JULY
2022

Peak Possibilities

Your Monthly Guide to Informed Real Estate Decisions

ICOR™
Investment Community of the Rockies
COLORADO'S REAL ESTATE INVESTORS ASSOCIATION

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Outlook for North America

By Chris Kuehl, Ph.D.

Recession, Inflation and Rates – OH MY! As a good Kansas lad, I can't resist the occasional Oz reference but this one seems somewhat apt. The media has been alive with doom and gloom, economists and analysts filling the airwaves with dire forecasts. How real are these? Should we be jumping off the ledge? There is certainly a great deal to contend with and these challenges are real enough but there are also solid indicators and promises of better days ahead (assuming some solutions emerge to the current collection of stressors).

Join ICOR *VIRTUALLY* for our July 13th Meeting from 6:30-8:30 pm via Zoom
The State of the State, from an Economic & Interest Rate Perspective

A few points of clarification as we listen to the latest commentary. Are we facing imminent recession? No. Recession is two straight quarters of negative growth. The last quarter of 2021 featured rapid growth of 6.9% but first quarter of 2022 saw a decline of 1.4%. If the second quarter numbers are also down the recession call can be made. The revised first quarter numbers will be released soon. Are we facing stagflation? No. To be in a stagflation situation the economy has to be facing both double-digit inflation AND double-digit unemployment. Inflation is at 6.1% according to the Personal Consumption Expenditure data and the PCE is what the Fed looks at. The more volatile Consumer Price Index is at 8.5%. The unemployment rate is at 3.6% and that is close to record lows. The quit rate is as high as it has been in decades. There is no sign of impending stagflation. Will the Fed react to high inflation numbers and jack rates up? Not likely. The Fed has repeatedly reminded people that inflation is being driven by factors out of their control — energy prices and the supply chain breakdown. They will hike rates but still insist that these will be between 2.5% and 3.5% by year's end — certainly higher than they have been but not near record levels.

Meanwhile the industrial numbers are still trending positively. The Purchasing Managers' Index is still solidly in expansion territory with a reading of 55.4 (although it was down from the 57.1 noted the month before). Capacity utilization is still not in the "normal" range between 80% and 85% but it is closer than it has been at 78.9. The latest data from Armada's Strategic Intelligence System shows a small dip in the industrial outlook but the curve is still at a three-year peak.

A great deal of attention is always focused on the housing sector and for the most obvious reasons. For the last several years there have been any number of dire predictions regarding the imminent demise of the sector. The price of housing has been escalating for years and that had been expected to slow demand but low mortgage rates managed to sustain the sector. Now that interest rates are starting to climb there is another round of doom and gloom. It is still a little early to determine whether rates will climb radically (most predictions have rates between 2.5% and 3.5% by the end of the year) and it is early to say what will happen to mortgages. For the moment the demand is still strong — the fact is that there is still a deficit of some 5 million homes in the US. There has been an 18.2% growth in residential housing year over year even as the sector has come off the peak. Construction in the commercial sector is also growing (by 8.2% year over year). This has been driven by warehousing and inventory management but even office buildings seem to making a comeback.

Canada

The Canadian economy is surging and commodity growth is the driver. The first quarter gains were impressive — 5.6%. the nation's GDP gained by 1.1% in February and that beat the estimate of 0.8%. The flash estimate for March showed another 0.5% gain

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July @ ICOR

July 13th from 6:30-8:30 pm *via Zoom*
The State of the State, from an Economic & Interest Rate Perspective

Join us in July for an insider's look at the Colorado economy and how real estate might be affected.

Economist Richard Wobbekind PhD, Associate Dean at the Leeds School of Business, University of Colorado Boulder, was a guest of the Federal Reserve Board at the May meeting in Atlanta.

Highlights:
- The State of Interest Rates -- what changes are coming and when?
- The economic outlook for both Colorado and the US overall.
- Job & population growth in Colorado
- Insights from the Fed's recent meeting
- How global events will impact Colorado economically

After Rich's presentation, a panel of seasoned investors will analyze — in real time — the information Rich shared and how they will apply it to their investment strategies.

Don't miss:
- Strategies for evaluating interest rate trajectories
- Inflation analysis
- Real estate market condition/trend analysis based on economic forecasts
- How to utilize and monetize the information gleaned from Rich Wobbekind's expert analysis

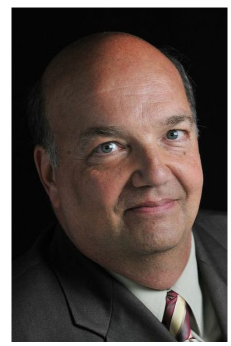
For full details or to register visit www.icorockies.com/events

Colorado Springs
July 13th
Virtual

Denver
July 13th
Virtual

Northern Colorado / Fort Collins
July 13th
Virtual

Presenter



Richard L. Wobbekind is Associate Dean for Business & Government Relations, Senior Economist and Faculty Director of the Business Research Division and at the University of Colorado Boulder. He joined the faculty at the Leeds School of Business in 1985, and has served as an Associate Dean since 2000.

As Faculty Director of the Business Research Division his responsibilities include developing an annual consensus forecast of the Colorado economy and performing various economic impact assessments of the Colorado economy. Wobbekind also produces the quarterly Leeds Business Confidence Index for Colorado.

Rich is the past president of the National Association for Business Economics. He participates annually in the Kansas City Federal Reserve Bank Regional Economic Roundtable, and is a contributor to the Western Blue Chip forecast newsletter and the National Association of Business Economists Economic Outlook and Policy Surveys.

Rich is a member of the Governor's Revenue Estimating Advisory Committee and the Boulder Economic Council. He is an advisory board member for the Western Regional Science Association.

Wobbekind teaches MBA students in macroeconomics, public policy, and managerial economics. He has received three awards for teaching excellence from the students of the Leeds School. Wobbekind has lived in Colorado for more than 44 years and has spent much of his time studying the development of the Colorado and regional economies. He received a BA in economics from Bucknell University and an MA and Ph.D. in Economics from the University of Colorado at Boulder.

Outlook for North America

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and that marks the ninth month in a row for growth. The motivation for these gains will come as no shock to anyone who has been following events globally. The energy crisis and the food crisis have made Canada's commodity-based economy surge and this trend is likely to extend through the remainder of the year.

While this is good news on one level it also creates a problem for the Bank of Canada. While the US is arguably hitting a downturn the Canadian economy is on the edge of overheating and that has prompted a discussion of significantly higher interest rates in order to cool things down. This means taking rates out of the neutral zone (2.0% to 3.0%) for a quarter or two and maybe longer. With per barrel oil prices expected to stay above $100 to $110 the impact on the Canadian economy will be positive but almost too positive. The manufacturing sector is not enjoying this surge as much. Their costs are rising as logistics becomes more expensive and commodities rise. Those that are focused on the energy sector or food production are doing well enough but automotive has taken a major hit (just like in the US). The unemployment rate has fallen again and to a new low of 5.2%. Inflation rates are close to 6.0% and that is a major leap from the 1.5% level struck in 2020.

Construction expansion has been taking place in Canada as well. Transportation and warehousing has been booming and will be further encouraged by the decision by Canadian Pacific to buy Kansas City Southern. This is expected to involve an additional 800,000 to 1.5 million additional containers making their way to the middle of the US, Canada and Mexico. Housing has also been an issue in Canada – shortages rival that in the US.

Mexico

As the US goes, so goes Mexico. This has long been the case and nothing in the last few years has changed that situation. The Mexican economy managed a bit of growth in the first quarter – growing by 0.9%. Nearly all of this gain can be attributed to the demand for commodities (oil and food). The other three key sectors of the Mexican economy are moribund. The level of remittances from the US have been declining for years as pressure remains on immigration. The tourism business crashed during the pandemic and has shown little recovery since. Manufacturing was competing with oil as the main driver for the system but this is tightly connected to the US and has not been growing as fast as would be preferred. Much of Mexican manufacturing is geared to the struggling automotive sector. The policies of the AMLO (President Andres Manuel Lopez Obrador) continue to inhibit the recovery. Covid still rages in Mexico and cooperation with the US is at a minimum. A recent high-level conference was supposed to bring the US and Latin states together to work on trade issues but Mexico refused to engage unless the US invited Cuba, Venezuela and Nicaragua to participate. The US refused and AMLO backed out. The official unemployment rate is 4.7% but most analysts assert that the real rate is close o three times that high at between 15% and 20%. The inflation rate stands at around 7.8% and has been getting worse. It is a far cry from the record of 179% set in 1988.

ICOR Business Member Directory

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CORY RASMUSSEN / CORY@REALATLAS.COM / REALATLAS.COM

How Inflation is Helping Your Negotiations

Raise your hand if you have personally been victimized by inflation. Everyone raises their hands. Inflation is the direct result of government pumping money into the economy. It occurs when spending on goods and services outstrips production. There are several different strategies to keep us in the healthy range of economic growth without stifling the purchase power of our currency. However, the one that everyone is talking about, of course, is the rise in interest rate.

For the first time since 2018, we are seeing interest rates over 5% for a primary residence and over 6% for an investment property. Meanwhile, Americans have been used to seeing interest rates under 4% for many years. Just like any adjustment in any investment market, the second something changes, people panic. I want to emphasize that we do NOT need to panic for many reasons, but mostly because of this: if we are looking at real estate investment as a long-term hold, we will not lose money unless we sell. Don't sell.

SO, how does inflation help your negotiations? I could list numerous reasons why none of us should panic, but in reality, people will panic nonetheless. Take advantage of it. For the first time in nearly 10 years houses are not listed on the MLS and then under contract within 24 hours with 72 offers fighting for them. This may sound crazy, but now is the time we may be able to get a property at list price, OR EVEN LOWER! Since both sellers and agents are not used to this pattern of selling, it creates a sense of fear of re-listing a property if both parties are in a disagreement at inspection. Our team is starting to see an astronomical amount of credits being given to our buyers during the inspection period, because agents and sellers now fear going back to market. Sellers are conditioned and expect to be instantly gratified. Buyers are conditioned to waive the right to ask for anything at inspection, appraisal gaps, and so much more. If you are on the buy side, be bold by not selling your soul right out of the gate. Take your time and be strategic.

We are now entering a time wherein buyers can ask for massive inspection credits or for sellers to repair items before closing because sellers are WORRIED. This is a massive shift that will play heavily in the buyer's favor.

Eventually the government will get inflation under control and interest rates will go back down. There is still a huge demand with very little supply, but demand will temporarily drop for a bit. Buy now while the opportunity to get seller concessions and a good purchase price is still an option. You can always refinance an interest rate, but you cannot refinance a purchase price.

ATLAS REAL ESTATE
Property Management
By the Numbers

3,200
UNITS CURRENTLY MANAGED

98%
OCCUPIED & COLLECTED

10
AVERAGE DAYS BETWEEN RESIDENTS

4
CONSECUTIVE YEARS VOTED BEST OF COLORADO

0
MAINTENANCE UPCHARGES OR HIDDEN FEES

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Increasing Reconstruction Cost in Colorado

Since the Marshall Fire in late December 2021, many property owners are more concerned about having enough replacement cost coverage in their insurance policies in the event of a total loss. Damage from the Marshall Fire event spanned both commercial and residential structures. The estimated loss in residential structures was nearly $630 million and $250 million on commercial properties based on Verisk reconstruction cost data. Total estimated costs are expected to exceed $1,000,000,000.

Unfortunately, many of these structures appear to have been underinsured. As so many homes and businesses were underinsured, it shows the importance of having an annual insurance review to make sure that coverage is adequate in the event of a total loss (like a fire). I cannot emphasize how important it is for the customer or the Agent to do annual insurance review.

Reconstruction cost value is the cost to replace or rebuild a home to original or like standards at current material and labor costs. Over the last few years, we have experienced large increases in labor and material costs as well as a shortage of a skilled artisan contractors, all of this creates a gap in building coverage. Unfortunately, this was another reason why the homes in the Marshall were underinsured.

Verisk Analytics which is a data and risk assessment recently reported the total reconstruction cost increased significantly in the past 5 years. Colorado and Boulder County have tracked closely with the national trends, which pushed prices up more than 30 percent as of February 2022 compared with 2017. Most of the increase still comes from the persistent high lumber prices which peaked in July 2021. This is the result of a high demand market with an increase in building activity. Furthermore, labor costs have grown steadily over time. Due to the shortage of Artisan Contractors, many are traveling from other states to help satisfy the demand to repair or rebuild the damage properties. This also can drive up building and material costs.

Reconstruction cost is also affected by each city's new requirements and expenses associated with updating the dwellings to meet current building ordinances. For example, in many counties in Colorado new roofing codes will require a class 4 asphalt shingle roof to protect the home against large hailstorms.

Climate change has also affected the property insurance market and the reconstruction cost with the several wildfires in the west that have burned millions of acres. We are also seeing large increases in severity and frequency in Tornadoes, Wildfires and Hurricanes. The high demand to rebuild these structures, will also be reflected on the cost of labor and materials nationwide.

Insurance companies must adjust to the new reconstruction costs to keep up with the building costs, labor costs, new city codes, as well as increased severity and frequency of claims. Trying to balance these exposures can be very difficult as they are increasing so rapidly.

If you would like to have complete reconstruction cost analysis, contact your agent to make sure you are properly covered. I can also work with you on your reconstruction costs for your investment properties and buildings.

Sure, you have a roof over your head, but do your investments have the right coverage?

How can I help? Let's set up a time to review your policies!
Your Investment Insurance Specialist,
Eve Hoelzel, Licensed Agent Producer

970.217.8019
eve.dstansfield@farmersagency.com
www.eveinsurancecolorado.com

PRIVATE BANKING SYSTEM EXPERT
JASON K. POWERS / JPOWERS@UNBRIDLEDWEALTH.COM / UNBRIDLEDWEALTH.COM

Changing Your Financial Trajectory

In the book, "How Privatized Banking Really Works" (Lara & Murphy), "It is possible to salvage your household's financial situation, despite the shackles put in place by powerful forces. But you don't stand a chance if you allow these same forces to design your blueprint for escape..."

We are in strange times, financially speaking. Any given day, we can turn on the television and hear someone talking about the inflation rate, consumer debt, a boom or bust cycle, investment decline and more. At the time of this writing, US National debt is up over $30 Trillion. Student Loan debt is up past $1.7 Trillion. Credit Card debt has surpassed $1.1 Trillion. Only ten years ago, US National debt was at $15 Trillion. Credit Card debt was hovering at $852 Billion. Let those numbers sink in.

Let's take a minute and visualize just One Trillion Dollars. If you spent $1 per second you will have spent $86,400 in one day or $31.5 Million in a year. It would take you nearly 32,000 years to spend 1 Trillion dollars. Again, our Country is $30 Trillion in debt. You can draw your own conclusions on the impact of this kind of spending.

Personal finances for thousands are in shambles or at best traumatized. Savings accounts are being depleted, retirement accounts taking a beating, interest rates rising, and the list goes on.

How do we protect our hard earned money? Where do we store money besides our bank accounts & qualified employer or government controlled environments?

In our financial world, most of us prefer to have our money in something that is safe, liquid, has a high rate of return, is tax advantaged, can provide a (future) source of income, isn't correlated with the stock market if it can be helped, acts as a hedge against inflation, and is creditor protected. It's ok to dream, right?

Change the way you think about your finances, and it will change your future.

One little known strategy used by the wealthy is putting money through a properly structured whole life insurance policy and utilizing the cash value access to create financial velocity. We call this the *Infinite Banking Concept*. It is an avenue where you can warehouse your wealth allowing it to compound year over year (internally) even while you're using it (externally) to make even more money. It is a place to warehouse your wealth while at the same time borrow against it to use for real estate investing, private money lending, financing your own car, a down payment on a house, buy a house outright, and even retire on.

One has to wonder why the wealthy use this strategy. One has to wonder if simply changing the way we think about money can change our financial trajectory, while still allowing us to do the things we love.

WEDNESDAY, JULY 20, 2022 | VIRTUAL | 6:00 PM - 7:30 PM

Your Missing Private Lending Source Webinar

What would your life be like if you never had to pay interest to an outside bank again? Imagine being able to recapture all of the money you pay to private and hard money lenders. Imagine paying yourself, instead of the bank and YOU become the lender.

In this webinar, we'll be teaching you this little known financial method. Learn how the wealthy are taking their existing financial strategies and boosting their returns by just changing the flow of their money.

REGISTER AT
www.icorockies.com/events/your-missing-private-lending-source-webinar-/register
FREE for Members and
$9.99 for Non Members

Hoping It Holds Together

Nothing like watching the Tom Cruise's Top Gun remake — Top Gun Maverick — as his character "Maverick" takes his plane in jaw dropping, teeth shattering flights to make one think. I thought — I hope that airplane holds together.

I knew it would. An airplane goes through strict regimen of quality control during design and build of the aircraft. Just the wings are tested to the limit to make sure it does not fail. See this article about testing a regular aircraft wing and not the wing of a fighter plane designed for supersonic speeds — https://blog.boomsupersonic.com/what-are-wing-bend-tests-and-how-are-they-performed-92f0bd424795. I am glad they do. It gives me comfort that I will be safe.

You may not be pushing an F/A-18 to its limits such as "Maverick" did in the movie, but you do want the same quality control in your life. Everything has quality control attached to it — including my underwear. When you look for a tax professional, do you ask what is their quality control practice? How do they work to identify mistakes and missed opportunities so they can provide you with the best results possible? It is a question you should always ask.

At Stone Wealth Strategies, Formerly Stone CPA and Advisors, our quality control process begins with you. You are at the source of quality in your tax returns. The first concern is the information you do not know you do not know. We want to provide that to you so we can get the best results. The second concern is the information you think you know but is not true. We address these concerns with a detailed tax plan documented in writing to explain how you are allowed to reduce your taxes and save cash.

Our quality control process continues during the tax preparation procedure. After you provide the information to us, we review and organize it and develop a list of questions and clarifications. These questions and clarifications are designed to obtain necessary documentation and uncover what may be missing which would make a difference.

The next step in our process is our 3 step Quality Control review. The first step is a complete review following the Quality Control Checklist by the preparer himself — an experienced professional. The second step is a complete detailed review for quality by a peer — another experienced professional. A third review is performed by the Tax Manager — a seasoned 39-year CPA tax professional. These reviews look for what is missing that might make a difference.

The last step in the process is a detailed review with the client. We look together not only to identify mistakes and missed opportunities but to improve the client's understanding of the tax situation.

So, like Maverick taking on 10Gs in a steep climb in his F/A-18, he does not want to worry about nuts and bolts flying off the wings. You should not have to worry about mistakes and missed opportunities that could cost you thousands. We offer the Discovery Session to determine if we can truly bring value to your tax situation, reduce your taxes, and save cash. To find out more about our Discovery Session, email info@stonewealthstrategies.com.

FINANCE EXPERT
TADD JONES / TADD@BOOMERANGCAPITAL.COM / BOOMERANGCAPITAL.COM

Value-add... For Everyone

We have discussed before that in our industry 'fix and flip' has really evolved into value-added. Which leads to the question: value-add...for whom? The answer really is "everyone."

First, let's look at the buyers of the homes, in other words the real estate investors. In most cases, prior to the home receiving attention it was in derelict shape. Certainly, there is a spectrum of dereliction, with some in very bad shape and crumbling to pieces while others simply need minor repairs or cosmetic updates. However, in all cases the house needs something, otherwise there would be no attraction to an investor to make the investment of time, effort, and money. And what comes out the other side of that process is a home in move-in condition, rather than one with a bunch of problems, both known and unknown (yes, occasionally a project comes with some unwelcome 'surprises').

One might look at the purchase price from just a few months ago and protest that these purchasers have 'paid up' for their new home, but such a claim only considers the purchase price while ignoring the value of those investments of time and money.

Interestingly, our investors (those who borrow from us to purchase a home and then add value to it) get these homes ready cheaper and faster than a 'retail' purchaser could. In other words, if that home buyer had purchased the home themselves six months ago, at the cheaper price, and then figured out what needed to be done and how to complete the project on their own, they'd almost certainly have paid more, and very likely still be sitting in a half-finished home cursing the day they came up with this 'great idea' to save a few bucks. Undoubtedly, those that purchase value-added homes reap the benefits.

Second, let's also consider the broader communities. Fixing up homes adds value to the entire community. This is sometimes referred to as "the rising tide," and may be impacted by things outside your immediate area, like a large employer moving in or some commercial development nearby. That development (or redevelopment) benefits everyone and your property becomes more valuable and will rise alongside the others. This same thing happens in a similar way with a single home that needs repair or updating. Frequently that one outlier, the dilapidated house, drags everything on the street down and is the only thing people see, so fixing it provides an immediate uplift to the entire community. Just getting rid of the zit on your nose will make your whole face look better. Immediately.

From time to time, value-added gets confused with 'gentrification'. Value-add is different. Gentrification generally refers to areas that are rental markets, and current renters get pushed out by (re)developers that then raise rents and people living there are priced out. Most neighborhoods we work in have owners in the other homes as well, so they only benefit from the increase in equity that comes from having a nicer neighborhood, for all. These community improvements, on house at a time, increase the value of the community as a whole.

Boomerang Capital Partners

THE BEST FLIPPIN' LENDER

PRE-QUALIFICATION	LESS THAN 24 HRS
CLOSING TIMEFRAME	72 HOURS
ORIGINATION FEE	1 POINT *
CREDIT CHECK	None
INTEREST RATE	12%
LOAN-TO-COST	85%
PROCESSING FEE	ZERO
DOC PREP FEE	ZERO
MINIMUM INTEREST	ZERO
PREPAY PENALTY	ZERO
VALUATION FEE	ZERO
PAYOFF FEE	ZERO

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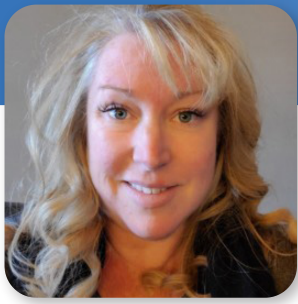
**1 point origination is for experienced flippers*



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Interaction Helps Make the “Elixir of Success”

If you're in the market to learn, what’s best: content or community? How do we choose to expose ourselves to new ideas and approaches? How do we value our investment in those areas in terms of lasting change and growth?

The choices are not the same — and yet are complementary.

For most of us, we see content as meetings we join, books we read, conferences or seminars we attend, classes we take, podcasts we listen to — things or places where information is dispensed in a programmed, orderly fashion.

Content can feel efficient. We can choose when to read it, we can go right after what is of interest, and we can often integrate it into our normal rhythms of the business.

Here at National REIA and in our local REIAs, we put a lot of effort and intellectual capital into our multi-day programs, conferences, expos, etc. That is also true for our single-day programs, Saturday sessions, our luncheons, breakfasts and workshops. We give great thought to who we bring as presenters to our monthly meetings so we can support our members and bring them the timely information they need to be successful.

We compress a great deal of information into our programs so they are focused and, well, efficient — a "good use of time." But the content in and of itself is not the magic of our events. It’s the interaction that occurs there that takes information and turns it into the elixir of success, not just information but often builds the confidence to take action — which is the only real way to be successful.

Community, broadly defined, means being in a relationship with other people where our exposure to ideas and perspectives comes through conversations, shared stories and experiences. Our advice or counsel is derived from people who we have come to know and trust — experts and our peers in the industry.

Community — such as being part of a REIA meeting — can feel inefficient. It’s time out of the office, away from the daily demands. We can even find ourselves using the term "being away from work."

Interestingly, though, we hear often and passionately so from REIA members who say if they take one thing away — one thing — from their meetings, it’s worth their time. Arguably it could be seen as a pretty inefficient use of time in terms of being away from being “at work” and yet a great use of time. Valuable. I believe there are several reasons for that view, some obvious, some less so. As Michael Gerber outlined so well in his book The E-Myth, as an owner/entrepreneur your job isn’t to work IN your business but ON your business. Taking time for REIA meetings and taking advantage of all that the REIA community offers is working ON your business.

It's not just the content, it's the story that comes with it. Sharing stories, particularly in the confidential setting of a REIA meeting or subgroup meeting, brings an important dimension to knowledge. It feels more like wisdom. And the awareness of how the knowledge was gained by others gives it credibility — it is already road- tested. The REIA meetings also offer a chance to engage about new ideas, report back on results, and serve as a point of accountability on actions members say they want to take in their business or in their life. Valuable.

The subtler value, though, is simply getting away, creating some space to think and listen differently about the business and your leadership of it. It is a mistake to think that time away from the office is "not working." Part of working, part of leading, is the self-care, the discipline, to stand back from the buzz of the work and hear something different. Join us at the next local REIA meeting to experience the value of learning and connecting in a REIA community.

ICOR™
Investment Community of the Rockies
— COLORADO'S REAL ESTATE INVESTORS ASSOCIATION —

Tom Zeeb's THE RAPID CASH GENERATOR MASTERCLASS™

How to Quickly Make Money Without Money In Real Estate™

September 17th, 2022 | 9—5pm | Denver, CO

1 Master Marketing:

From Marketing Tumbleweeds to Marketing Stampede

- Cut through the noise, destroy the competition & get sellers contacting you!
- Strategies that work in today's market (the economy has changed things
- How to become a magnet for CONSISTENT motivated seller leads

2 Seal the Deal:

Getting the Seller's from "No" to "Yes"

- The special techniques that get sellers to drop their price fast
- Learn the frameworks to negotiate with ease (even if you fear it)
- How to get the best price & best terms to maximize your profits

3 Property Value:

From Uncertainty to Certainty When it Comes to Value

- The three keys to a property's estimated resale value
- The best resources to get a property comparable value
- How to determine the value

4 The Numbers:

How to go from Uncertainty to Clarity

- Learn to Identify the 3 critical numbers & how they work together
- Determine these numbers with ease
- What to do if you get stumped on the numbers

5 The Right Contracts:

From How to protect yourself so *Legal Ignorance to Legal Precision*

- Learn the key clauses your sales contracts must have
- Finally understand the tricky legal lingo so you don't get yourself in trouble
- you never get legally stuck with a bad deal

Join Tom Zeeb:

Saturday September 17th
To Learn these 5 Frameworks
At the Master Class
Register Tonight
Or Go Online
www.ICORockies.com/events

Summer Break will be over before you know it…

Are you going "F'All In" as ICOR goes back to school?

ICOR
Investment Community of the Rockies

Starting in August 2022, ICOR is ramping up our monthly learning opportunities! Something for everyone, and potentially EVERYTHING for SOMEONE!?!

Five full-day workshops taught by some of ICOR's best educators and investors!

No matter your investing strategy or experience level, these are five topics everyone needs. Choose one or go "F'All In" and SAVE over $400 off these great learning opportunities…

SATURDAY, AUGUST 20TH **Accelerate Your Deal Analysis: "How to Analyze a Real Estate Deals in 15 minutes, make more offers, and get more deals done"** With Sandy Haworth, ICOR	**$125** – Members **$175** – Non-Member
SATURDAY, SEPTEMBER 17TH **Wholesaling Masterclass: Your Rapid Cash Generator** With Tom Zeeb, Traction REIA	**$125** – Members **$175** – Non-Member
SATURDAY, OCTOBER 22ND **Everything You Need to Know About Contractors: "Vetting, Managing, & the Potential Pitfalls"** With Derek Marlin, Elevation	**$125** – Members **$175** – Non-Member
SATURDAY, NOVEMBER 12TH **Gold in Performing & Non-Performing Real Estate Notes** With Jeff Watson	**$125** – Members **$175** – Non-Member
SATURDAY, DECEMBER 10TH **QuickBooks for Real Estate & Rental Property Investors**	**$125** – Members **$175** – Non-Member