

# *Step by Step, House by House*

## THE CLEAN SLATE

Throw away everything you ever thought you knew about real estate. All of it.

Get rid of the idea that you need an agent to help you, that you must visit the bank, that you must save your pennies for your 20% down payment. It's simply not true.

And while we are doing away with useless knowledge, get rid of the idea that social security will have your back when you are older, or that your stocks will be stable.

Why?

Because you are going to learn how to buy houses for investment purposes. You will learn how to do it without a bank loan, without sparkly credit,

and without large lump sums of money.

Everyone's got an opinion about the housing market, especially a retrospective one since it crashed. People like to explain why it worked, and then why it didn't work. But very few private investing individuals can say they made any money during this time.

The truth is that the crash was predictable. Like any other business or market, real estate is cyclical. People who knew the business well saw it coming, and even more of those were blinded by their own greed. The banks were lending to anyone who could fog a mirror, and we all know (at least, everyone does now) that that is a recipe for disaster.

There might be new rules now, but the business hasn't changed as much as people might claim, and the new rules mostly pertain to lenders and their clients. They need that piece of paper and this verification and that drop of your great grandmother's blood to secure the loan. And the lenders must give this disclosure and that one, all the while still being granted the ability by Uncle Sam to sweep a lot of their information under the rug.

For those of us who know better, there is still a lot of money to be made in buying houses one-by-

one for your own portfolio.

Now you are a clean slate. Now you can absorb information that will prove incredibly useful to you when you utilize it. Now you can really start making some money.

## THIS ABOVE THE REST

Houses are a top investment choice. I have been investing in single-family houses for 30 years, have done it in all markets, including after the crash of 2007. There is always something available for you to buy, and there is always money to be made in the purchase of a home.

This works because the value of the house is not dependent upon the income provided to you via the rents you collect. If you have one house empty and one house in the same area, they are still appreciating just the same.

Also, when you are dealing directly with sellers there is more of an opportunity to negotiate a better deal. You'll find that sellers are often in a hurry to sell their homes, which means they must offer them at steep discounts to unload them quickly. They are not typically experienced negotiators, and