

*"I would have loved to have had this book when I first started investing...
Brandon's book has given me amazing ideas on how to get my business
to the next level."*

J Scott, bestselling author of The Book on Flipping Houses



BiggerPockets Presents...

THE BOOK ON

Investing in Real Estate with

No ^(and low) Money

DOWN

Real Life Strategies for Investing in Real
Estate Using Other People's Money.

By Brandon Turner

Real Estate Investor and co-host of The BiggerPockets Podcast

The Book on Investing in Real Estate with No (and Low) Money Down

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Written by Brandon Turner

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First Edition

Acknowledgments

They say it takes a village to raise a child. I also believe it takes a village to raise a book from concept to print.

To that village I owe a great debt.

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Thank you all.

Dedication

Creative real estate investing is never easy, but often filled with uncertainty, stress, and a healthy dose of hard work. Therefore, this book is dedicated to the woman who stuck by me through every difficult moment and offered life saving insights at every step. For Heather, my bride.

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Foreword

Joshua Dorkin
CEO, BiggerPockets

“I am not a teacher, but an awakener.” — Robert Frost

If you’re thinking that one book can deliver all your hopes and dreams, you may be right; if you find that book, please get in touch and share it with me.

While this book can certainly equip you well for the journey, it is wholly up to you to create your own path to success. It won’t necessarily be easy, but I think Theodore Roosevelt nailed it when he said, “Nothing in the world is worth having or worth doing unless it means effort, pain, difficulty.”

This book is not designed to give you one simple formula for investing success -- or even to concede that such a formula exists. Rather, this book is designed to teach you a variety of strategies and concepts so you can learn to think outside the box and craft your own personal strategy for no money down investing. It’s designed to open your mind to new ways of thinking, not to force any particular

master plan down your throat. As such, this book does not offer overnight success or instant riches, but it does promise skills and knowledge that will serve you the rest of your investing career (and life) -- if you so choose.

As any experienced real estate investor can tell you, there are no “secrets,” and there are no systems that work all the time. Real estate investing is not black and white; it’s not a button that can be pressed or an ATM machine that shoots out cash if the right combination of numbers are pressed. Real estate is a complex, multi-dimensional maze where success requires far more than a script, workbook and seminar, no matter what late night TV gurus might proclaim.

It was my exposure to these such gurus that initially set me on the journey that eventually spurred the beginnings of BiggerPockets. As a brand new real estate investor, I took to the internet to find solutions for the problems with tenants, properties and property managers I’d been handling. Instead of unearthing a wealth of thoughtful discussions, I discovered that the real estate industry was dominated by gurus who offered assistance only via overpriced and heavily hyped programs.

Something needed to change...and out of this necessity, BiggerPockets.com was born. Soon, tens of thousands (now tens of millions!) began to flock to the site, attracted to the community-based education that focused on the people, not the product.

A grassroots movement had been born.

An active member of the BiggerPockets community from the start, Brandon Turner approached me several years ago to write for the site’s blog. Though I knew little about him at the time, his writing intrigued me, and I took a chance on him as a contributor to our platform. A few months later, I again took a chance when I hired him to become our lead editor and community manager.

It was a chance that paid off.

Brandon is a natural leader who captivated the imagination of our community. Aside from his behind-the-scenes work to cultivate the site, Brandon continues to lend his unique and insightful voice to our blog and podcast, and he is an active part of our investing community. Just as impressively, he has spent the better part of the decade building a portfolio of real estate encompassing dozens of units without any of his own money. He has shown incredible resourcefulness in his ability to acquire both rental properties and flips using other people's capital, steadily growing his portfolio year by year.

This is why when Brandon approached me to write a book about the real estate investing strategies he has used that rely on creativity rather than cash, I was excited. Still, I had one major hesitation...

The Problem with No Money Down

I've always been bothered by the "no money down" books, CDs and seminars prevalent in the real estate industry. Typically, the evangelists for these strategies claim to know some secret method that will help you find wild success through real estate with no money, no time and no risk. These "no money down secrets" are designed to lure people into the belief that real estate investing is easy and lucrative if only someone follows this one exact step-by-step system.

Despite my irritations with the "no money down" culture, the concept does intrigue me. After all, it is the lack of capital that keeps most from ever entering the world of real estate investing, which is sad. Real estate can have such a powerful impact on a person's future, so the idea that you can enter the game without having a war chest of cash is especially exciting.

But here is the truth that the late-night infomercial hosts don't want you to know: There is no one easy secret system that people are using to invest with no money down. In fact, nearly every creative real estate investor I have met in my almost 10 years of running BiggerPockets has a unique twist in how they finance their deals -- and no one says it's easy.

The Truth About Creative Investing

It is this truth that sets this book above any other creative real estate book ever written. You see, this book is not about some secret system. It's not about complicated strategies that you need to pay \$9997 to discover. To be honest, it's not even designed to tell you what to do.

Every market is different, every investor is different, every investment is different. So how can one system offer an answer? It can't, and that's why this book is only the beginning. I encourage you to not only read, but to engage with the content. Internalize it; make it your own. Then take action.

This is not a recipe book, this is an art class...and school is now in session.

Don't let this book be another a collector on your shelf. Let this book be the catalyst you need to take a leap of faith, map out a bright future all your own and see what lies beyond the cubicle walls.

Josh Dorkin

BiggerPockets Founder and CEO

CHAPTER ONE: THE ART OF CREATIVE REAL ESTATE INVESTING

Allow me to start this book talking about one of my favorite things: pizza.

Sure, it may seem like a rather absurd way to start a book on buying real estate with little to no money down, but bear with me a moment, and it will all make sense.

When I go to the pizza store to pick up a pepperoni pizza with extra cheese, I have one choice: to pay for it with my hard-earned money. I suppose I have other choices, but I'd rather avoid the orange jumpsuit and forced community service involved in theft.

However, the rules for real estate investing are actually not as hard

and demanding as those for buying pizza or other consumer goods, so you'll have many more options. Better yet, those options are not only legal, they are also a lot of fun to learn and apply. I call this process "creative real estate investing."

One of my favorite aspects of real estate investing is the ability to trade cash for creativity. In my world, this is the truest definition of creative real estate investing.

You can't easily do this with stocks, mutual funds, gold, or most other kinds of investments. If you wanted to buy gold but had only \$1,000 to spend, you would probably buy just \$1,000 worth. If the price of gold then doubled over the next decade, you would make only another \$1,000 in that ten-year time frame. If it doubled again the following decade, you would then have \$4,000 in your portfolio.

You can imagine how long building serious wealth might take with this method, especially with the market fluctuating so greatly. In fact, gold has done tremendous things over the past decade, climbing from \$282 per ounce in February of 2000 to over \$1,300 per ounce in February of 2014. While that rise may seem incredible, it's only incredible for those who had a significant amount of money to invest to begin with. After all, if you had bought that \$1,000 worth of gold in 2000, today you'd have approximately \$4,600—hardly anything to quit your job over.

The same applies to the stock market. And mutual funds. And fine wine. And nearly all other investments.

Now, there's nothing wrong with investing in those other things (and in fact, I recommend a "balanced diet" with respect to investments), but if you have little or no money, getting started can take a *long* time.

Frustrating, isn't it?

However, with real estate, you can leverage your knowledge, time, and creativity to essentially make money from *nothing*. This is what creative finance is all about: replacing cash with creativity, money with motivation, and dollars with determination.

Do you have that creativity, that motivation, that determination? If so, you can do some amazing things to improve your family's financial future. If not, don't worry. This book will show you the way.

Who Am I?

My name is Brandon, and I'm addicted to creative real estate investing.

I started investing in real estate at the age of 21 with no credit, no cash, and—honestly—no idea what I was doing. However, I had decided that I was going to be a real estate investor come hell or high water, so that's what I set out to do. I read every book the regional library system had on real estate investing, spoke with every real estate investor I could find in my area, attended landlord meetings to network, and continued to work my day job making barely above minimum wage for the first few years.

I jumped into the world of creative finance because, frankly, I was broke.

Fast forward seven years and I'm not a millionaire, I don't drive a fancy car (unless you consider my 2007 Prius fancy, which, with its 49 MPG, I definitely would), and I've made more mistakes in real estate than I'd like to admit. However, I've also amassed a portfolio of rental units and flipped or wholesaled a variety of properties that have provided me with enough income to support my family whether I maintain a day job or not—and I've purchased every

property using little or no money of my own.

I don't say this to brag. The truth is, I didn't jump into creative finance because I was some super genius or because I was trying to achieve some astronomical return on investment. I jumped into the world of creative finance because, frankly, I was broke. I acquired nearly all my properties while I was either self-employed or working for less than \$15 per hour. I simply had no choice: be creative or don't invest at all. Along the way, I've made a lot of mistakes, wasted a lot of time, and made more than a few bad investments. However, the many lessons I've learned from it all have made me the investor I am today, so my hope is that I can now share those with you.

All that said, this book is not about me. This book is about **you and your future**, no matter what your past has been or how much money is in your checking account. This book is about giving you the educational tools you need to start investing in real estate, whether you have a million dollars in the bank or six bucks to your name.

It's Not About Being Broke or Irresponsible

I realize that creative real estate investing holds a special appeal for people who absolutely no money in their checking account, but I

No matter how much money you have in your checking account or IRA, there will always be real estate that you cannot afford.

want to be clear that I don't equate creative real estate investing with having no money. Yes, the two often go together, but that's not what this book is about.

After all, no matter how much money you have in your bank account or IRA, there will always be real estate that you cannot afford. There is always another level, and getting to that level requires a strong commitment to creative real estate investing. Even the most wealthy and successful real estate investors use a heavy amount of creative

finance to continue their business; I would even argue that their skills at buying real estate with no or little money down are what have contributed most to their success.

Therefore this book is for YOU if you are interested in doing more deals, enjoying more cash flow, and increasing your income through creative real estate investing.

This Book Is Not About Getting Rich Quick

Yes, fortunes have been made in real estate, and some of those fortunes have been made rather quickly. However, for the vast majority of real estate investors, this is simply not going to happen, and I am not promising anything different.

This book is about applying creativity as leverage to acquire real estate, and this doesn't happen overnight. Building up a portfolio can take years, and the speed at which that portfolio grows depends heavily on a healthy dose of luck, location, and timing. That said, please don't be discouraged. Creative real estate investing truly is an amazing vocation that can transform your future and the financial destiny of your family forever, and I'm excited to share with you the strategies I've used throughout my career.

To Whom Is This Book For?

There are hundreds of ways to make money in real estate and hundreds of books written about each of the various strategies.¹ Therefore, I think we should discuss *whom* this book is for before we jump headfirst into the content.

This book is for anyone interested in investing in real estate using other people's money. Whatever strategy you expect to use or niche you plan to enter, I believe the lessons in this book can help you find

¹ To see the my top choices for real estate investing books, head to <http://www.biggerpockets.com/renewsblog/2013/04/14/best-real-estate-books/>

greater success.

Although I am primarily a buy-and-hold real estate investor, interested in the extra monthly income (cash flow) that owning numerous rental properties can provide, and even though I tend to mix in the occasional flip or wholesale deal just to keep things interesting, rental properties are my bread and butter and my area of expertise. That said, the lessons in this book *will* apply for those looking to engage in all types of real estate investing. In fact, Chapter Nine of this book deals exclusively with the concept of real estate wholesaling and finding amazing deals, so be sure to stick around for that.

You CAN Afford It

Each week, Joshua Dorkin (the founder and CEO of BiggerPockets.com) and I have the honor of sitting down with successful real-life real estate investors on the BiggerPockets Podcast and asking them about how they built their business, the successes they've had, the failures they've faced, and more. Perhaps the most popular segment of the show comes at the end, during the "Famous Four"—four questions we ask each and every guest. The first question is simple but powerful: What is your favorite real estate book?

The number one answer given by 80% of our guests thus far has been the same: *Rich Dad Poor Dad: What The Rich Teach Their Kids About Money That the Poor and Middle Class Do Not!* by Robert T. Kiyosaki.

I am amazed by the sheer number of investors out there who credit this one simple book as the inspiration for their investing career, and I'm right there with them. This book was a huge turning point for me and motivated me to start thinking about my financial future in a new light. Although not a textbook for real estate in any

way, *Rich Dad Poor Dad* was foundational in the lives of many real estate investors because it changed the mind-set of everyone who read it. Personally, it completely blew my mind wide open with new possibilities and ways of thinking.

Perhaps the greatest mindset-expanding revelation in this book comes when Kiyosaki tells a story about the two men who had a hand in raising him: his real dad and his best friend's dad. Each had a different way of guiding his family financially, which led to the author's dual perspective on financial matters.

In the book, Kiyosaki states, "*Rich dad forbade the words 'I can't afford it.'... Instead, rich dad required his children to say, 'How can I afford it?' His reasoning, the words 'I can't afford it' shut down your brain. It didn't have to think anymore. 'How can I afford it?' opened up the brain. Forced it to think and search for answers.*"²

I still remember the day I read that; my entire world seemed to turn upside down. I had been raised in a household of "we can or we can't afford that" and so was accustomed to turning my brain off as soon as I reached the point of "no." When I suddenly realized that there was a different way of thinking, something ignited inside me, and my quest for creative finance began.

At that point, I stopped saying, "I can't afford it" and "I can't do it" and began asking, "How can I afford it?" and "How can I do it?" I realized people were making money with real estate investing and were not using any of their own money. I was going to do the same, and I hope this book will help you do so as well.

However, before we go too far down the "let's invest with no

²Robert T. Kiyosaki and Sharon L. Lechter, *Rich Dad Poor Dad: What the Rich Teach Their Kids About Money That the Poor and Middle Class Do Not!* Warner Books, New York, NY, 1997.

money” road, we need to ask one fundamental question...

Should You Really Invest with No Money Down?

A lot of people out there would advise you not to invest in real estate if you don't have significant financial resources of your own to use as a large down payment. Others, such as popular financial radio talk show host and author Dave Ramsey, have even more strict views and argue that you should *only* invest in real estate if you can pay 100% cash for the property you want.

At the other end of the spectrum are those who would advise you to get into real estate no matter what, however you can. Scam, steal, and squeeze your way in to make a buck. After all, what is important is getting rich as quickly as possible so you can start driving that convertible, lying on that beach, and watching your money grow.

So what's the truth? Should you really try to invest in real estate using creative methods? Should you put this book down immediately and go get a second job working at a fast food joint?

I can only speak for myself and my own risk tolerance, but I believe that a happy medium can be found. I believe all investments are risky to some degree. However, as the great hockey player Wayne Gretzky once said, “You miss 100% of the shots you don't take.” In other words, had I not taken that first step toward investing in real estate without any money, I would not be where I am today.

- Have I struggled? Yes!
- Have I lost money? Of course!
- Would I change any of it? Not a chance!

I love the freedom that real estate investing offers, and I was willing to use my creativity in place of the cash needed to get started. I had more time and creativity than money, and I leveraged that into

a profitable career—and I wouldn’t hesitate to do it again.

If you are someone who advocates being content with a traditional job and saving up for that first cash purchase, more power to you. I wish you well, and I’m fully convinced that’s the best route for you to take. However, for me, working 40 years behind a desk so I can be a millionaire when I retire at 65 is hardly a worthy goal.

For me, working 40 years behind a desk so I can be a millionaire when I retire at 65 is hardly a worthy goal.

I want to live today *and* when I retire.

That is what motivated me to start creative real estate investing, and that is what continues to motivate me today. That said, I want to make a few things very clear about creative finance. I like to think of real estate as a game, and as such, certain rules must be followed. I call these the Four Rules of Creative Investing.

The Four Rules of Creative Investing

I like to speed.

Traveling down the freeway, something just seems wrong about going the speed limit. I have to push the limits just a little. This is what intrigues me about the Autobahn in Germany. This federal highway has no federally mandated blanket speed limit, which makes it a dream for people like me.

However, just because the highway has no speed limits, that doesn’t mean a driver can afford to be stupid.

In fact, Autobahn drivers are mandated to control their speed during adverse weather conditions and in urban areas of the road. Additionally, an “advisory speed limit” of 81 mph applies to the entire freeway system to protect drivers.

What does this have to do with creative real estate investing? Creativity in real estate is a kind of open road that often appears to be “rule free.” However, the same conditions that make it so exhilarating can also lead to the greatest crashes. Therefore, investing in creative real estate has its own “advisory speed limits” in the form of four important guidelines.

These are four of the primary rules and advisory limits of creative real estate investing. These have been passed down from one established investor to another with the goal of keeping aspiring investors from crashing and burning.

1. When investing creatively, you need to find even better deals than those who invest normally. Let me explain what I mean. Let’s say a certain home is worth \$100,000. A traditional investor might pay \$100,000 for that home, put a 30% down payment (\$30,000) on the property, and make a nice return on investment from the cash flow (the extra money left after all the expenses are paid).

However, if I were to purchase that same house for \$60,000 because I took the extra steps necessary to get a great deal, which of us is in the better position? The traditional investor, who has \$30,000

Creative investing means you must invest in incredible deals, or it’s simply not worth doing.

of their cash tied up in their property and no real equity, or me, who has nothing invested but owes less?

Because of the deal I obtained, I have far greater potential for profit and for a better return on investment than the normal investor, but less of my cash is at risk because I have no cash invested at all.

However, what if I decided to be just a “normal” investor and pay

full price for that \$100,000 property, with no money down? Most likely, my mortgage payment would be so high that good cash flow would be out of reach, and I would not have the equity necessary to be able to sell the property. In this case, the “good” investor would be in a better position because they owed only \$70,000. Hopefully, you are following my argument here... creative investing means you must invest in incredible deals, or it’s simply not worth doing.

There are exceptions to this rule, of course. Sometimes the method of financing can sweeten a deal enough to entice you to jump in. We’ll talk more about those strategies later in this book.

2. When investing creatively, you must be extremely conservative. I’m not talking politics here; I’m talking about planning for the future. This means assuming the worst when buying property. Take as a given that taxes will go up, your unit will sit vacant for a certain percentage of each year (higher than the average for your area), repairs will be numerous and expensive, and you will need to evict deadbeat tenants. Plan for these costs and only buy property that proves to still be a good deal even after a conservative estimate.

*If you want easy,
then stick with a
job, a sizable down
payment, and
average returns.
There is absolutely
nothing wrong with
that.”*

Although the analysis side of the real estate transaction is beyond the scope of this book on creative real estate investing, I encourage you to spend some time on this subject by studying how to analyze an investment property on BiggerPockets. For a video tutorial on exactly how I analyze potential rental properties, check out “[How to Analyze Real Estate Investments](http://www.biggerpockets.com/analyzeinvestments)”³ Also, in Chapter Nine, I go into significant detail about how to analyze a property, including estimating repairs, so stick around for that.

³ <http://www.biggerpockets.com/analyzeinvestments>

3. Creative finance requires sacrifice. Remember my definition of creative finance: the ability to *trade* cash for creativity. Notice there is a trade-off involved—one you need to accept. Most of the methods I’ve used to acquire real estate, I didn’t learn from a book. Instead, I discovered the methods at 4:00 a.m. after an eight-hour brainstorming session with my wife, my pen, and my paper, desperately trying to figure out the missing puzzle piece that would enable me to close a deal. This is often the trade. It requires jumping through a lot of mental hoops, numerous conversations with others, and the ability to ask for help. Creative real estate investing is a puzzle that takes real mental (and sometimes physical) effort to put together.

If you want easy, then stick with a job, a sizable down payment, and average returns. There is nothing wrong with that, and I’d have chosen the same if I’d had enough money and income when I started. But I didn’t, so I chose creativity. I chose to sacrifice. Will you?

4. Creative finance does not mean investing without a cushion. A wise man and mentor once told me, “You can go broke buying good deals.” Even though you need to get killer good deals if you are going to invest with no or little money down, you still need to understand that bad stuff happens. Murphy *will* show up on your doorstep and start knocking. He might even move his whole family in. (If you don’t understand the reference, Google “Murphy’s Law.”)

Therefore, maintaining a financial cushion to deal with problems is imperative. You don’t need \$50,000 in the bank to buy a small rental house, but you *do* need to be able to weather the storms that will come, relative to the size of the property you are buying and that property’s risk for loss.

For example, if you needed to evict a tenant, could you handle several months of lost rent, more than \$2,000 in eviction costs, and several thousands of dollars to repair the property? What if you had to do this twice in the same year? These are important questions you must be able to answer, or at least discuss. Many of the strategies in this book will deal with solutions for issues like this, so don't give up on this book quite yet if you are down to your last dollar. These questions do have answers, so hang in there and keep your brain turning.

I can't tell you exactly how much money you'll need to save, because that depends largely on a number of factors, including the following:

1. The strength of your target real estate market
2. Your ability to manage effectively
3. Your ability and desire to repair things yourself, if needed
4. How difficult and lengthy evictions are in your state
5. How good your credit is
6. How much cash flow you can get
7. The average purchase price of your target properties
8. The niche you enter
9. The strategy you use
10. And a whole lot more

The point is, be conservative, buy great deals, and have a financial backup plan. If this means spending six months working a second job to save up \$5,000 to put into a savings account, then start that second job tomorrow. Maybe it means asking your boss for a raise or lowering your living expenses (remember... sacrifice!). Whatever you need to do, get started as soon as possible. Stop wasting time on excuses and start planning for

*Stop wasting time on
excuses and start
planning for how you are
going to get there.*

how you are going to get there.

Furthermore, even though having a large financial cushion to weather storms can help you significantly offset risk, you cannot simply throw money at real estate investments and hope they turn out well. Education is key. Will you read the books, study the material, ask the right questions, and insist on becoming the best? I hope so.

No Money Down: A Myth, Scam, or Secret?

I don't really like the phrase "no money down."

Not because the approach is not possible, but because the phrase has been so worn and used by the late-night TV gurus who drive up in their red convertible with two hot bikini-clad babes in the back seat. Big cars, big hair, big promises. "No money down" conveys a sense of "easy money" and a "get rich quick" mentality that is not only flawed and silly – it's dangerous.

As I mentioned earlier, **wealth built through real estate investing is definitely not easy money, nor is it quick.** However, does the widespread overuse of the phrase mean that the concept is impossible to achieve? Does investing in real estate with no money down really work? If you've made it this far into this chapter, you should know that it *is* possible. I've personally done it time and time again, and so have thousands of other, far more successful investors around the world.

Investing in real estate without any money is not a scam or a myth, and it's not a secret that you need thousands of dollars to unlock. It's simply the process of replacing cash needed with the creativity you have. There is a method to the madness of "no money down" real estate, and this book will outline numerous tips for buying property without using your own cash. I and thousands of

other investors have used these strategies and tips for years. If you're still not convinced, let me try to make one more thing clear:

Real estate is not free; it requires money. However, when we talk about investing with “no money down,” we mean investing with none of *your* money down. In other words, we're talking about using other people's money to buy real estate.

Creative investing is about shifting the source of any needed cash, depending on the strategy. You can do this in numerous ways, and this will all make much more sense as we start examining the different strategies. For now, though, just understand that buying real estate with no money out of pocket (or very little) is a very real and possible thing if you are committed to learning the art. And yes, it is as much an art as it is a science. This book will show you both.

Having the Right Tool for the Right Job

Have you ever hired a handyman to do a job for you?

When a handyman goes to a job site, they don't always know what they are going to need when they get there, so they bring a number of common tools (hammer, saw, drill, etc.) so they'll be prepared for whatever they encounter. If the job requires that something be nailed, they can pull out their hammer. If the job requires a hole to be drilled, they can pull out the drill. A good handyman is prepared with a toolbox full of tools to be able to address whatever is in front of them.

In the same way, a good investor also has a toolbox, and you can fill yours with whichever tools you want. As you work your way through this book, you will learn a number of different strategies. Some of these are relatively easy to understand and apply, while others are high-level concepts that you may need to go over a few times (and just jump into) to fully grasp. Each of these strategies and concepts is a “tool” for your investor toolbox. You may not need

each strategy today, and some you may never employ, but by having them all in your toolbox, you will be a more prepared investor—one who can tackle more jobs and will have more success. After all, just like a handyman, the more tools you have, the more projects you can master.

What to Expect in This Book

This book will examine a number of very different strategies for creative finance with real estate investing, but realize that these are only a small fraction of what could be possible when you start using your brain and adopt a “how can I afford it?” mentality. I encourage you to take as many notes as you can so you can revisit the concepts when needed.

Each chapter in this book will cover a different strategy you can use to invest in real estate with little or no money out of pocket. Each chapter will also include a thorough discussion of the risks, downsides, and potential problems involved. Additionally, numerous examples throughout each chapter will help break down the concepts into real-life, actionable plans.

If you have any questions as you work your way through this, I encourage you to visit the BiggerPockets Forums⁴ and start asking them there. I can guarantee you that investors are hanging out in the forums right now who have experience in each and every one of the strategies I am about to present, so learn from them by leaning on them! Ask them about their experience, their mistakes, their successes, and fill your toolbox with the highest quality tools you can get.

⁴ <http://www.biggerpockets.com/forums>

Will All These Strategies Work for Me?

The short answer is *no*.

Think of this book not as a textbook, but as a piece of literature, one whose lessons can be applied internally but not necessarily used as exact formulas. This book is about learning to think creatively and is filled with stories of individuals who have done exactly this. Your ability to carry out certain strategies will rely heavily on a number of factors, including your location, your personal place in life (family commitments, free time, willingness to sacrifice, etc.), your finances, your personality, and more.

For example, I might mention a rental house that an investor purchased for \$120,000. Some of you might scream, “\$120,000 for a rental house? That’s highway robbery!” while others would shout, “\$120,000 for a rental house? That wouldn’t buy a parking spot in my area!”

Real estate investing and the strategies for creative finance are heavily defined by location. Does this mean the strategies outlined will not work for your area? Not necessarily. You may be able to tweak a specific strategy to work wonders in your area. The point is to open your mind, learn what works in other markets, and train yourself to think creatively and apply those strategies to your own local market.

If you are ready to get started, to open your mind to the possibilities of buying real estate for little or no money down, turn the page, and we’ll begin by talking about how I got started: with an *owner-occupied investment property*.

A Note From The Author

“The best time to plant a tree was twenty years ago. The second best time is now.”

The truth illustrated in the above ancient Chinese proverb tells us something interesting about human nature: We tend to wait, and wait, and wait... until one day we look back on our lives and say “*I wish I had started back then.*”

Yes, getting into real estate investing would have been better twenty-years ago, but you didn't. All that matters is *now*. Will you start planting?

To put it another way: **a year from now you will wish you had started today.** So don't wait! Take action today and change your tomorrow.

I believe *The Book on Investing in Real Estate with No (and Low) Money Down* could help you buy one, ten, or maybe even fifty more properties in the next year. When money is no longer your number-one concern, it's amazing the opportunities that open up.

But no one will do it for you. You have to jump in with both feet.

If you enjoyed Chapter One and are interested in reading the rest, don't hesitate. Tomorrow you'll wish you had started today. Don't put it off any longer.

Click here to buy *The Book on Investing in Real Estate with No (and Low) Money Down* or visit www.BiggerPockets.com/nomoney

Thank you for your time, and I wish you the best of luck on your real estate investing journey.



Brandon Turner
Real Estate Investor, Author, and Friend.

P.S. Looking for a discount code? Get 10% off when you order on BiggerPockets by using code 10PERCENT at the checkout page. But shhhhh... keep that a secret.

MORE FROM BIGGERPOCKETS

If you enjoyed this book, we hope you'll take a moment to check out some of the other great material offered by BiggerPockets, including the free eBook *The Ultimate Beginner's Guide to Real Estate Investing*, co-written by Brandon Turner, author of *The Book on Investing in Real Estate with No (And Low) Money Down*. BiggerPockets is the web's premier destination for real estate investing education, networking, and deal making. With more than 150,000 members, hundreds of thousands of forum discussions, and hundreds of free downloadable files, BiggerPockets is home to everything you need to succeed in real estate!

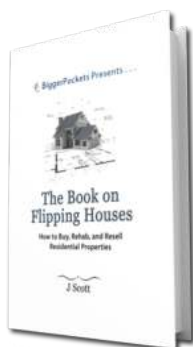
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FREE: The Ultimate Beginner's Guide to Real Estate Investing



The Ultimate Beginner's Guide to Real Estate Investing is a free guide designed to help you build a solid foundation for your venture into real estate. Over the eight chapters of this book, you'll learn how to best gain an education (for free), how to pick a real estate niche, and how to find, fund, and manage your newest real estate investment. Get it free today at BiggerPockets.com/freeguide.

The Book on Flipping Houses



The Book on Flipping Houses, written by active real estate fix-and-flipper J Scott, contains **more than 300 pages** of detailed, **step-by-step training** perfect for both the complete newbie and the seasoned pro looking to **build a killer house flipping business**. Whatever your skill level, *The Book on Flipping Houses* will teach you **everything you need to know** to build a profitable, efficient house flipping business and **start living the life of your dreams**. Get it at BiggerPockets.com/flipbook.

The Book on Estimating Rehab Costs

One of the most difficult tasks for a real estate investor is the process of estimating repairs. To help you overcome this obstacle, J Scott and BiggerPockets pull back the curtain on the rehab process and show you not only the cost ranges and details associated with each and every aspect of a rehab, but also the framework and methodology for estimating rehab costs. You'll discover how to **accurately estimate all the costs** you are likely to face while rehabbing a home as well as what upgrade options you have to provide **the biggest bang for your buck**. Whether you are an experienced home renovation specialist or still learning how to screw in a light bulb, this valuable resource will be **your guide to staying on budget, managing contractor pricing, and ensuring a timely profit**. Get it at BiggerPockets.com/rehabbook.



