

**THE T&H REAL
ESTATE
INVESTING
EXPERIENCE**

T&H REALTY SERVICES



Do I *Really* Need to Read This?

We speak with numerous Investors on a weekly basis here at T&H Realty and have found that there are some core questions that we hear time and time again.

The likelihood of you having the same questions is fairly high, so we've put together an easy-to-read guide that will provide you more insight into investing in Indianapolis and working with us to purchase properties.

The goal of this eBook is to equip you with some initial knowledge to:

- Ensure we are a good fit for your investment goals.
- Help set proper expectations of the Indianapolis market.
- Set the stage to make future correspondence more meaningful and efficient.

On average, it takes about 8-10 minutes to read through the entire document, and we promise it will be worth it in the end!

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About Our Brokerage Team

Our brokerage team is made up of 3 knowledgeable Agents who have over 25 years of combined experience in the Indianapolis market.



From left to right we have Rosie Berzenye who serves as our Transactions Coordinator. Her job is to ensure you have a smooth process all the way to closing.

Next, we have Delanie Schembra who is our Head Agent and oversees the entire brokerage operation and ensures all of our Clients' needs are being met.

Third, we have Devon Hicks whose primary role is to help our Investor Clients purchase rental properties and will be your main point of contact during this process.

About Our Brokerage Team

Our team is heavily experienced and focused on helping Investor clients build their portfolios.

Roughly estimating, around 95% of our clients are Investors and about the same percentage are either out of state or out of the country.

With strong insight into both the sales and rental markets, we can provide you with the information and analysis needed to make the best buying decisions to meet your REI goals.



Is T&H a Good Fit for You?

Just as you have a certain criteria for homes you purchase, T&H has certain criteria for homes we manage.

Our expertise lies in A/B class single family and multi family (up to 16 units) properties that can command at least \$1,000 in monthly rent. For multi-family, that is per unit.

However, we certainly have exceptions to this rule, and, depending on the location and condition of the property, we may consider taking over management as long as it will rent for at least \$750.

This typically equates to purchase prices of \$80,000 and up for single family, and \$200,000 and up for multi-family. A huge perk to using our brokerage services is the one-stop-shop aspect, so we want to ensure you can get that added benefit with the properties you purchase.

Our agents will advise you on each and every property and will be able to let you know whether or not it's something we can manage before you submit an offer.

With that being said, we understand that first and foremost, an investment needs to work for you. So, if a deal comes along that checks all of your boxes, but is not something we would be able to manage, we are still more than happy to represent you in the purchase and help you find another suitable Property Management company to take over after closing.

Is Indianapolis a Good Fit for You?

As you probably know, Indianapolis is a solid place to invest. You've probably already read all about it.

Just in case, here's a link to resource you might find interesting...

State of the market: 2020

Most of those conversations we have with Investors go something like this:

"Hi, I'm Joe Investor and I'm looking to purchase properties in Indianapolis. I've heard it's a great area to invest, and real estate is much more affordable than where I live. I'm looking for cash flowing properties in good areas that meet or exceed the 1% rule."

Then, we typically have to be the one to burst their bubble a bit. Now don't get us wrong, Indianapolis certainly is a great place to invest. Our economy is thriving and there doesn't seem to be an end in sight. However, with a thriving, growing economy comes a more popular and competitive real estate market.

When you decide to invest in real estate, you have to have the proper expectations, and we're finding that many investors just don't, and that creates a very frustrating experience all around.

Is Indianapolis a Good Fit for You?

So, as an Indianapolis Investor, here's what you can expect in 2020:

- **Rising Home Prices**
- **Short Decision Periods**
- **Multiple Offer Situations**
- **Less Cash Flow and Lower, Short Term Returns**

If you're solely looking for properties that meet or exceed the 1% rule or want a 10%+ cap rate, you're going to be hard pressed to find it in this market.

Generally, Investors seem to be finding cash flow to be around \$150 or less per month and cap rates in the 4%-6% range on most deals that come through.

In short, A/B class properties will have lower short term returns, but offer less risk and greater long-term appreciation. C class properties tend to work better numbers wise, but also come with higher risk and less long-term value.

We don't raise these points to discourage you in any way, but to hopefully help you have a deeper understanding of our market. While it is tough out there for buyers, we're still closing deals every month and are committed to helping you find properties that meet your goals.

[Read more about the current market!](#)



Where to Invest

This is without a doubt the #1, most frequently asked question we receive on almost a daily basis.

And, as with most other real estate related questions, the answer is, it depends.

We have some core areas that we like to recommend to all investors, but, depending on your goals and strategies, some areas will offer better options than others.

In general, below are parts of Central Indiana that we have had recent success in:

- Pike Township
- Greenwood
- Franklin Township
- Beech Grove

For a more in depth look at these areas and many more, click below!

[Where to Invest in Indianapolis](#)



Getting Started

MLS Search

To get the ball rolling in the home buying process, we will set you up on an MLS search. This will provide you the most accurate and up to date information on potential properties that are available.

It's also a good way for you to start to get a feel for what the market is like. As listings pop up that we think you may be interested in, we will send them to you separately with some quick analysis on the location, estimated rent rates, taxes, etc., to help you determine if it's something you want to pursue.

Vice versa, please feel free to send any our way that catch your attention.

A note about Indianapolis Property Taxes:

We have what's called the 1-2-3 Tax Cap Rule here in Indiana. This means:

- Owner Occupants pay 1% of the assessed value
- Investors pay 2% of the assessed value
- Commercial property owners pay 3% of the assessed value

When looking at most properties, they will likely be showing taxes at the 1% rate, so it's important that you factor in the correct amount when you're running numbers.

[Click here to read more about our property taxes!](#)

Getting Started

Off-Market Deals

On top of MLS deals, we also have several off-market channels that we monitor. If we feel that any would be a good fit, we will send them your way as well.

Note: Many off-market deals are cash only and do not include an inspection process, so you will have to weigh those risks and options accordingly.

Internal Deals

Another potential avenue to get deals is via our current clients. Every so often one of our Owners will want to off-load a property, oftentimes already occupied, which makes it a fantastic opportunity for an Investor.

We will notify you of these deals as they come up.

We do not require our Buyer Clients to sign any sort of contracts or pay any fees to work with us during the purchase process.

You will have typical closing costs and inspection fees which may vary.

The Purchase Process

1) Viewing Properties

Once we come across a property that you are interested in and want to pursue further, we will schedule a showing as quickly as possible.

During the tour, we can take additional photos or video for you and provide a very cursory overview of any updates or repairs we feel the property may need to be rent ready.

2) Writing an Offer

If a property checks all of your boxes and you give us the green light, we'll move forward with an offer.

Once the offer is discussed and written up, we'll send it to you for electronic signature using a software called ZipForms. Once signed, we will send the offer and any other supporting or relevant documentation needed to the listing agent.

In this market, it's crucial to get documents signed and submitted as quickly as possible.

The Purchase Process

3) Inspection

Once we get an accepted offer on a property, an inspection must be ordered right away. Common inspection periods are typically between 10 and 14 days.

Shortening the inspection period is a tactic we may use in some instances to make an offer more competitive. We have several companies that we use regularly and will provide those recommendations to you when the time comes.

You are also welcome to use any companies you find on your own.

Average Home Inspection Costs start around \$300 for the base inspection, and then go up from there depending on what additional evaluations you would like.

Radon and Termite inspections are the most common add ons with Radon tests usually being around \$100 and Termite inspections around \$50.

Both are fairly common in Indianapolis, so we almost always recommend having both inspections done. We will advise you based on the specific property though.

All in all, plan for between \$300-\$500 for most inspections.

The Purchase Process

4) Closing

Once all inspection negotiations and other elements of the purchase process are taken care of and we have the clear to close, we'll work on scheduling.

If you're not local, closings can be done remotely, and, depending on the circumstance, the title company will either send you the documents for signature, or they will send a mobile notary to meet with you to sign the necessary papers.



Transition to Property Management

As mentioned previously, one of the biggest benefits to using our brokerage services, is the seamless transition to Property Management.

By the time you officially close on a property, our PM team will be ready to hit the ground running for you.

The next steps of this process will depend on whether your new property is vacant or occupied, but rest assured, every detail will be taken care of from pre-marketing to any make-ready work that may need to be completed.

Our dedicated team will keep you informed at every turn.



What's Next?

Thank you for taking the time to read this eBook!

We know it's a lot of information to absorb, but we hope that it has done its job of helping you determine whether or not we're a good fit for your real estate investing goals.

- If, after reading this, you feel your needs would be better met elsewhere, then we'll part ways here and you do not need to do anything further. Although we may not have been the right partner for you, we hope you will continue to take advantage of the vast resources available on our website.
- If, however, you would like to move forward and work with us to acquire properties here in Indianapolis, then please respond to the "Let's Get Acquainted" email with the answers to our questions.

Once we receive your response, we can further discuss next steps and get the ball rolling.

Happy Investing!