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**ENGEL & VÖLKERS®**



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## Real Estate Investing Blueprint

### Property Gold Mine Score Card

Property Address:  
 Town:  
 Source:  
 Tel:

### Property Specific Questions

- Can you buy it below retail market value?
- Can you substantially increase the current rents?
- Can you do small renovations to substantially increase the value?

### Area's Economic Influences

- Is there an overall increase in demand in the area?
- Is it an area of transition? - new retail or commercial being added
- Is there a major transportation improvement occurring nearby?
- Is it an area that is going to benefit from the ripple effect?
- What is the area's average income?
- Is it an area that is attractive to baby boomers? Down-sizers? Millennials?
- Is it an area that is attractive to families? Is it nearby quality schools?

= Total Checkmarks

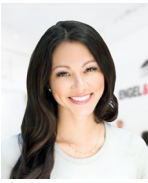
Does this property fit your system?      YES or NO  
 Does it take you closer to your goal?      YES or NO

### Potential Cash Flow Zone

Monthly rent x 12 = gross annual rent  
 Gross Annual Rent / Purchase price = Must fit in the cash flow zone  
 This number needs to be between 4-6% for positive cash flow  
**Cash Flow Zone = 4-6 %**

### Putting this tool into action

1. What is the address (location) of the property? Does it fit your goldmine scorecard?      YES or NO
2. What is the asking price? (what do you think you could purchase it for)
3. What is it currently rented for? What would it rent for? (Check accuracy on this)



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### Every Property Due Diligence Checklist

**Location:**

How many checkmarks does the area get using the Property Goldmine scorecard? \_\_\_\_ (6 checks or more is best)

What is the nature of the local economy? \_\_ Diverse or \_\_ Single Industry

In what are of town is the property located? \_\_ Older \_\_ Newer \_\_ Transitional

**Quality vs rest of neighbourhood :**

What amenities and services are nearby?  
 \_\_ Transit \_\_ Shopping \_\_ Schools \_\_ University/College \_\_ Major Employer

**Building:**

How many checkmarks does the area get using the property goldmine score card? \_\_\_\_

What is the overall curb appeal? (scale 1-10) \_\_\_\_\_

What is the overall interior appeal? (scale 1-10) \_\_\_\_\_

How well has the property been maintained? (scale 1-10) \_\_\_\_\_

Are there any deferred maintenance repairs required in the next 12 months?

If Yes, list them: \_\_\_\_\_

If Yes, estimate costs of repairs: \$ \_\_\_\_\_

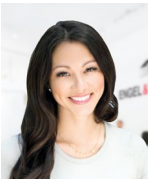
Are there any appliances you need to purchase? YES or NO

Has a complete professional inspection been completed? YES or NO

If No, when is it scheduled? \_\_\_\_\_

Is a real property report available from the vendor? YES or NO

If Yes, is it acceptable to your lawyer for closing? YES or NO



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**Financials:**

Have you completed a Property Analysis Form? YES or NO  
 (you must complete the form for every property before you make your offer.)

Do the results of the property analysis form fit your investment system? YES or NO

If currently a rental - are financial statements available for the property? YES or NO

What is the expense to income ratio? (35-45% is workable)

Are the numbers believable? Do they fit market norms? YES or NO

What is the current rent on the property? \_\_\_\_\_  
 (if currently not rented, what should it rent for when analyzing the market?)

What are the rents for similar properties in the area? \$\_\_\_\_\_

What is the vacancy rate history of the property? \_\_\_\_\_

When vacant, does it seem difficult to re-rent? \_\_\_\_\_

What is the vacancy rate history for the area? \_\_\_\_\_%

How does that compare with the property history? \_\_\_\_\_

**Additional Critical Diligence:**

Check the following items to ensure you're not buying unknown trouble:

Confirm taxes and other charges are current. (City hall)

Confirm no outstanding work orders or compliance orders (City hall-health department)

Open or past complaints registered to the address? Known as a problem property? (Police)

Who will be managing the property? \_\_\_\_\_

If YOU- is there a reliable company when you get tired of managing? YES or NO

What banker/broker has a program to assist you with the financing on this property?

What is the vendor's REAL motivation level? (0 to 10) \_\_\_\_\_

Do you plan on keeping the current tenant- do they fit YOUR tenant profile? YES or NO

Do you need vacant possession to make it fit your system? YES or NO