

Where the Smart Money is



Investing in Portland Real Estate

Helping the World Build Wealth and Income through Real Estate

Jorge O'Farrill, CEO | Realtor®

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jorge@TrilliumRealEstate.net

503-707-2129



Dear Friend,

The purpose of this letter is to introduce you to the Trillium Real Estate Group, LLC and the reality that you can successfully invest in the Portland Metro Area Real Estate market even though you are extremely busy. Our company was created to offer owners of investment real estate creative solutions that will help them earn more money with fewer problems. A recurring theme from your colleagues and other busy professionals is that you are short on time, are tired of feeling like a target for stock brokers and other financial planners who keep telling you to “hang in there”, and quite frankly want to see others who have successfully invested in Real Estate before you dive in. I have helped engineers, US Service men and women, and many others get great results from investing in real estate while keeping risks in check and I believe I can help you too.

The principals of the Trillium Real Estate Group, LLC are first and foremost real estate investors. We help our clients buy investment properties, apartment buildings and commercial real estate investments throughout the Oregon Tri-county area and have been doing real estate for more than 7 years. We are also advisers that assist property owners with all aspects of their investments including new acquisitions, dispositions of existing properties, as well as property management and leasing services. We have an extensive network of national and international investors that are actively seeking investment properties. Some owners choose to access our buyer network to obtain a more aggressive price for their property. Other owners find it easier to deal directly with us as the buyer. Our goal is to provide you with several exit strategies for your property which will allow you to choose the option that is best for you.

If you have ever considered investing in real estate and have not been able to make the time to do so; or if you have ever considered selling an investment property and profit from it then please call at **(503) 707-2129** for an initial conversation. We will discuss your needs and goals with you and help to determine if there is a mutually beneficial arrangement that helps you achieve your goals. I hope you enjoy the enclosed catalog I look forward to hearing from you.

I have included a short write up on some strategies you can use with your investment properties which I hope you find useful. In addition, the following link goes to an article which goes into more detail on the tax benefits of rental properties. Enjoy!

<https://fitsmallbusiness.com/rental-property-tax-benefits-deductions/>

Sincerely,

Jorge O'Farrill
CEO | Realtor®

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If you are like most other doctors, and some of our other clients, and are fed up with the stock market and financial advisors telling you to just be patient and you previously considered investing in real estate too time consuming then please call or email me and the Trillium Real Estate Group to find out how you can finally begin putting your hard earned money to good use. We not only invest in real estate, we invest in people just like you. It's easier than you may have thought. We look forward to helping you. Please take the 1st step and call today. There are no obligations.

I'm done with the stock market. Should I buy a multi-family instead?

Excellent question! May I answer you by giving you a real world example? This is a property that was purchased with cash on January 28, 2019. It's a triplex with 3 x 2 bedroom units with some updates needed. Rents in the area are on average \$1200/month for a 2 bedroom apartment which would include utilities. We will be conservative with our numbers and also assume property management & routine maintenance expenses. Also, for the purposes of this scenario I will show what it could have looked like if financed.

16115 SE Grant St, Portland	Single story triplex, 3 x 2 bedroom units, 1 bath and 965 sq ft each unit; W/D hookups in each unit; utilities paid by landlord would include garbage, sewer, and water; Units below market rent and need updating. Good neighborhood, small yards. No garage and has off-street parking.	
PURCHASE PRICE	\$310,000	
Capital Improvements	\$30,000	
COST BASIS	\$340,000	
Loan	\$255,000, 30 years @ 5% APR	
Down Payment (25%)	\$85,000	
	MONTHLY	YEARLY
INCOME	\$3,600 (3 x 2 bed units @ \$1200/mo)	\$43,200 Gross Annual Income
Property Management (10%)		\$4,320
Vacancy (5%)		\$2,160
Taxes		\$4,927
Insurance		\$1,000
Maintenance & Repairs (3%)		\$1,296
Utilities		\$3,600
OPERATING EXPENSES		\$17,303
NET Operating Income (NOI)	\$1,747	\$25,897
- Debt Service	\$1,378	\$16,536
CASH FLOW	\$780	\$9,361
Cash on Cash Return Rate	11.0%	
Cap Rate	7.6%	

Here is a brief description of some of the terminology used below:

Net Operating income (NOI) = income less expenses (does not include debt service)

Debt Service = principle plus interest payment on loan

Cash on Cash Return = (NOI – less debt service) / (down payment + capital improvements)

Cap Rate = NOI / purchase price

Let's discuss this for a moment. For a duplex property 20% would be the necessary down payment and for a triplex you are looking at 25% down. In this example we included the capital improvements needed to bring the units up to date into the loan. This means that our capitalization rate went down as our cost basis was higher. However, that gives more leverage and as a result the cash on cash return rate is higher because less cash was needed up front.

If this were an all cash transaction, the capitalization rate would remain the same as we were already including capital improvements into the purchase price. However, because we would no longer have a debt service payment, the cash flow would be much higher at \$25,897 annually or \$1,747 per month. This would translate into cash on cash return rate of 7.6% (using \$340k as our cash investment amount).

Where do you get the cash to purchase an investment property? That is another great question. Many investors have money sitting in their savings accounts that is making less than 1% return each year. Investing that money into a rental property and making 10% or more makes more sense. Other investors have access to self directed retirement accounts or even borrow against their 401ks. Another source of funds to purchase investment properties is tapping into the equity into existing rental or primary residences. You can borrow up to 95% of the value of your home in many cases and have the option of getting a cash-out refinance or a home equity loan.

There are reasons why you may want one or the other so that is definitely a good conversation to have with your trusted mortgage lender or broker.

Another thing that I want you to note is that I am including a 10% property management fee. Now you may think that you can manage the property on your own and save this money, and maybe you can. However, we are talking about long term wealth and passive income here. Do you really want to be getting calls in the evenings and weekends from tenants because a hot water heater is not working or the kitchen sink is leaking? By hiring a property management company, you can actually make more money (how much do you pay yourself per hour?) because they know what they are doing and are better equipped to deal with tenants and repairmen.

Finally, what's not being discussed in this scenario are the tax benefits of owning investment properties. I will list some of them here so you have a good working knowledge of what to ask your accountant:

1. Rental Property Tax Depreciation – This is a tax deduction based on the hypothetical wear and tear on your building.
2. Mortgage Interest Tax Deduction – You can deduct things such as interest, points, loan origination fees, etc...
3. Other Tax Deductions – Other deductions you can take are property taxes, licensing fees, property insurance, utility expenses, maintenance & repairs, advertising, marketing expenses, property management, and other expenses.
4. Depreciation – This allows you to have a tax benefit while you own the property. However, there is a depreciation recapture that can have tax implications when you sell the property.

So should you buy a multi-family? I did. In fact I bought many of them. Do I have money in the stock market? Not anymore. For me the difference comes down to control and knowledge. There are basically only two moves you and I can make in the stock market – buy and sell – and we have no control whatsoever over that underlying asset in between the buy and the sell. With real estate, I can not only buy it and sell it, but I can modify it and improve it. I can raise the rents. I can refinance it and use that leverage to buy more property. You see with real estate I am in control. I'm 41 years old now and I have learned the hard way that whenever I give up too much control it cost me money. The more control I retain the more money I make.

Investing in real estate is not very glamorous. It takes time and energy and in today's market it takes money. Yes, you can buy real estate without any of your own money, but today it's easier if you use your own money. The banks will give you the best rates and terms when you use your own money. I know this runs contrary to a lot of what you read and watch on late night television but it is the simple truth. Take the path of least resistance. There are several ways to buy real estate and only 2 basic ones – the way implied above and the other way which is buy wholesale, remodel, or refinance. The banks are not looking favorably on the latter approach these days. Actually, some lenders will finance your purchase and remodeling at the same time but you still need 20% down!

I hope this example sheds some light on what many perceive to be a little mysterious. It really isn't magic. There are no secrets. It is actually quite simple. My mentor Gary has a student who didn't finish high school and she owns over 100 units free and clear and she did it in 15 years! Gary himself has purchased over 250 units and he's just a normal guy. I purchased 21 rental units in 3 years and I'm also just a regular guy. I drive a Jetta with over 100,000 miles on it. I pack my own lunch. I did 10 years of

military service and I did the corporate America gig for 6+ years. I loved serving my country and didn't quite enjoy Corporate America. I had no freedom. My spirit was dying. Now I love my freedom and independence and I thank God every day for real estate because every time I buy a little piece of real estate I also I buy a little piece of freedom. God Bless America and God bless you for reading this article. I sincerely hope and pray it will help you see a real world alternative for investing your hard earned dollars.

Yours Truly,

Jorge O'Farrill

Selected Multi-Family Properties Currently Available

DUPLEX – 15541 E. Burnside St, Portland

MLS#: 19485744

[Add to Watch List](#)

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Presented by: Jorge O'Farrill
Keller Williams Sunset Corridor
Agent Full
Phone: [503-707-2129](tel:503-707-2129) E-mail: jorgelofarrill@kw.com
MULTIFAMILY Status: ACT 6/3/2019 5:15:29 PM
ML#: 19485744 H Area: 142 List Price: \$352,900
Address: 15541 E BURNSIDE ST M
City: [Portland](#) Zip Code: 97233
Zoning: R2 List Type: ER LR: N
County: [Multnomah](#) Tax ID: [R158307](#)
Elem: [Glenfair](#) Middle:
High: [Reynolds](#) CC&Rs:
Legal: ESQUIRE ESTATES, LOT 13
Nbhood:
Internet/Address/No Blog/No AVM: Y/Y/Y/N Offer/Nego: CALL-SA
Open house: N
[V Tour #1](#)

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(Click the image to use the photo viewer)

GENERAL AND BUILDING INFORMATION

Seller Disc:	Lot Size: 7K-9,999SF	Waterfront:
Lot Desc: LT-RAIL	View:	Body Water:
Year Built: 1970 / APPROX	#Stories: 1	#Units: 2
Parking: 2 / CARPORT	Roof: COMP	Approx Bldg SQFT: 1780
Bsmnt/Fnd: CRAWLSP	Exterior:	Security/Entry:
Common Amenities:		Storage: INDIVID

DESCRIPTION OF UNITS

# Units	# Bedrms	Baths	Mo. Rent	SQFT/Unit	Features
1	2	1	\$1,022	884	FIREPL, HARDWOD, REFRIG, WASHDRY
1	2	1	\$1,028	884	FIREPL, HARDWOD, REFRIG, WASHDRY

Occupancy Types: MO-T-MO Utilities Incl: GARBAGE, LNDSCPG, SEWER, WATER

REMARKS

XStDir: East Burnside & 157th
Private: Occupied. Do not disturb tenants. Ideally sold with MLS# 19274471. Write offer subject to interior inspection. Out of state seller, please allow time for response. Rents low, can be raised Jan 2020. Offers/questions to Co-Listing Agent Greg Long, call/text 503-413-0027.
Public: Fully rented duplex, ideally sold together with mirror duplex next door (RMLS 19274471). Each unit is two bedroom, one bathroom, and 884 square feet. Hardwood floors in living room and bedrooms. Woodburning fireplace. Washer and dryer in each unit. Slider to fenced backyard. Carport and storage. Great location near MAX stop. Do not disturb tenants. Write offer subject to interior inspection.

UTILITIES

Heat: BASEBRD	Water: PUBLICWTR	Cool:
Fuel: ELECT	Sewer: PUBLICSWR	H/Wtr: ELECT

INCOME / EXPENSES & FINANCIAL INFORMATION

Actual Gross Income: \$24,600	Actual Net Income: \$18,541	Actual Oper. Expenses: \$6,059
Proj. Gross Income: \$27,060	Proj. Net Income:	Proj. Oper. Expenses:
Cap Rate: 5.25	Gross Rent Multiplier: 14.35	Investor Info: ACC-OWN
Property Tax/Yr: \$3,736.98, 2017	Spcl Asmt Balance:	Tax Deferral: N BAC: % 2.5
Terms: CASH, CONV	Short Sale: N \$ Pre-Approv:	3rd Party: N Total Comm Differs: N
Escrow Pref: Fidelity - Mary Isles		Bank Owned/REO: N

BOOKER / AGENT DATA

TRIPLEX – 3940 NE 149th Ave, Portland

MLS#: 19517941

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Presented by: Jorge O'Farrill
Keller Williams Sunset Corridor
Phone: [503-707-2129](tel:503-707-2129) E-mail: jorgelofarrill@kw.com
MULTIFAMILY Status: ACT 6/3/2019 3:47:22 PM
ML#: 19517941 H Area: 142 List Price: \$800,000
Address: 3940 NE 149TH AVE M
City: [Portland](#) Zip Code: 97230
Zoning: R3 List Type: ER LR: N
County: [Multnomah](#) Tax ID: [R138891](#)
Elem: [Margaret Scott](#) Middle: [H.B. Lee](#)
High: [Reynolds](#) CC&Rs:
Legal: COLUMBIA SOUTH SHORE, LOT 71&72 TL 2300
Nbhood: WILKES
Internet/Address/No Blog/No AVM: Y/Y/I Offer/Nego: CALL-SA
Open house: N
Document: [Financials](#)
[VTour #1](#)

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(Click the image to use the photo viewer)

GENERAL AND BUILDING INFORMATION

Seller Disc: DSCLOSUR	Lot Size: 7K-9,999SF	Waterfront:
Lot Desc: CORNER, LEVEL	View:	Body Water:
Year Built: 1996 / EXISTNG	#Stories:	#Units: 3
Parking: 7 / ASSIGND, GAR-PARK	Roof: COMP	Approx Bldg SQFT: 3246
Bsmt/Fnd: CRAWLSP	Exterior: LAP	Security/Entry:
Common Amenities:		Storage: INDIVID

DESCRIPTION OF UNITS

# Units	# Bedrms	Baths	Mo. Rent	SQFT/Unit	Features
1	3	2	\$1,700	1100	DISHWAS, FIREPL, REFRIG, WASHDRY
2	2	2.1	\$1,150	1100	DISHWAS, RANGE, REFRIG, WASHDRY
3	2	2.1	\$1,100	1000	DISHWAS, RANGE, REFRIG, WASHDRY

Occupancy Types: LEASED Utilities Incl: GARBAGE

REMARKS

XSt/Dir: SOUTHEAST CORNER OF NE 149TH & Sandy
Private: Please write offer subjected to interior inspection.
Public: Pride of ownership, triplex in a highly desirable location with easy access to freeway and many shops. All have patios, sprinkler system, and single-car garages! Do not disturb tenants, no sign on property. Please write offer subjected to interior inspection.

UTILITIES

Heat: FOR-AIR	Water: PUBLICWTR	Cool:
Fuel: GAS	Sewer: PUBLICSWR	H/Wtr: GAS

INCOME / EXPENSES & FINANCIAL INFORMATION

Actual Gross Income: \$47,400	Actual Net Income: \$34,014	Actual Oper. Expenses: \$13,386
Proj. Gross Income:	Proj. Net Income:	Proj. Oper. Expenses:
Cap Rate: 5.67	Gross Rent Multiplier: 12.66	Investor Info: ACC-OWN
Property Tax/Yr: \$5,821.40, 2018	Spcl Asmt Balance:	Tax Deferral: N BAC: % 2.5
Terms: CASH, CONV, FHA	Short Sale: N \$ Pre-Approv:	3rd Party: N Total Comm Differs: N
Escrow Pref: Lawyers Title - Eden Toothman		Bank Owned/REO: N

TRIPLEX – 8203 N. Fessenden St, Portland

MLS#: 19227719

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19 20 »

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Presented by: Jorge O'Farrill
Keller Williams Sunset Corridor
Phone: [503-707-2129](tel:503-707-2129) **E-mail:** jorgelofarrill@kw.com
MULTIFAMILY **Status:** ACT **6/3/2019** **3:47:21 PM**
ML#: 19227719 **H** **Area:** 141 **List Price:** \$550,000
Address: 8203 N FESSENDEN ST **M**
City: [Portland](#) **Zip Code:** 97203
Zoning: CN2 **List Type:** ER **LR:** N
County: [Multnomah](#) **Tax ID:** [R228979](#)
Elem: **Middle:**
High: **CC&Rs:**
Legal: OAK PARK ADD 2, BLOCK 12, LOT 13 EXC PT IN ST
Nbhood:
Internet/Address/No Blog/No AVM: Y/Y/I **Offer/Nego:** CALL-SA
Open house: N
Disclosure: [Property disclosures](#)

GENERAL AND BUILDING INFORMATION

Seller Disc: DSCLOSUR	Lot Size: 3K-4,999SF	Waterfront:
Lot Desc:	View:	Body Water:
Year Built: 1970 / EXISTNG	#Stories: 2	#Units: 3
Parking: 3 /	Roof: COMP	Approx Bldg SQFT: 2430
Bsmt/Fnd:	Exterior: FIBRCM, LAP	Security/Entry:
Common Amenities:		Storage:

DESCRIPTION OF UNITS

# Units	# Bedrms	Baths	Mo. Rent	SQFT/Unit	Features
3	2	1.1	\$1,043	810	RANGE, REFRIG, W/D-HUP
Occupancy Types:				Utilities Incl:	GARBAGE, SEWER, WATER

REMARKS

XSt/Dir: X - N Charleston Avenue
Private: Middle unit vacant (RMLS lockbox) and available for showings. DO NOT DISTURB OTHER TENANTS.
Public: Nicely updated TRI-PLEX in St. John's neighborhood. Townhouse style 2BR/1BA units. New windows and siding. Fresh exterior paint. Off-street parking. Solid rental history.

UTILITIES

Heat: BASEBRD	Water: PUBLICWTR	Cool:
Fuel: ELECT	Sewer: PUBLICSWR	H/Wtr: ELECT

INCOME / EXPENSES & FINANCIAL INFORMATION

Actual Gross Income: \$37,548	Actual Net Income: \$29,224	Actual Oper. Expenses: \$8,324
Proj. Gross Income:	Proj. Net Income:	Proj. Oper. Expenses:
Cap Rate: 5.31	Gross Rent Multiplier: 14.65	Investor Info: ACC-OWN, RNT-REC
Property Tax/Yr: \$5,591.64, 2018	Spcl Asmt Balance:	Tax Deferral: N BAC: %2.5
Terms: CASH, CONV, FHA	Short Sale: N \$ Pre-Approv:	3rd Party: N Total Comm Differs: N
Escrow Pref: Lawyers Title - Vicki Gillespie		Bank Owned/REO: N

BROKER / AGENT DATA

TRIPLEX - 548 SE 6th Ave, Hillsboro

MLS#: 19224248

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Presented by: Jorge O'Farrill Agent Full
Keller Williams Sunset Corridor
Phone: 503-707-2129 E-mail: jorgelofarrill@kw.com
MULTIFAMILY Status: ACT 6/3/2019 4:33:53 PM
ML#: 19224248 Area: 152 List Price: \$399,000
Address: 548 SE 6TH AVE
City: Hillsboro Zip Code: 97123
Zoning: SCR-MD List Type: ER LR: N
County: Washington Tax ID: R0324955
Elem: Eastwood Middle:
High: Glencoe CC&Rs: N
Legal: MICHAEL MOORE DLC #41 T1S R2W PT OF, ACRES .48
Nbhood:
Internet/Address/No Blog/No AVM: Y/Y/N/N Offer/Nego: CALL-SA
Open house: N
[VTour #1](#)

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(Click the image to use the photo viewer)

GENERAL AND BUILDING INFORMATION

Seller Disc: DSCLOSUR	Lot Size: 0-2,999SF	Waterfront:
Lot Desc: LEVEL, TREES	View: SEASONL, TREEWOOD	Body Water:
Year Built: 1920 / FIXER	#Stories: 2	#Units: 3
Parking: / OPEN	Roof:	Approx Bldg SQFT: 2811
Bsmnt/Fnd: SLAB	Exterior: WOODSID	Security/Entry:
Common Amenities:		Storage: ATTACHD, ATTIC

DESCRIPTION OF UNITS

# Units	# Bedrms	Baths	Mo. Rent	SQFT/Unit	Features
1	2	1	\$650		DISHWAS, DISPOS, REFRIG
2	1	1	\$0		DISHWAS, DISPOS, REFRIG
3	1	1	\$0		DISHWAS, DISPOS, REFRIG

Occupancy Types: Utilities Incl: GARBAGE, SEWER

REMARKS

XSt/Dir: R on SE 10th Ave from TV Highway, R on SE Walnut St, L on SE 8th Ave
Private: Call or text co-listing agent for showings. 24 hour notice required. send all offers to Becca Mitchell.
Public: Development potential or an investment property in the heart of Hillsboro! Possibility for a large multifamily development opportunity including room for 23 units with the tear down of existing property or keep existing multiplex and build 6-7 more units in back portion of property. Property is currently zoned SCR-MD and sits on .48 acre. Property is as is. Existing tenant on a month to month. Buyer to do due diligence.

UTILITIES

Heat: WALLFURN	Water: PUBLICWTR	Cool: NONE
Fuel: GAS	Sewer: PUBLICSWR	H/Wtr: GAS

INCOME / EXPENSES & FINANCIAL INFORMATION

Actual Gross Income: \$650	Actual Net Income: \$400	Actual Oper. Expenses: \$250
Proj. Gross Income:	Proj. Net Income:	Proj. Oper. Expenses:
Cap Rate: 0.09	Gross Rent Multiplier: 613.85	Investor Info: LEASES, RNT-REC
Property Tax/Yr: \$2,126.00, 2017	Spcl Asmt Balance:	Tax Deferral: N BAC: % 2.5
Terms: CASH, CONV, REHAB	Short Sale: N \$ Pre-Approv:	3rd Party: N Total Comm Differs: N
Escrow Pref: Fidelity - Carrie Redifer		Bank Owned/REO: N

FOURPLEX – 6134 SE 128th Ave, Portland

ML#: 19303279

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Presented by: Jorge O'Farrill
Keller Williams Sunset Corridor
Phone: [503-707-2129](tel:503-707-2129) E-mail: jorgeofarrill@kw.com
MULTIFAMILY Status: ACT 6/3/2019 4:38:52 PM
ML#: 19303279 Area: 143 List Price: \$565,000
Address: 6134 SE 128TH AVE
City: [Portland](#) Zip Code: 97236
Zoning: R2 List Type: EA LR: N
County: [Multnomah](#) Tax ID: [R201384](#)
Elem: [Gilbert Park](#) Middle: [Alice Ott](#)
High: [David Douglas](#) CC&Rs: N
Legal: LAMARGENT PK NO 2, LOT 7 TL 1300
Nbhood: PLEASANT VALLEY/POWELLHURST-GI
Internet/Address/No Blog/No AVM: Y/Y/Y/Y Offer/Nego: SA-ONLY
Open house: N
Document: [APOD](#)

[1](#) [2](#) [3](#)

(Click the image to use the photo viewer)

GENERAL AND BUILDING INFORMATION

Seller Disc: DSCLOSUR Lot Size: 7K-9,999SF Waterfront:
Lot Desc: LEVEL View: CITY Body Water:
Year Built: 1949 / EXISTNG #Stories: 2 #Units: 4
Parking: 6 / ASSIGND, PAVED Roof: SHINGLE Approx Bldg SQFT: 3694
Bsmt/Fnd: CRAWLSP Exterior: FIBRCEM Security/Entry:
Common Amenities: Storage:

DESCRIPTION OF UNITS

# Units	# Bedrms	Baths	Mo. Rent	SQFT/Unit	Features
1	2	1.1	\$965	1070	
1	2	1.1	\$1,000	1070	
1	2	1.1	\$1,000	1070	
1	1	1	\$797	670	

Occupancy Types: MO-T-MO Utilities Incl: GARBAGE, SEWER, WATER

REMARKS

XSt/Dir: East on SE Foster. North on SE 128th.
Private: Please do not disturb tenants. Write all offers subject to interior inspection. See attached APOD for financial information.
Public: Unique 4-plex in convenient SE Neighborhood. Single family home with later "new" build town-house-style triplex on single tax lot. Great opportunity for investors or owner occupier. Please do not disturb tenants. Write all offers subject to interior inspection.

UTILITIES

Heat: FOR-AIR Water: PUBLICWTR Cool: NONE
Fuel: ELECT Sewer: PUBLICSWR H/Wtr: ELECT

INCOME / EXPENSES & FINANCIAL INFORMATION

Actual Gross Income: \$45,144	Actual Net Income: \$28,350	Actual Oper. Expenses: \$14,536
Proj. Gross Income: \$53,340	Proj. Net Income: \$36,332	Proj. Oper. Expenses: \$14,341
Cap Rate: 4.93	Gross Rent Multiplier: 12.52	Investor Info: ACC-OWN, APOD
Property Tax/Yr: \$5,042.85, 2017	Spcl Asmt Balance:	Tax Deferral: N BAC: % 2.5
Terms: CASH, CONV	Short Sale: N	\$ Pre-Approv: N 3rd Party: N Total Comm Differs: N
Escrow Pref: Leah Burton - WFG		Bank Owned/REO: N

Alternative to Investing in Real Estate

The Following page shows several examples of income and expense data for the properties shown above with the net operating income and capitalization rate for each property. You can calculate the cash on cash return for each property based on financing scenario with 20-25% down or using all cash. As mentioned before, with leverage (financing), you will have less cash flow as you pay the debt service. However, your cash return rate will be higher. Keep in mind the tax benefits of deducting mortgage interest.

However, if you like the idea of investing in Real Estate and would rather invest passively there is an alternative as a private lender. As a private lender you would use your capital to finance investments for other real estate investors, and would profit from the interest paid on the loan. As a private lender, you are not affiliated with a bank or other financial institution, and instead interact directly with the borrower.

If this approach appeals more to you and you want more information please call or email as soon as possible.

Sincerely,

Jorge O'Farrill

Income / Expense Breakdown by Property

	15541 E. Burnside St	3940 NE 149th Ave	8203 N. Fessenden St	548 SE 6th Ave *	6134 SE 128th Ave
PURCHASE PRICE	\$ 353,000	\$ 600,000	\$ 550,000	\$ 430,000	\$ 340,000
Income	Monthly	Monthly	Monthly	Monthly	Monthly
	Annual	Annual	Annual	Annual	Annual
	Unit 1 \$ 1,100 \$ 13,200	\$ 1,250 \$ 15,000	\$ 1,150 \$ 13,800	\$ 1,100 \$ 13,200	\$ 1,200 \$ 14,400
	Unit 2 \$ 1,100 \$ 13,200	\$ 1,250 \$ 15,000	\$ 1,150 \$ 13,800	\$ 1,100 \$ 13,200	\$ 1,200 \$ 14,400
	Unit 3 \$ -	\$ 1,250 \$ 15,000	\$ 1,150 \$ 13,800	\$ 1,100 \$ 13,200	\$ 1,200 \$ 14,400
Unit 4	\$ -	\$ -	\$ -	\$ -	\$ 850 \$ 10,200
TOTAL INCOME	\$ 2,200 \$ 26,400	\$ 3,750 \$ 45,000	\$ 3,450 \$ 41,400	\$ 3,300 \$ 39,600	\$ 4,450 \$ 53,400
Property Management (10%)	\$ 2,640	\$ 4,500	\$ 4,140	\$ 3,960	\$ 5,340
Vacancy (5%)	\$ 1,320	\$ 2,250	\$ 2,070	\$ 1,980	\$ 2,670
Maintenance & Repairs (5%)	\$ 1,320	\$ 2,250	\$ 2,070	\$ 1,980	\$ 2,670
Taxes	\$ 3,737	\$ 5,821	\$ 5,592	\$ 2,126	\$ 5,043
Insurance	\$ 750	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,250
Utilities	\$ 3,600	\$ 5,400	\$ 5,400	\$ 5,400	\$ 7,200
Misc / HoA	\$ -	\$ -	\$ -	\$ -	\$ -
OPERATING EXPENSES	\$ 13,367	\$ 21,221	\$ 20,272	\$ 16,446	\$ 24,173
NET OPERATING INCOME	\$ 13,033	\$ 23,779	\$ 21,128	\$ 23,154	\$ 29,227
CAP Rate	3.7%	4.0%	3.8%	5.4%	8.6%

* Includes \$10k/unit updates

Portland Metro Real Estate Market

Portland has been and remains a safe haven for Real Estate investors and homeowners alike and continues to be ranked in the top cities to invest in many articles and blogs. You've seen them. Portland is the 26th largest city in the country and the 2nd largest in the Pacific Northwest after Seattle. Even though competition has been and is still fierce; it is still one of the best places to invest in real estate. Forbes named it one of the best markets for real estate in 2019.

The reason for the competition and strong sellers market is intuitive; there is more demand than there is supply. So when competing with other buyers or investors for properties that are on the market, the price will be driven up. That's why it's important to work with an expert who has access to not only properties on the market, and also has access to properties off market through our marketing efforts as well as investor network. By working with me through the Trillium Real Estate Group, you will have a solid platform for you to use and invest successfully in real estate.

If you are like most other doctors, and some of our other clients, and are fed up with the stock market and financial advisors telling you to just be patient and you previously considered investing in Real Estate too time consuming then please call or email me and the Trillium Real Estate Group to find out how you can finally begin putting your hard earned money to good use. We not only invest in Real Estate, we invest in people just like you. It's easier than you may have thought. We look forward to helping you. Please take the 1st step and call today. There are no obligations.

Sincerely,

Jorge O'Farrill

Trillium Real Estate Group, LLC

Helping the World Build Wealth and Income through Real Estate

Jorge O'Farrill, CEO | Realtor®

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