

THE

Diversified

INVESTOR

A Publication of Diversified Real Estate Investor Group

October 2018



PSRST-STD
U.S. POSTAGE
PAID
Phila, PA
Permit No. 5634

14th ANNUAL
DIG TRADE SHOW
& EDUCATIONAL EXPO
November 1, 2018
3-8 PM

IN THIS ISSUE:

- THIS MONTH'S MEETING: J SCOTT – WHAT'S WORKING IN TODAY'S MARKET & PREPARING FOR THE NEXT
- HOMES SELLING FOR ABOVE LIST PRICE KEEPS DROPPING – IS THIS THE NEW TREND? PG. 10
- RE SCAM DUPES 100,000+ OUT OF \$25 MILLION! PG. 16



HMB

HARDMONEYBANKERS.COM

Private Real Estate Lending

- Equity Based Private Lending
- 100% Acquisition & Construction Financing
- Loans up to 65% of the After Repaired Value
- Fast Closings & 24 Hour Approvals
- Lending on investment residential and commercial properties

 **215.839.3271**

ian@hardmoneybankers.com

www.hardmoneybankers.com

In This Issue >>



7 | BIO – J SCOTT



9 | Dear
Dr. DIG



16 | Mr.
Landlord



25 | Finance

7 | Now Is A Good Time To Sell,
More Consumers Report

10 | Redfin: Number of Homes
Selling Above List Price Drops

11 | Upcoming Events

13 | DIG Subgroups

Former Bassist For The Ataris
16 | Admits To Masterminding Multi-
Million-Dollar Real Estate Scam

17 | Steals and Deals

20 | Here's The Skinny On
Opportunity Zones

21 | Change Your Destiny By
Changing Your Thoughts

The Green Bay Packers
26 | Want All The Millennials To
Live Next Door

Meet The Team >>

Association Directors

President	Frank Nestore
Vice-President	Jon Owens
Treasurer	Raymond Lemire
Secretary	Marc Sherby
Executive Director	Stephanie Pappas
Office Administrator	Elaine Kochanski

DIG Office Hours
Mon - Friday 9am - Noon
1250 Bethlehem Pike, Ste. #391
Hatfield, PA 19440
Phone: 215-712-2525
Email: info@digononline.org

Visit us at:
www.digononline.org
www.diganswerline.org

Diversified Real Estate Investor Group is the leading regional association for Real Estate Investors in the Metropolitan Philadelphia/Delaware Valley Area. DIG is a National REIA Chapter whose area includes the PA counties of Berks, Bucks, Chester, Delaware, Lehigh, Montgomery, Philadelphia and surrounding counties in South Jersey and Delaware.

We have been serving this area since 1978.

Committee Members

Advertising/Marketplace	Elaine Kochanski
Vendors/Benefits	Marc Sherby
Education/Programs	Don Beck
Facilities/AV/CD Sales	Jon Owens
Membership	Stephanie Pappas
Technology	Scott Redilla
PROA Representative	Michael Mumma
Speakers	Raymond Lemire
	Kathy Gilmore
Subgroup Coordinator	Marian Maier
Volunteer Coordinator	Marian Maier



DIG Disclaimer:

Diversified Investor Group recognizes that many opportunities are presented to its members and guests. As an individual, it is your responsibility to investigate, and verify, the validity of these opportunities, and consult with a professional, such as your Attorney or Accountant, before investing, as it is possible to lose money investing in real estate. DIG neither sponsors nor recommends any offering made to or by its membership or vendors. Diversified Investor Group is not responsible or liable for the performance or offering or the accuracy of any information presented.

Monthly Meeting >>

What Happens at a DIG Meeting?

General Meeting: 6:00 – 9:00 PM

Genius Bar: 6:00 PM

Come to the meeting and step up to the Genius Bar to get your questions answered on the spot. Hosted by two DIG members that can answer your questions or direct you to the person or place for the answers.

Orientation: 6:00 PM

Are you new to DIG and the real estate investing world? Are you looking for some direction on what you need to do to get started? Do you want to learn all about what DIG has to offer and get your investing career on the right track? This is the place for you! Orientation will start at 6:00 pm, and at 20 minute intervals until 7pm. At your orientation, you will receive a brief overview of DIG and all it has to offer, and an opportunity to ask questions from some of DIG's Investors!

Round Groups: 6:00 – 7:00 PM

Real Estate Law, Getting Started, and various other topics, such as Landlording, Foreclosures, Rehabs, Shore Rentals, Note Buying, and many other real estate topics in a Q & A format moderated by a DIG member expert.

This month's Round Groups:

- Real Estate Law
- Just Do It / Getting Started
- Investing for Cash Flow

Open Forum: 7:00 – 7:30 PM

Steals and Deals: 7:00 – 7:30 PM

This is YOUR opportunity as a DIG member to share your deal in front of the room. Fill in the form with the information and it will be announced in front of the group and posted at the meeting for all to copy the information as well as to have it posted to the website after the meeting. Visit the website under STEALS AND DEALS to download the form and submit to executivedirector@digonline.org or fill in the form at the meeting to have your deal presented. **Only DIG members may submit forms.**

Guest Speaker/Panel Discussion: 7:30 – 9 PM

J. Scott presenting What's Working in Today's Market; Preparing for the Next Market



Date

*Thursday
October 25, 2018*



Place

*North Hills
Country Club
99 Station Avenue
Glenside, PA 19038*



Time

*6pm Discussion Groups
7pm Open Session
7:30 - 9pm Speaker*

Still Floundering Trying to Catch a Profitable Deal?

The **4-4-2 Rehab Coaching Program** will show you step-by-step how to buy, rent, sell or wholesale a profitable deal in just a few short weeks at an incredibly affordable price.

What Is the 4-4-2 Rehab Coaching Program?

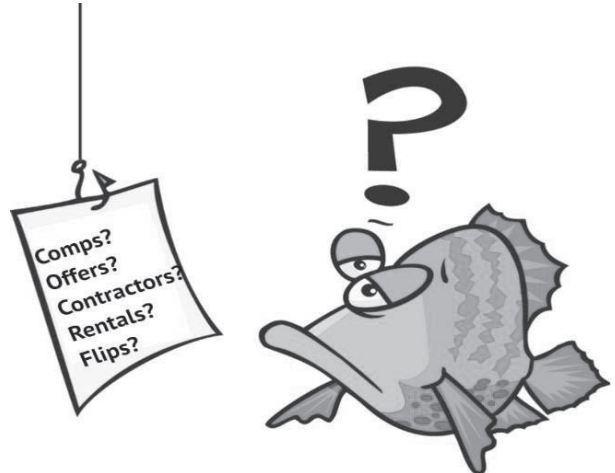
- ❖ 4 one-on-one coaching sessions
- ❖ 4 weeks to find your deal
- ❖ 2 coaches to guide you through your rehab

No other Coaching Program

- ❖ Goes on-site with you to estimate repairs & close the deal.
- ❖ Works side-by-side with you throughout your rehab.
- ❖ Shares their list of local resources, vendors and forms

No other Coach

- ❖ Has **15 yrs. experience** as a marketer, rehabber, designer, realtor & "Certified Business Coach"



Time & Money-Saving Investor Services

Funding & Partnering

- ❖ *Found a great deal but don't have the money or experience to take it on alone? Kathy will work with you as your financial partner and coach*



Let Kathy Design & Sell Your Next Rehab!

- ❖ *Professionally Design the property space and layout*
- ❖ *Select finishing materials and color schemes*
- ❖ *Decorating and staging for your finished rehab*
- ❖ *Complete Realtor listing services to sell your beautiful rehab!*



HOLY CARP!!

**Before you REEL in your next DEAL...
...Contact Kathy!**

www.RealLifeCoachingSite.com

Phone: 267-449-0147

Email: yourphillycoach@yahoo.com

Guest Speaker >>

BIO – J SCOTT

J Scott (he goes by "J") is a full-time entrepreneur and investor, living in the suburbs of Washington, DC. J is an engineer and business guy by education, and spent much of his early career in Silicon Valley (California), where he held management positions at several Fortune 500 companies, including Microsoft and eBay.

In 2008, J and his wife Carol decided to leave the 80-hour work weeks and the constant business travel behind. They quit their corporate jobs, moved back East, got married, started a family and decided to try something new. That something new ended up being real estate – in the past nine years, they have bought, built, rehabbed, sold, lent-on and held over \$40M in property.

J runs the popular website 123Flip.com, and is the author of three books on real estate investing, including the best-selling, *The Book on Flipping Houses*. His books have sold over 100,000 copies in the past five years and have helped investors from around the world get their start with real estate.

J can be reached at j@123flip.com.



The Market >>

Now Is A Good Time To Sell, More Consumers Report

Kelly Leighton, October 2, 2018

More than three-quarters of people reported they think now is a good time to sell a home.

According to NAR's 2018 Q3 Homeownership Opportunities and Market Experience Survey, this is the highest percentage since the survey's inception in 2015. However, the percentage of consumers that think now is a good time to buy has dropped to a survey low, at only 63 percent.

Over the past year, 70 percent of people reported that they believe home prices have risen within their areas, an increase of 2 percent from the second quarter. A quarter believe prices in their communities have remained the same, and 5 percent believe they have seen a decrease. Fifty-three percent think home prices will rise over the next six months, while 41 percent believe they will remain the same. As for availability, 56 percent said the number of homes for sale in their neighborhood over the past six months has remained the same, while 23 percent said more homes are now available and 15 percent said less homes are now on the market.

When looking for a home, proximity to friends and family was the most important feature, according to respondents, followed closely by proximity to jobs and proximity to schools of choice. Seventy percent said that highly-rated schools are important in their home search.

And those who do not yet have a home, more than half, 59 percent, believe it would be very or somewhat difficult to obtain a mortgage in



their current financial situation.

However, Americans are feeling more optimistic on the economy than they were last quarter. Sixty percent reported the economy is improving, up 2 percent from the second quarter.



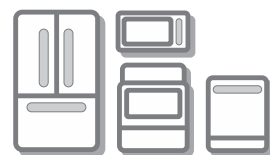
ALWAYS **SAVE 25% BIGGER** At BigCentric On Identical Appliance Sets

4 Piece Stainless Steel Kitchen Appliance Set

	BIG CENTRIC BIGCENTRIC.COM	OTHER Guys Warehouse	OTHER GUYS
	\$1856	\$2696	\$2700
	\$2008	\$2566	\$2540

Just Compare - The Numbers Speak For Themselves!

- ☒ Free local delivery to the greater Philly area
- ☒ Free standard haul away of old appliances
- ☒ Free standard parts with every order
- ☒ Free 30 day storage
- ☒ Save an additional 6-8% with no sales tax



APPLIANCE & MATTRESS

(302) 304-1010

www.bigcentric.com

151 Edgemoor Rd, Wilmington, DE
M-F 10 - 7, Sat 10 - 5, Sun Appt. Only

Comparison based on public advertised prices for the same products on the same date at the time of research and includes rebates. Information is representative only. Limitations apply to delivery and parts offers. Contact us for details.



An Investigative Screening Company

FREE, MOBILE FRIENDLY TENANT SCREENING AND LEASE MANAGEMENT TOOLS

Rent Perfect Provides 4 simple yet powerful tools, backed by Private Investigators, to make screening and managing your ideal tenants easier than ever!

With Rent Perfect, screening and managing tenants couldn't be easier. When a potential renter says "I'll take it" to one of your properties, you simply collect their email address. We'll send them an online application, which they can complete immediately via any computer, tablet, or smart phone. Applicants pay the \$35 fee directly to us, and you get instant access to your applicant's report, including:

- Criminal Record
- Past Evictions
- Credit History
- Government Watchlist
- Sex Offender Registries

In addition to this immediate report, our team of live investigators will check real-time data in jurisdictions that don't show up on instant reports, so you can be sure the profile you're getting is accurate and up-to-date.

Once you have found the right renter, just forward them a copy of our state-specific lease, which they can sign electronically. Then, let Rent Perfect help you get insurance and collect rent quickly and affordably over the Internet...

1

ELECTRONIC INVITATION

INVITE

SCREEN

LEASE

COLLECT

Get your applicant's email address and we'll handle the rest of the process. They can fill out an online form in minutes!

2

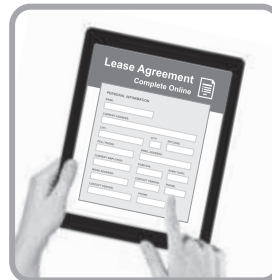
BACKGROUND SCREENING



Make informed decisions when approving tenants with our mobile-friendly screening tools. Know who you're really renting to before they move in.

3

LEASE AGREEMENT



Use our automated system to generate state-specific lease agreements online. With seamless tenant communications and automatic notifications, it doesn't get any easier!

4

COLLECT PAYMENT



Give your tenants the convenience of online payment options. Collect security deposits, issue refunds, and schedule rent reminder/auto-pay agreements online.



1-877-922-2547 • www.RENTPERFECT.com

**GO DIRECTLY TO THE REIA
REGISTRATION PAGE BY
SCANNING THIS QR CODE:**

If you do not have a QR Code Scanner on your phone, text the word REIA to 31-31-31 or contact your local REIA for the link.



Dear Dr. DIG: >>



Q. Before putting my house on the market many friends told me to interview at least three agents before deciding which one to use. I took their recommendation and interviewed five. One agent stood above the rest. He showed me that he sells an average of three houses a month. The problem is he will only take a six month listing. I am moving out of the area in three months so asked him to price it slightly below market value for a quick sale. I has now been 60 days since the listing started and there has not been a single offer and is rarely shown to prospective buyers. Another agent told us he plays the numbers game and many of his listings expire unsold. What can we do to get our house sold?

A. Even though you did your research with interviewing many agents and found one you thought was the best, you did not take seriously the ramifications of a six month listing. The drawback with the six month listing is that the agents tend not to start working hard on selling the property until shortly before the listing expires. It would have been interesting to find out of the three that sold per month how many of them sold in the first half of the listing contract? A 90 day listing would have forced this agent to work harder, smarter and faster to get your house sold before the listing expired. If you felt he was doing a good job by placing ads in the paper and showing it a few times each week you would probably have renewed with him anyway. My recommendation would be to talk to the manager or broker of the firm this agent works for to discuss what steps they would suggest to get your house sold as fast as possible.

Dear Dr. DIG,

Q. My wife and I are considering selling our house and have been interviewing Realtors for the listing contract. All of them want us to sign a contract that says if they find a buyer or I find the buyer, they are entitled to the full commission. I know a few people who might be interested in buying the house so don't want to pay a commission if I find the buyer. Is their a listing contract that would cover this type of situation.

A. Yes there is. The first option you mentioned is called an Exclusive Right To Sell

Dear Dr. DIG,

Q. We are buying our first home. The mortgage lender requires a title insurance policy. We were

asked if we also want an owner's title policy. It seems to me we don't need it, since the lender is getting such a policy. Do we need one too?

A. Yes you do. The lender's title insurance policy does not protect you. In the event of a title loss, the lender would be paid, but you receive nothing from the lender's title policy. You need an owner's title insurance policy to protect your equity. For example, suppose you buy a \$100,000 home with \$10,000 down payment and a \$90,000 mortgage. If an unexpected title loss occurs, such as a forged signature in the chain of title, the lender's \$90,000 loan will be paid off, but your \$10,000 equity will be wiped out unless you have owner's title insurance policy. This title coverage lasts as long as you own the property.

Dear Dr. DIG,

Q. A mortgage broker friend approached me about purchasing a \$15,000 second mortgage on an investment property. Shortly after I purchased this loan the tenant moved out. The owner decided this was a good time to try and sell so left the unit vacant. It fell into disrepair and a fire was started by neighborhood kids. His asking price was way too high so received no offers. Since there was no income he stopped making payments on both the first and my second mortgage so I started foreclosure. I am worried that there will be no bidders at the sale and I will be forced to own the property myself to protect my investment. I will also be forced to pay all back payments owed the first mortgagee. What can I do to avoid taking title while keeping the first mortgage company from foreclosing and wiping out my \$15,000 investment.

A. Unfortunately, you violated the first two rules of buying mortgages. Never buy a mortgage on a property you would not be willing to own. If there are no bidders at the auction then the second rule was violated. Never buy a mortgage that does not have at least a 70% loan to value ration. (Many people who buy 'paper' only take 50% loan to value ratios.)

Should you receive title as the foreclosing second mortgage lender but can't make the back payments to prevent the first mortgage lender from foreclosing then you will have a \$15,000 bad debt loss deduction on your income tax return. Check to see if the defaulting borrower has any assets you may be able to get a deficiency judgment against him.



Redfin: Number of Homes Selling Above List Price Drops

Only 23% of Homes Sold For More Than Asking

Alcynna Lloyd, September 28, 2018

In the four weeks ending on September 23, homes that sold above asking price dipped below 2016 levels, according to the latest data from **Redfin**.

According to the company, 22.9% of homes sold for more than asking price, declining from 25.5% of homes the same time last year. Notably, the share of homes that sold above asking price has been steadily decreasing from June, when it was at 29%.

“With home price growth slowing to 4.7% in August, and a record-high share of sellers dropping their prices, the fact that fewer homes are selling above their asking price is another indication that competition is getting less intense than it has been in recent years,” Redfin Senior Economist Taylor Marr stated. The report indicates that the decline is most apparent in highly competitive

markets like Seattle, Denver, Portland and the Bay Area. In Seattle, the share of homes sold above list fell to 30.3% from 50.6% the same time in 2017. Remarkably, this is the lowest the share of homes has been since 2014.

Competition is tighter in affordable inland metros, including Buffalo, New York, Indianapolis and Las Vegas, according to the report.

This is largely attributed to a steep decline in inventory, resulting in the share of homes selling above list price growing significantly.

“Inventory pressures are easing in the hottest markets, which is welcome news for homebuyers who are increasingly able to submit an offer without competition and get bids accepted without offering above list price,” Marr concluded.

SHAWLAW

THE ONLY NAME YOU NEED TO KNOW FOR REAL ESTATE!

SALES AGREEMENTS
OPTION CONTRACTS
LEASE PURCHASE AGREEMENTS
PURCHASE MONEY MORTGAGE DOCS
“SUBJECT TO” DOCS
LLC/CORPORATE FORMATIONS
LL/T PROBLEMS
TITLE INSURANCE/SETTLEMENTS
DOUBLE CLOSINGS
BANKRUPTCY
COLLECTIONS

ONE STOP SHOPPING

LAW OFFICES OF BRUCE SHAW PC
215 657 2377
WWW.SHAWLAWS.COM

Upcoming Events >>



2018

October 25

**WHAT'S WORKING
IN TODAY'S MARKET;
PREPARING FOR THE
NEXT MARKET**

October 27

**DIG U CHESTER/UPPER
MONTCO REHAB TOUR**

November 1

**14TH ANNUAL
TRADE SHOW**

December 6

**ANNUAL MEMBERS-ONLY
HOLIDAY SOCIAL AND
NETWORKING**

January 31, 2019

**PANEL – ASK THE
SEASONED EXPERTS**

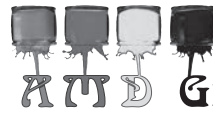
DO BUSINESS WITH YOUR FELLOW DIG MEMBERS!



Tiffany Moore
Pro Account Representative

5325 Nottingham Drive
Suite 120
Nottingham, Maryland 21236

(443) 519-8354
Fax (877) 959-8218
Tiffany_M_Moore@homedepot.com
www.homedepot.com



PARENT COMPANY OF
PRINT 'N COPY
&
GRAPHIC IMAGES

Graphics
INC.

- Offset & Raised Printing
- Full Color Printing
- Layout & Design
- Xerox Hi-Speed Copying
- Complete Mailing Services

10300 Drummond Road
Philadelphia, PA 19154
215.728.8600
Fax 215.342.8133
printncopy.com



TenantReports.com
INSTANT TENANT SCREENING SERVICES

Instant Comprehensive Tenant Screening Services 24/7 **Online**

- ✓ Credit Reports (Experian/Equifax/TransUnion)
- ✓ State & Nationwide Criminal Checks
- ✓ State & Nationwide Eviction Reports
- ✓ Income Verifications
- ✓ And More...

Lawrence A. Brennan

ph 855.244.2400

fax 855.244.2401

TenantReports.com™

Larry@TenantReports.com



Have you considered investing in Large Apartments?

www.penncapitalgroup.com

investors@penncapitalgroup.com

(267) 225-7611

LAW OFFICE OF

BONNIE G. OSTROFSKY, P.C.

1417 BETHLEHEM PIKE
FLOURTOWN, PA 19031-1904
(215) 233-5344

FAX (215) 233-1797

E-MAIL BGO@USA.NET

HTTP://BGOLAW.COM

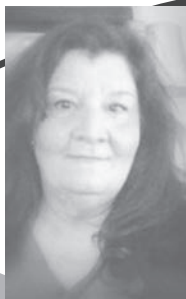
CONCENTRATING IN:

- ELDER LAW
- REAL ESTATE LAW
- BUSINESS LAW
- ESTATE PLANNING, WILLS & TRUSTS

Contractors Wanted!!!

Seasoned Philadelphia Investor

w/300+ rentals & 28 yrs exp. is looking for new "make-ready" & contracting crews. Must have experience in all aspects of construction & working with investors. Consistent & steady work! Great Opportunity! Email: OfficeAdm19335@aol.com



Good Deals Find the Money!

Evie Hirschmann

Certified Independent Private Money Broker

Evie@heritagefunding.net

267.203.8834

Hatfield Township, PA
19440

www.heritagefunding.net

The Industry's Best Tool for Investors and Landlords

SCREEN-LEASE-ONLINE PAY

REIA Members Enjoy a Lifetime
Membership for Only .95 Cents!



An Investigative Screening Company

1-877-922-2547 www.RENTPERFECT.com

SCAN CODE OR
CONTACT YOUR
CHAPTER FOR
THE DISCOUNT:



DIVERSE TECHNICAL LINES, INC.

Employee Benefit Consultants

AGENTS FOR ASSOCIATION AND
CHAMBER OF COMMERCE GROUP INSURANCE PLANS

TRADITIONAL, PPO, POS AND HMO MEDICAL PLANS
PRESCRIPTION PLANS • DENTAL PLANS
GROUP LIFE AND DISABILITY PLANS

**2 RED BARN MALL • 120 S. YORK ROAD
HATBORO, PA 19040**

(215) 674-9400 • (800) 734-9400

1-2-3 lending

Karen Fischer
Karen@123lending.net

215.794.2665 office

215.534.3480 cell

www.123lending.net

Monthly Meetings (Subgroups are for MEMBERS only)

Bucks & Montgomery County

BuxMont Breakfast Subgroup

Meets the 2nd Thursday at 8:30am in Line Lexington.
Contact Dina Yannich, rentals@yournewhomeagent.com

Rehabbers Subgroup

Meets the 3rd Wednesday at 9:00am in Montgomeryville.
Contact Don Rotanz don@buxmonthomebuyers.com

Vacation Rental Subgroup

Meets the 3rd Wednesday in odd numbered months at 6:30pm in Horsham.
Contact Susan/Larry Cerrito SMCerrito@comcast.net

Lower Bucks County Subgroup

Meets 4th Tuesday of the month at 6:30 PM in Trevoze.
RSVP Garrymiller1@yahoo.com

Central Bucks Subgroup

Meets the 1st Monday at 6:30pm in Warminster.
Contact Mardi Harrison mardi@funding4flippers.com
Closed July and August

Creative Real Estate Investors Group

Meets the 1st Wednesday at 9:00am in Dublin.
Contact Don Rotanz don@buxmonthomebuyers.com

Eastern Montco Sub Group

2nd Tuesday of the month except for July and August at 630pm in Hatboro. Robin Laufer, Hatboro443@yahoo.com

Delaware County

Delaware County Subgroup

Meets the 1st Wednesday at 6:30pm in Havertown.
Contact Daniel Harvey dmhinvest@gmail.com No July/August

Chester & Lehigh County

Chester County Subgroup

CLOSED Temporarily.
Looking for a new leader

Chester/Montgomery Subgroup

Meets the 2nd Wednesday at 7:00pm in Oaks.
Contact Steve Babiak sbabiak2183@gmail.com
No meetings July and August

Lehigh Valley Subgroup

This group is CLOSED and looking for a new leader
Interested? Email membership@digonline.org

Philadelphia

Philadelphia Subgroup

Meets the 3rd Tuesday at 7:00pm in Philadelphia.
Contact Joe Thomas jestprise@aol.com

Phil-Mont Sub Group

2nd Monday of the Month 6:30 PM to 8:30 PM in Conshohocken. Contact Austin Jones atjones42@gmail.com

Philadelphia/Lower Bucks Commercial Subgroup

Meets the 1st Tuesday at 6:30pm in Philadelphia.
Contact Joe Scorese jscorese@firsttrust.com
Closed July and August

Phila Breakfast Subgroup

Meets every Friday at 8:00 am in South Philadelphia.
Contact Joe Scorese jscorese@firsttrust.com

Philly Riverwards Subgroup with HAPCO

Meets the 3rd Wednesday of the Month at 6:30-8:30PM in Philadelphia.
Contact Joe Scorese jscorese@firsttrust.com

South Philly Rehabber's Subgroup

Meets the 4th Monday at 6:30 pm in Philadelphia.
Contact Joe Scorese jscorese@firsttrust.com

University City Subgroup

Meets the 3rd Monday at 6:30-8:30pm in Philadelphia.
Contact Pex Arellano or Joe Scorese parellano@cbpref.com
jscorese@firsttrust.com

New Jersey

We are in need of Co Leaders for some of the Philadelphia sub groups. If you would like to assist with this, please email Stephanie @executivedirector@digonline.org

Members, for more information and exact locations please contact the leader or go to digonline.org

NEW GROUPS WELCOME

Want a great way to network? Join a subgroup near you! This is a great way to meet new people and talk about issues that pertain to your area of investing. No group in your area? Why not start one! If you are interested in starting a new group send an email to subgroups@digonline.org.



DIG VENDOR SPOTLIGHT

Please patronize our DIG vendors for the best in service and pricing.



Phone (610) 873-6022

Fax (610) 873-6026

STONEHEDGE FUNDING, LLC

*The Alternative Financing Source
for Real Estate Investors*

JAMES M. BENNETT
President

P.O. Box 460, Uwchland, PA 19480-0460
www.stonehedgefunding.com



Tiffany Moore
Pro Account Representative

5325 Nottingham Drive
Suite 120
Nottingham, Maryland 21236

(443) 519-8354
Fax (877) 959-8218
Tiffany_M_Moore@homedepot.com
www.homedepot.com

**NEW VENDORS
WANTED
ADVERTISE HERE!**

**NEW VENDORS
WANTED
ADVERTISE HERE!**

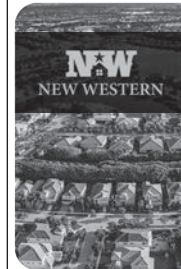
JOHN J. HEPNER

(215) 672-7150

HEPNER & ASSOCIATES
Accountants

Small Businesses &
Taxes & Real Estate

PO Box 1163
Willow Grove, PA 19090



ANTHONY GONZALES
Broker, General Manager

Cell: (610) 466-5446
Office: (610) 664-3254
Email: Anthony.Gonzales@newwestern.com

1 Belmont Ave., Ste. 610
Bala Cynwyd, PA 19004

www.NewWestern.com



CamaPlan
Personalized Self Directed IRA Planning

Ryan Fischer
Account Executive
rfischer@camaplan.com

p 866.559.4430 | f 973.302.8622
www.camaplan.com



Certified Public Accountants
Management Advisors
State and Local Tax Consultants

RAYMOND P. MINICH, CPA MS

204 N West Street
Suite 103
Doylestown, PA 18901

Office: (267) 247-7601
Fax: (267) 247-7603
Email: rpm@RPMinich.com

**NEW VENDORS
WANTED
ADVERTISE HERE!**

**NEW VENDORS
WANTED
ADVERTISE HERE!**



Adam Rothberg
Account Executive

125 E. Elm Street
Suite 210
Conshohocken, PA 19428

Direct: 215.866.0070
Cell: 610.761.3790
Fax: 215.509.2355 (BELL)
arothberg@bbopa.com
www.bbopa.com



KitchenSearch.com

Alex Ankudovich

(215) 253-5800 ext.101 office
(215) 600-1307 fax
alex@kitchensearch.com
www.KitchenSearch.com

1296 Adams Rd., Unit 210
Bensalem PA 19020



MONTGOMERY
TILE & DESIGN
...from current to closeout

Sheryl Lester
sheryl@montgomerytiledesign.com

Hours:
M, W, F - 8am - 5pm
Tu, Th - 8am - 7pm
Sat - 8am - 2pm • Sun - Closed
213 Keystone Drive
Montgomeryville, PA 18936

267-462-4857 or 4858
Fax 215-367-5898
montgomerytiledesign.com



HARDMONEYBANKERS.COM
Private Real Estate Lending

Private Money Lending In Eastern PA And New Jersey

215.839.3271
ian@hardmoneybankers.com
www.hardmoneybankers.com

**NEW VENDORS
WANTED
ADVERTISE HERE!**

**NEW VENDORS
WANTED
ADVERTISE HERE!**

Auction.com
Renee Girifalco
1 Mauchly
Irvine, CA 92618
215-694-1506
rgirifalco.PTA@auction.com

WHERE
REAL ESTATE
IS MOVING

auCTION.com



INVEST IN REAL ESTATE THE EASY WAY. HANDS FREE AND HASSLE FREE

www.RealEstateTheEasyWay.com

(855) 653-8201



DIG VENDOR SPOTLIGHT



BAUM, SMITH & CLEMENS, LLP
CERTIFIED PUBLIC ACCOUNTANTS and BUSINESS ADVISORS

David R. Goettelman, CPA
Senior Account Manager

2128 North Broad Street
Lansdale, PA 19446
Phone: 215-368-5755 ext 138
Fax: 215-368-7038
Email: daveg@bsccpas.com
Website: www.bsccpas.com

Member of
CPA AMERICA
INTERNATIONAL
Member of PCFPA/The AICPA
Alliance for CPA Firms



CHAD SOLAR
President

Cell: (215) 760-4634
Office: (215) 947-7100
Toll Free: (888) 606-1950
chad@exteriordd.com
PO Box 903
Huntingdon Valley, PA 19006
www.exteriordd.com



KEEPING IT SIMPLE. DOING IT RIGHT

Joseph Puggi
New Client Originator

O: 215.383.1439 x108 M: 215.370.6909
joseph@tcsmtg.com • www.TCSMTG.com
2001 Hamilton Street, Suite 227, Philadelphia, PA 19130

**NEW VENDORS
WANTED
ADVERTISE HERE!**

1031 CORP.



Ellie Trovato
Business Development Manager

100 Springhouse Drive
Suite 203
Collegeville, PA 19426

1.800.828.1031
610.792.4880 ext. 215
Mobile: 484.798.9430
Fax: 610.489.4366
ellie@1031CORP.com
www.1031CORP.com



Andrea Clark
Certified Restorer

adark@mark1restoration.net

One Source, One Solution

140 New Britain Blvd.
Chalfont, PA 18914

Office: 267-695-1100
Cell: 267-640-4393
Fax: 267-695-1110

www.mark1restoration.net
PA HIC #6588



Structural inspections and recommendations
for residential and commercial buildings

Alan Rushforth, PE
610-520-1968 Office
215-620-6345 Cell

AlanRushforth@comcast.net www.RushforthEngineering.com

List on the MLS for \$289



DIG members get a \$50 discount
Use coupon code - DIG

**NEW VENDORS
WANTED
ADVERTISE HERE!**



JASON FORMAN
Business Development Manager

(561) 717-2860
jforman@lendingone.com
LendingOne.com

901 Yamato Road
Suite 150
Boca Raton, FL 33431

**NEW VENDORS
WANTED
ADVERTISE HERE!**



PPRNoteCo.com

200 Berwyn Park, Suite 210
920 Cassatt Road
Berwyn, PA 19312

Absolve Contracting LLC
Plumbing HVAC Remodeling

Joe Duda
Master Plumber
484-636-7741
josephdudajr@yahoo.com



Charles E. Gerhard IV

"The Finest in Appliances & Service"

GLENSIDE
290 Keswick Avenue
Glenside, PA 19038

Tel 215-884-8650 ext. 130
charles@gerhardsappliance.com
www.gerhardsappliance.com



CRAZY OPTIONS TRADER.com
CRAZY REAL ESTATE INVESTOR.com

Learn to Make Money Like Crazy!

Call Me!
I'll Be Glad to Show You How!
Larry Steinhouse
215-378-9190

"Increasing Your Investment Income....Securely"



Trey Aulls
CEO, NMLS #241733
483 Montgomery Place
Altamonte Springs, FL 32714
Office: 407-878-2830, Ext. 231
Cell: 352-678-7464
Fax: 407-878-2831
Toll Free: 855-485-9032

Trey@SecuredInvestmentLending.com
www.SecuredInvestmentLending.com

LET US FUND YOUR NEXT RENOVATION



215-689-2779 eFax
pbadjusting@gmail.com
501 Cambria Ave., Suite 209
Bensalem, PA 19020



Peter Bondarenko
President

267-392-9907 Cell

**WELCOME
TO OUR NEWEST
VENDOR!**



Are You Collecting Too Many Deposits

Many judges view the money collected by landlords from tenants at the beginning of a rental term differently than the way the landlord sees it. A landlord trying to safeguard himself often tries to do so himself by collecting several deposits and giving them different labels (i.e. security, pet, utility, waterbed, etc.) to cover possible damages. The landlord usually knows there is a limit on the amount of deposit labeled "security deposits" but no limit on how much he can require of other deposits, so he gets whatever the market will bear.

Let this article serve as warning to you that judges in many states interpret the security deposit as ANY money collected other than the first month's rent, no matter what you call it. And therefore if your state puts a limit on the amount of security deposit to be collected, all the EXTRA deposits you collect must be within those limits.

If judges in your state indeed consider all money other than rent as security, then it is to your advantage NOT to designate different sub-amounts as other type deposits; that strategy can work against you. If you've designated a certain amount as a pet deposit, for example, and its proven that the pet caused no damage, the tenants may be rightfully entitled to that deposit back even if they owe you an excessive amount for back rent or other

damages that are not covered by your security deposit. Sure you may get a judgment but collecting it back is another story,

As noted earlier, different judges in different states, (sometimes varying from city to city) will interpret differently what is classified as security deposit, either allowing or restricting amounts above legal limits for other type deposits. Be sure and know how judges in your jurisdiction see it. Or call the professional in the Hotline Network nearest you. (And if you are a professional manager and notice there is not one representing your area, please contact our office and we will be glad to offer you services).

(Reprinted from "Mr. Landlord" Newsletter)

RETURN ON IMPROVEMENTS

The following list is of typical home improvements and return on investment when the house is sold.
Painting. Wall paper, Carpeting - Up to 100%
Insulation - Up to 100% Furnace - Up to 100%
Siding - Up to 100% Landscape/deck 75 - 100%
Central Air - 75% Electrical Serv. - 75 - 100%
Kitchens - 60 - 100% Baths - 60 - 100% Fireplaces - 50%
Roofs - 50% Room conversions/additions - Up to 50%
Driveways - 25%

US. Dept. of Housing and Urban Development

Former Bassist For The Ataris Admits To Masterminding Multi-Million-Dollar Real Estate Scam

Scheme Defrauded More Than 100,000 People

Ben Lane, October 1, 2018

The former bass player in The Ataris, a rock band that gained notoriety with a 2003 cover of Don Henley's "The Boys of Summer," admitted in court late last week that he spearheaded a massive real estate scam that defrauded more than 100,000 people nationwide out of more than \$25 million.

According to the U.S. Attorney's Office for the Southern District of Illinois, Michael Davenport, who was The Ataris' bassist from 1998 through 2005, pleaded guilty last week to a charge of conspiracy to commit mail and wire fraud.

As part of his plea, Davenport admitted to owning

(Continued on page 19)



STEALS and DEALS >>

Properties for Sale

26XX S. 63rd Street	Philadelphia	\$ 65,000	Large 3BR; \$1100.00 rent	610-246-7246
205 12th Street	Brigantine, NJ	\$250,000	2BR/2BA 1st fl. condo; beach block; ocean view	610-566-5762
205 12th Street	Brigantine, NJ	\$375,000	3BR/2BA 2nd fl. Condo; beach block; ocean view	610-566-5762
533 Dupont Street, twin	Manayunk	\$190,000	3BR/1BA; double lot; \$20K rehab	201-739-1020
529 Dupont Street, duplex	Manayunk	\$245,000	1BR & 2BR; needs bath; possible triplex	201-739-1020
1542 N. 15th Street	Philadelphia	\$2.8	Temple U. Campus; 6 unit w/ store front	267-825-0978
564 Park Road	Fleetwood, PA	\$ 70,000	3BR/2BA single; www.cheapfixerupper.com	215-767-7197
2356 S. Howard Street	Allentown	\$ 85,000	4BR/1BA single; www.cheapfixerupper.com	215-767-7197
74 Steel Avenue	Coatesville	\$ 70,000	3BR/1.5BA twin; www.cheapfixerupper.com	215-767-7197
6817 Rodney Street	West Oak Lane	\$ 65,000	3BR/1BA ; some rehab needed; rent or flip	484-324-8680
2916 W. Clementine Street	Strawberry Mansion	\$ 15,000	3BR/1BA shell; needs complete renovation	484-324-8680
10 unit apartment building	Lansdale	\$980,000	Great cash flow; rents below market	267-221-2441
84 E. Columbus Avenue	Pittston, PA	\$ 35,000	Duplex; Two 1 BR; Rent range \$500 - \$550 each	717-587-0440
800 East 9th Street	Ocean City, NJ	\$599,000	4BR/3BA; beach block, ocean views; 2 car garage	610-733-7690
Portfolio sale	Philadelphia	\$250,000	4 Section 8 turn key properties	215-718-7141
637 Old Elm Street	Conshohocken	\$165,000	Wholesale flip; \$320K ARV; financing available	267-374-7726
2622 N. Chadwick Street	Philadelphia	\$ 25,000	3BR/1BA total gut; N. Philly; Attorney rep. seller	610-659-5926
342 Windermere	Drexel Hill	\$133,000	4BR/2.5BA; Finish rehab; \$265K ARV	610-389-0115
809 Cloverly	Jenkintown	\$175,000	REO; needs rehab; sold "as is"	484-614-1747
3050 Gaul Street	Port Richmond	\$ 80,000	3BR/1BA row; needs structural repair & full rehab	609-923-1743
50 Linden Avenue	Lansdowne	\$ 65,000	3BR/2BA needs some rehab; \$179K-199K ARV	267-875-3641
	Darby	\$ 20,000	3BR/1BA needs full rehab; 1044 SF	484-557-6659
225 E. Wildwood Ave. #405	Wildwood, NJ	\$120,000obo	1BR/1BA turnkey seasonal condo; partial finan.	215-939-6364
3144 D Street	Philadelphia	\$ 38,000	3BR/1BA ready for rehab	215-429-4888
228 E. Marshall Street	Norristown	\$ 47,500	3BR/1BA , garage; 20-30K rehab; financing avail.	267-716-3001
3905 Dennison	Drexel Hill	\$ 79,000	1BR/1BA duplex; \$1275/mo. rent; 9.8% cap rate	267-808-0574

VACATION RENTALS

Myrtle Beach, SC	Call for rates	2BR/2BA ocean view condo on the beach; sleeps 6	267-496-5246 Lynette
Duck, NC	\$855-2900	4 BR/3BA; sleeps 10; www.elanvacations.com; The Grey Goose	252-491-8787 Dawn
Orlando, FL Timeshare	1BR/\$199; 2BR/\$299	Mystic Dunes Resort & Golf; Sunday checkin; 1/22-4/9; 5 nights	215-534-1610 Frank
Sarasota, FL	\$ 695-795/wk.	Relax on #1 beach in US; 2BR+; see it at www.goSiesta.com	215-344-1100 Jeremy
Bonita Springs, FL	Call for rates	2BR/2BA condo, beach, pool, views, WIFI	614-975-6428 Jen
Ocean City, NJ	\$1000-2000/wk.	New 4BR/2BA condo w/ elevator, www.homeaway.com #227402	215-237-1977 Keith
N. Wildwood, NJ	\$ 450-1700/wk.	www.vrbo.com/159300, 3BR/3BA beachblock, sleeps 8, pool, view	610-388-2757 Dave
Ocean City, NJ	\$995-3595/wk.	www.nicerentalhomes.com; 4BR/3BA beachblock; sleeps 10; 9th St	610-473-9981 Susan
Orlando/Kissimmee, FL	\$750-1200/wk.	3BR/2BA home close to Disney, pool & WIFI (call for others)	610-570-4125 Sandy
Margate, NJ	\$1000-5500/mo.	1BR/1BA oceanfront complex condo, sleeps 4, WIFI, pool, parking	610-570-4125 Sandy
Lake Wallenpaupak, Poconos	\$ 625/wk. - \$350/we.	3BR/1.5BA, sleeps 8, 20 min. from Tanglewood Ski Resort	267-242-2712 Olga
Ocean City, NJ	\$ 800-\$1750/wk.	3BR, 2nd fl., beach blk., weeks avail August & September	215-364-1970 Lynn
Wildwood, NJ	\$1400-1950/wk.	4BR/3BA condo w/pool, 1.5 blks. to beach (call for others)	267-254-3507 Bill
N. Wildwood, NJ	\$1800-4495/wk.	www.nicerentalhomes.com; 4BR/3BA fabulous ocean front; pool	610-473-9981 Susan
Ocean City, NJ	\$ 550-850/wk.	1BR luxury condo, 1 blk from beach & boards (call for other 2-4 BR)	215-672-7150 John
Ventnor, NJ	Call for rates	Ocean front/boardwalk/ocean, sleeps 4	732-619-6594 Raymond
Cape May, NJ	\$2300-4500/wk.	1 blk from beach, very large homes, sleeps 17	Landlord@writeme.com
Key West, FL	\$2650-4500/wk.	4BR/3BA, private compound, sleeps 8	215-266-2575 Ron
Key West, FL	\$2400-3900//wk.	3BR/2BA, private pool, sleeps 8	215-266-2575 Ron
Ocean Club, Atlantic City, NJ	\$22K/season	2BR plus den, 2.1 BA, front view of ocean, 18th floor	215-237-3147 Morris
Wildwood Crest, NJ	Call for rates	Condo w/pool, sleeps up to 6, on the beach (call for others)	215-431-4689 Walt

Steals and Deals is a fine opportunity for DIG members who have real estate to sell. DIG does not charge a commission or fee. You deal directly with the buyer. Fax listings to the DIG office at 215-933-6933. You can also email the ad to marketplace@digonline.org. Even if your property is currently listed with a real estate broker, the exposure to over 1100 serious investors each month can be a better sales opportunity.

Ads update once per month.



Call Me!

**Specializing in
most areas of
Bucks and
Montgomery
Counties**

HomeStarr[★] Realty

Stephanie Pappas

850 Easton Road

Warrington, PA 18976

215-355-5565— office

215-272-4577— cell (preferred)



Put my years of Real Estate experience to work for you! I have been a realtor since 1992 and have been through all kinds of market cycles.

REHAB CONSULTING— Walkthrough and advice on
your rehab Purchase!!! Call for pricing!
Ask me about My DIG DISCOUNT
on all listings for DIG members

Newsletter Advertising

Do you have a product or service you would like to advertise to the DIG members? Why not advertise in our newsletter!

	<u>Members</u>	<u>Non-Members</u>
Business Card (3 ½"W x 2"H)		
6 months	\$ 90.00	\$ 180.00
12 months	\$ 165.00	\$ 240.00
¼ Page (4"W x 4"H)		
6 months	\$ 180.00	\$ 270.00
12 months	\$ 325.00	\$ 440.00
½ Page (8"W x 4"H)		
6 months	\$ 360.00	\$ 450.00
12 months	\$ 640.00	\$ 790.00
Inside Full Page (6"W x 8"H)		
6 months	\$ 750.00	\$ 840.00
12 months	\$1,300.00	\$1,540.00
Inside Front/Back Cover (8.5"W x 11"H)		
6 months	\$ 950.00	\$1,050.00
12 months	\$1,700.00	\$2,000.00
Outside Back Cover (8.5"W x 11"H)		
6 months	\$1,100.00	\$1,200.00
12 months	\$2,000.00	\$2,300.00
Flyer Insert (8 ½"W x 11"H)	\$300.00 per issue, 3 month minimum. Insert must be supplied by Advertiser.	

What better way to reach hundreds of active real estate investors each month!

Former Bassist For The Ataris Admits To Masterminding Multi-Million-Dollar Real Estate Scam cont.

and operating a California-based telemarketing business that supposedly offered prospective renters and homebuyers access to homes for sale or rent on the cheap. All they had to do to get access to the homes was pay a \$199 fee to Davenport's company.

But, in reality, the houses in question either did not exist or were not actually for sale, and the prospective renters and buyers were out their \$199 fee.

According to court documents, Davenport's company changed names several times during the course of the scheme, which ran from 2009 through 2016.

Over that time, the company was known as **MDSQ Productions, Housing Standard, Anchor House Financial, American Standard, American Standard Online**, and **Your American Standard** at various points. Court documents refer to the company as American Standard.

As part of his guilty plea, Davenport admitted that his company posted ads on **Craigslist** advertising certain houses for sale or rent. People who responded to the ads were told that they'd need to buy the company's list of houses before they could see any additional information about the properties.

Consumers were also told that the houses on the American Standard's list were in "pre-foreclosure," that they could buy the properties by simply taking over the existing homeowners' mortgage payments, and that the deeds to the homes would be transferred into their names.

The \$199 fee the company charged was supposedly used to cover the cost of title searches and deed transfers. Regardless of what part of the country the person lived in, American Standard's salespeople told them that the list contained numerous pre-foreclosure properties available in their area.

After people paid the \$199 fee, they soon learned that the houses on American Standard's lists weren't actually available to buy or rent. In fact, a "substantial" number of the addresses on the list were fake, or there simply wasn't a house at the location.

In other cases, the houses weren't in "pre-foreclosure" or any other form of financial distress and were not available for purchase at below market value, as American Standard had presented them to be.

According to the court documents, when customers asked an American Standard customer service representative about a specific house on the list, they were told that the house wasn't available anymore.

All in all, American Standard defrauded more 100,000 people, spread across all 50 states, out of more than \$25 million.

Davenport is due in court on Dec. 28, 2018 for sentencing. Under federal law, because the crimes involved telemarketing and victimized 10 or more people over the age of 55, Davenport be sentenced to as much as 30 years in prison and face a fine of up to \$250,000.

Davenport may also be ordered to pay restitution to his victims. Davenport's plea agreement requires him to forfeit \$853,210 taken from his merchant processing accounts, as well as \$79,000 in cash that was seized in July when he was trying to board a plane in Little Rock, Arkansas.

Earlier this year, three of Davenport's former employees also pleaded guilty to participating in the conspiracy. Mark Phillips and Semjase Santana were salespersons at American Standard's headquarters in Santa Barbara, California, and Carlyne Davis was a salesperson in the company's Lompoc, California, branch office.

All three are currently awaiting sentencing.



Here's The Skinny On Opportunity Zones

What You Need To Know About Opportunity Zones: Pros, Cons, Goals

Jeremiah Jensen, September 28, 2018

Opportunity zones are probably the buzziest potential solution for the affordability crisis and local economic stimulus out there at the moment.

But so far, they've been shrouded in confusion. But no more. Here's the skinny on how they would work, some of the risks they present and what they are meant to accomplish.

According to a research bulletin from **Yardi**, there are more than 8,700 areas in the U.S. that were designated Opportunity Zones by the **Treasury Department** in the Tax Cut and Jobs Act of 2017.

There is a novelty to these areas and their potential boons that are making investors curious. Though activity in the program has been limited and there are still many unknowns surrounding it, investors have already begun to position themselves to pounce once given the green light. Let's start with how it works.

According to Yardi, the program is meant to encourage investors to reinvest their capital gains. Gains can come from any investment, whether that be stocks, bonds, real estate or partnership interests.

To qualify for the opportunity zone tax breaks, investors must invest their capital gains in an Opportunity Fund Zone within 180 days of receiving those gains. The money cannot be invested directly into a property, and funds must invest 90% of their capital into opportunity zone properties.

If they do this, shareholders will be rewarded with tax breaks based on how long they keep the interest in the funds. Shareholders who keep their investments for five years will pay no taxes on 10% of their gains; at seven years they will pay no taxes on 15% of gains; and if they hold their investments for 10 years, they pay no taxes on their gains at all.

Because the tax bill was passed in a hurry, there

are a number of outstanding questions, but that hasn't stopped funds from cropping up with ambitious goals.

According to the Yardi report, **PNC Bank, Goldman Sachs, Fundrise, RXR Realty** and a partnership composed of **Beekman Advisors, Rivermont Capital** and **Enterprise Community** partners have all already started cobbling together opportunity funds that have goals upwards of \$2 billion to \$3 billion combined.

Add these bigger funds in with the smaller funds that are probably forming under the radar and opportunity zone funds could draw as much as \$30 billion in capital over the next few years, according to some estimates.

The hope is to revitalize struggling communities with the potential for growth with a little nudge from a broad swath of the investor community. According to the report, these opportunity funds are more likely to attract attention from high-net-worth individuals and family office investors, which is a largely untapped investor pool in commercial real estate.

There is some evidence, especially in the multifamily space, that smaller investors are taking a shine to commercial real estate investments, and these opportunity funds could accelerate that trend, bringing in significant crowdfunded capital to put toward the revitalization of the opportunity zones.

Though these zones are an exciting prospect and the program could do exactly what it set out to do, it is important for investors to keep their heads on straight and know that to make this work, they must be prepared to be in these funds long-term and come to the table with solid development practices.

But with that disclaimer, happy funding!



Change Your Destiny By Changing Your Thoughts

Don Beck

On a clear fall night with light seas, the first mate of a ship spotted a light coming through the darkness, straight ahead. He told the captain, who instructed him to flash a message to the light advising it to turn 20 degrees to the right. The answer came back that it was recommended they turn 20 degrees to the right. The captain, not in a playful mood, instructed the first mate to send a new message stating he was captain of the ship and must insist they should turn 20 degrees to the right. The reply stated the sender was a seaman second class but he must insist that the captain turn 20 degrees to the right. The captain, now very annoyed, instructed the first mate to inform this seaman that he was a major battleship in the United States Navy and again insisted they turn 20 degrees to the right. The answer came back - I understand captain but I am a major light house!

Let's not forget that humans are the only species on the face of this earth who are capable of changing their destiny. We all have the capacity to change our destiny by just changing our thoughts. Thoughts are causes, and conditions are effects.

Everyone must force themselves to BELIEVE in

their inner self and be strong enough so the thoughts can become reality. Brian Tracy says what we do with our inner self, will reflect in our day to day lives with our outer world. We cannot change the outer world until we are willing to change our inner self.

It has been his experience that successful people have their lives on auto pilot because they only THINK POSITIVE SUCCESSFUL THOUGHTS. People who are not successful are also on auto pilot but the difference is their thoughts are always negative.

We must be willing to change our inner selves before we can even begin to change the outer world our lives revolve around. We must be willing to say - If it's to be, it's up to me. Don't make excuses for things that have gone wrong in your life. You control your own destiny and life will give you what you want to take from it. Accept 100% responsibility for your destiny and make your thoughts become your reality.

Remember the road you travel will remain your destiny until you are willing to change the road.

DIG Rehab Tour – October 27

DIG's Fall Rehab Tour is on for October 27 visiting projects in Chester and Upper Montco. If you want a real understanding of rehabbing, this is the event to attend. Visit homes in various stages of repair and learn what other investors are doing, or not doing, to reap the big rewards. Mark your calendar and make your reservation NOW. Class size is limited to the first 30 to register. Don't be disappointed. This event always sells out. Visit digonline.org to register. You will be notified of the starting location the week before.

BIG CENTRIC.COM APPLIANCE & MATTRESS

25% BIGGER Savings
On Packages vs. **THE OTHER GUYS**



SAVE Time & Money Big at Bigcentric.com

(302) 304-1010

sales@bigcentric.com
151 Edgemoor Rd, Wilmington DE

M-F 10:00 - 7:00

Sat 10:00 - 5:00

Sun Appt. Only

*Contact Us For Details



Stonehedge Funding, LLC
We Lend Confidence!

\$\$\$\$Local Hard Money Lender\$\$\$\$
Direct lender with over 28 years of experience!
Do you have a good deal, but need Cash?
Contact Stonehedge Funding, LLC TODAY!

Specializing exclusively in investor purchase and rehab financing.

** Fast Approvals * 65-70% ARV * 3-6 mos. No Payments*
** Desktop appraisals * Rapid Funding*
** Loans to LLC's & Entities * Local Market Expertise*

Interested in doing multiple deals in a year then Stonehedge Funding, LLC is for you!
Deal directly with the creative and flexible decision maker!

For Common Sense Decision Making and Great Service, Please call:

Linda Tosto at (610) 873-6022

LT@StoneHedgeFunding.com

www.StoneHedgeFunding.com



DIG Members
Receive A
Discount!

Proud Members Of:



Delaware County
Apartment Association

Proud Members Of:



Delaware
Apartment Association

www.keystonefloorproducts.com

Total Flooring Rehab Specialists!

Full Service Floor Company For Any Need: Apartment Complexes, Commercial Real Estate
Corporate Offices, Builder/Developer, Residential Housing
Professional, Courteous Sales & Installation, Account Management By Industry Experts!

2969 Samuel Drive Bensalem, PA 19020

PA: 215-639-6300 TRI-STATE: 800-523-5230 FAX: 215-639-0135

E-Mail: contract@keystonefloorproducts.com

24-48 Hour Installation Available!

Proudly Serving The Tri-State Area For Over 60 Years!



Pre Demolition Sales
A major east coast recycling operation.
www.predemolitionsales.com

Kevin Tobin
Owner
ktobinrealtor@gmail.com

1 610 389 4994 cell
1 610 240 0365

Staying Up to Date >>

Home Depot Rewards



**Want to save time and money
on paint and materials?**

PAINT

DIG has negotiated a deal with Home Depot that will give you 20% off an array of high quality paints.

All Behr, Glidden and Kilz paint, primer, stain and

Water proofer purchases are eligible.

You need to use your registered pro xtra phone number

at the time that your purchase is made

(once registered with Home Depot)

to get the 20% discount. Its a volume

discount, which all members will contribute towards.

HAMPTON BAY CABINET "D.I.G." EXCLUSIVE

Purchase and Delivery Options

Full and Half Truck loads deliver direct to job site

Competitive Quote Process

Factory Representatives available to answer questions

Hampton Bay Designer Series Cabinet Line

Broad Selection of Frameless Cabinets supports

step-up kitchen designs

Design Connect at The Home Depot

Ability to create 2020 designs for PRO customers

REBATE

Automatic 2% rebate on all Home Depot purchases

Once all purchasing platforms are registered in your

Home Depot Pro Xtra Account

In addition to this, you receive partnership

from all home depot vendors and the

DIG Pro Account Home Depot Representative

CUMULATIVE SPEND	FUEL REWARDS SAVINGS EARNED**
\$100	10¢/GAL
\$500	50¢/GAL
\$1,000	\$1.00/GAL
\$2,000	\$2.00/GAL
\$3,000	\$3.00/GAL
\$4,000	\$4.00/GAL

**Savings are limited to 20 gallons of fuel per purchase, per vehicle and redemption is subject to other restrictions.

Still Have Questions About Your Account?

Contact Tiffany Moore, Account Representative

Phone-443-519-8358

Email- TIFFANY_M_MOORE@homedepot.com

Contact your local Home Depot about HD products

Online Marketplace

DIG has a "Marketplace forum hosted on it's new Forum www.diganswerline.org for exchanging information about deals, selling leftover rehab materials, finding tenants, promoting properites, publicizing your rehabs for sale, ect.

The Marketplace allows participants to send/recieve non-commercial marketing-related messages to those who are intersted. The DIG Marketplace is realtime, and the updates are manages by the individual seller. This allows very quick responses to the opportunities that are posted.

Sign up by going to: www.diganswerline.org

Once you are registered, submit your properties, ect., on the Marketplace forum. You can also post by emailing your ad to Marketplace@diganswerline.org

We hope to see you there!

Member Resources

Missed a meeting and want to find out what the Speaker talked about? Looked at your notes, and you just know you missed an important point?

DIG has the solution.



Every DIG meeting is recorded.



Meeting recordings are available for download on the DIG website at the DIG Store in the Member Links tab.

GUEST POLICY

Anyone who has never attended a general membership meeting is cordially invited to come to their first meeting as a guest of DIG. After this guest meeting, we invite you to join for a Full Year Member (12 months). Any return visits to a meeting by a Non-Member require a \$25.00 guest fee to be paid.

How many landlords does it take to change a lightbulb?

One. But if you want to change anything else, it takes a lot more of us.

HAPCO fights for your interests every day. JOIN US!

We're the Homeowners Association of Philadelphia and we're the voice of residential property owners and investors like you. In city and state government, in the courts, in negotiations with tenants' groups and others, we stand up for your rights and advance your interests.

But we need your support. Your membership will not only get you a stronger voice, it'll get you practical benefits like member discounts and our low-cost eviction service.



Here's what HAPCO has done for you lately:

Worked with PGW to ensure you're not held responsible for your tenants' unpaid gas bills. PGW's landlord cooperation program, which HAPCO helped develop, allows landlords to avoid having liens placed on their properties if tenants fail to pay for gas service.

Pushed for limits on City Council's lead paint testing law. HAPCO stood up for landlords against a proposed city law that would require lead paint testing with every tenant change. We helped to hammer out a compromise that calls for testing only when the new tenants include small children.

Helped develop a Rental Suitability Certification that doesn't overburden landlords.

City Council's original rental suitability law was onerous. HAPCO led the fight to change it, helping to eliminate unnecessary requirements and expenses.

Helped maintain your right to speak before City Council. When a bill was introduced to take away the right of citizens to speak at city council meetings, HAPCO joined others to defeat the measure so that landlords would always have the right to be heard.

As a member, you'll also get access to information and strategies to help improve your business. Get the perks, get the advice, get a stronger voice.

1120 Buttonwood St. #A, Philadelphia, PA 19123
(215) 684-1684 www.hapcoassoc.com

GOT DAMAGE?

Fire • Wind/Rain/Hail • Plumbing & More



Scan code to see how we can help

Receive the maximum settlement for your insurance claim!

267-392-9907



HELP EXCLUSIVE LEGAL PLAN

(H.E.L.P.)©

Serving Real Estate Owners Since 1993

When you need a real estate attorney call us, free of charge, and we will discuss your problem with you. If legal services are needed, our rates for DIG members are reasonable.

We also practice in Civil Litigation, Wills, Estates and Trusts, Corporate Law, Business Transactions and Asset Protection.

H.E.L.P. is just a telephone call away®

LAW & ASSOCIATES, L.L.C.

One Penn Center

1617 J.F.K. Boulevard - Suite 1055

Philadelphia, PA 19103

Telephone: (215) 751-0500

Fax: (215) 751-0700

Tmlaw50@verizon.net



Goldman Sachs Economist Claims Little Chance of Recession In The Next 3 Years

Daan Struyven's Research Indicates The U.S. Economy Is Only Midway Through Its Expansion

Jeremiah Jensen, October 2, 2018

Goldman Sachs is calling bull on all the bearish naysayers out there.

According to an economist from the investment bank, the U.S. is only in the middle of its economic expansion and the possibility of a recession in the next three years is "below average."

According to a [report](#) from **CNBC**, Goldman economist Daan Struyven ran a model against the U.S. economy to check for signs of overheating and came back with a hopeful prognosis. The good news is that the model still classifies the expansion as mid-cycle," Struyven said in a note. "It sees the pickup in wage and price pressures as still too muted for an inflation overshoot late-cycle and screens the private sector saving surplus — which now stands above the historical average — as too large for a financial overshoot late-cycle," he added.

In English, that means the economy is not overheating. Up until now, the consensus among economists has been that these fat years will turn skinny by 2020, but Struyven says there are some factors ensuring the health of the U.S. economic expansion. Struyven says the wage growth and slowly climbing rate of inflation that have made people clutch their wallets a little tighter in anticipation of the next recession are contained and unlikely to strain the economy.

And Though the **Federal Reserve** has taken some Presidential flak for its seemingly timid decision

to gradually increase interest rates, Struyven says this is exactly what is keeping the expansion healthy.

"Cyclically, the financial system and the economy have spent a long time climbing out of the deep hole torn by the crisis and Great Recession," he wrote.

"And structurally, better anchored inflation expectations allow the Fed to increase interest rates at a more gradual pace than in past cycles," he added.

Struyven says there is a danger that continued strong growth could push the economy from mid-cycle to late-cycle quicker than anticipated.

"The less good news is that further strong growth could push us to a late-cycle setting relatively soon," he said.

"The labor market is already there, and it would not take much additional wage and price acceleration for the model to indicate an inflation overshoot late-cycle. A financial overshoot late-cycle diagnosis is slightly further off, despite the telltale high levels of confidence," he added.

But even if this happens, the risk of a full-blown recession is "muted in the near term and below average at a three-year horizon," Struyven said.

Source: **CNBC**



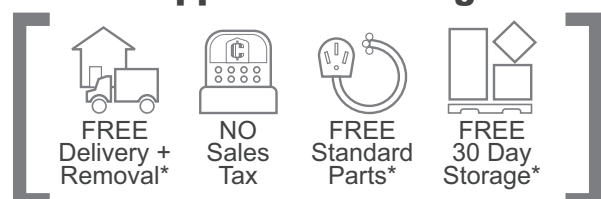
**APPLIANCE
& MATTRESS**

Robert Drendall
Thaddeus Reed
Jae Rhee
Stephen Rhee

151 Edgemoor Road
Wilmington, DE 19809
T. 302.304.1010
F. 302.288.9244
sales@bigcentric.com

Mon-Fri: 10-7, Sat: 10-5, Sun: Appt. Only

**25% BIGGER Savings
on Appliance Packages**



* Contact us for details

Millennial Housing >>



The Green Bay Packers Want All The Millennials To Live Next Door

Team Is Making A Play For Millennials With A Mixed-Use Development Across From Lambeau Field

Jeremiah Jensen, October 3, 2018

The **Green Bay Packers** are building more than 200 housing units, 150 of them for rent and 90 for sale, right across from Lambeau Field.

According to a report from **Bloomberg** by Justina Vasquez and Patrick Clark, this residential project is phase two of the Packers mixed-use real estate bid for Millennials' interest, Titledown.

Phase one of the mixed-use development yielded a hotel, a brewpub, a sports medicine lab and a tech innovation lab partnered with **Microsoft**.

The Titledown project is a major play for the comparatively tiny city of Green Bay to draw in Millennials and create momentum for the local economy.

"We want to make sure Green Bay can have a strong enough economy to have an **NFL** team," Green Bay Packers Chief Executive Officer Mark Murphy said, according to the Bloomberg report.

"If we can do things to make Green Bay more attractive, not just to visitors, but make more people want to come and work in Green Bay, we'd consider that a success," he added.

The initiative has a lot of potential. Despite operating in the smallest city in U.S. professional sports, the Green Bay Packers regularly rank in the top 10 in local revenue generated. Giving "Cheeseheads" more opportunities to spend money around Lambeau could be an incredibly lucrative play.

According to Bloomberg, overall investment in Titledown is expected to exceed \$300 million, \$70 million of which will be dedicated to the residential projects. So far, the Packers and co. have sunk \$120 million in the project, \$74 million of which came directly from the franchise.

Murphy says everything around Lambeau is a goldmine on game day, but what he wants to know is if Titledown can turn the area into a winner year round.

"On game day, everything does well here," Murphy said.

"The question is the rest of the year. Can you still maintain it?"

Source: **Bloomberg**

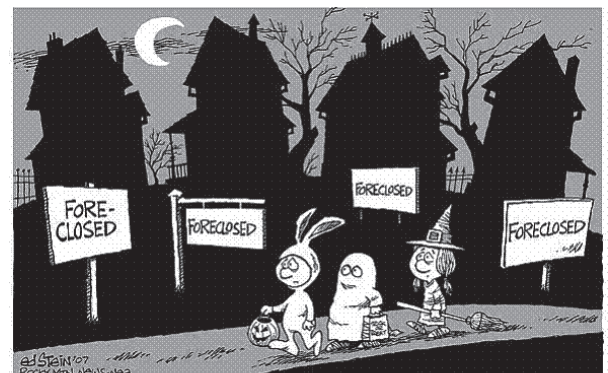


(Courtesy of the Green Bay Packers and Titledown)



Time Out For LAUGHS CORNER

Real Estate investing can be stressful at times, whether you're an agent, buyer or seller so enjoy these fun facts, figures and interesting anecdotes to keep it light.



HAUNTED HOUSES



CamaPlan

Personalized Self Directed IRA Planning

Invest Confidently in Your IRA

Learn the secrets to unlocking your IRA.

- Control your future
- Invest in non-traditional assets using your IRA
- Invest in real estate, precious metals, and private placements in your IRA



Open a Self-Directed IRA/401K with CamaPlan

Let us teach how.
Register Today at the Cama Academy

- www.CamaPlan.com/cama-academy

Call us | (866) 559-4430
Email us | events@camaplan.com

CamaPlan
512 E. Township Line Road
5 Valley Square, Suite 200
Blue Bell, PA 19422

THOSE PROPERTY INSURANCE BILLS THAT KEEP COMING MONTH AFTER MONTH?

TOSS THEM.

**We'll consolidate all your properties
on one policy with one simple bill.**

And perhaps save you a nice chunk of cash too.

We can do it no matter how many properties you have or when your policies end. You won't get that with other insurers.

If you're with Allstate, Erie, Nationwide, Foremost or most other carriers, we can give you the same or better coverage for less. Even if your current carrier charges a premium for early cancellation.

We'll do all the paperwork and see the transfer through, too. It's hassle-free, whether your properties are single units, multi-units, mixed use or apartment buildings. Naturally, all of our carriers are rated "Excellent" by AM Best. And no one knows the area better.

Give us a call — Phila: 215.829.1776 | W. Pa.: 412.823.1776.
Month after month, you'll be glad you did.



LIBERTY INSURANCE BROKERS *A Division of Brown & Brown Insurance*

125 E. Elm Street, Suite 210 | Conshohocken, PA 19428

F 215.509.BELL (2355) | TrustLibertyInsurance.com

Insuring Pennsylvania's tenant-occupied housing since 1982.

