://www.consumerfinance.gov/ask-cfpb/what-is-a-loan-to-value-ratio-and-how-does-it-relate-to-my-costs-en-121/#:~:text=The%20loan%2Dto%2Dvalue%20\(will%20require%20private%20mortgage%20insurance](https://www.consumerfinance.gov/ask-cfpb/what-is-a-loan-to-value-ratio-and-how-does-it-relate-to-my-costs-en-121/#:~:text=The%20loan%2Dto%2Dvalue%20(will%20require%20private%20mortgage%20insurance)
- What Is Earnest Money & How Much You Should Pay*. (n.d.). Chase Bank. <https://www.chase.com/personal/mortgage/education/financing-a-home/understanding-earnest-money>
- What Is Multifamily Housing and What Are the Benefits?* (2023, March 30). Property Inspect. <https://propertyinspect.com/blog/what-is-multifamily-housing-and-benefits/>

- Why Airbnb Reviews Are Critical & How to Get More of Them.* (n.d.). Uplisting. <https://www.uplisting.io/blog/why-airbnb-reviews-are-critical-how-to-get-more-of-them>
- Wichter, Z. (2021, February 2). *How to Make Your Home Offer Stand Out.* Bankrate. <https://www.bankrate.com/real-estate/ways-to-make-home-offer-stand-out/>
- Wood, K., & Getler, T. (2024, January 22). *Cash-Out Refinance: How It Works and What to Know.* NerdWallet. <https://www.nerdwallet.com/article/mortgages/refinance-cash-out>
- Woodman, C. (2023, May 24). *How to Scale Your Real Estate Portfolio.* New Silver. <https://newsilver.com/the-lender/how-to-scale-your-real-estate-portfolio/>
- Wright, R. G. (2020, November 25). *What Is a Typical Emergency Fund in Real Estate? The Investor's Edge.* <https://www.theinvestorsedge.com/blog/what-is-a-typical-emergency-fund-in-real-estate#:~:text=There%20are%20two%20types%20of,5%25%20for%20capital%20improvements>
- Writing a Real Estate Offer Letter: 9 Things to Include.* (2019, August 1). Mashvisor. <https://www.mashvisor.com/blog/writing-real-estate-offer-letter-things-include/>