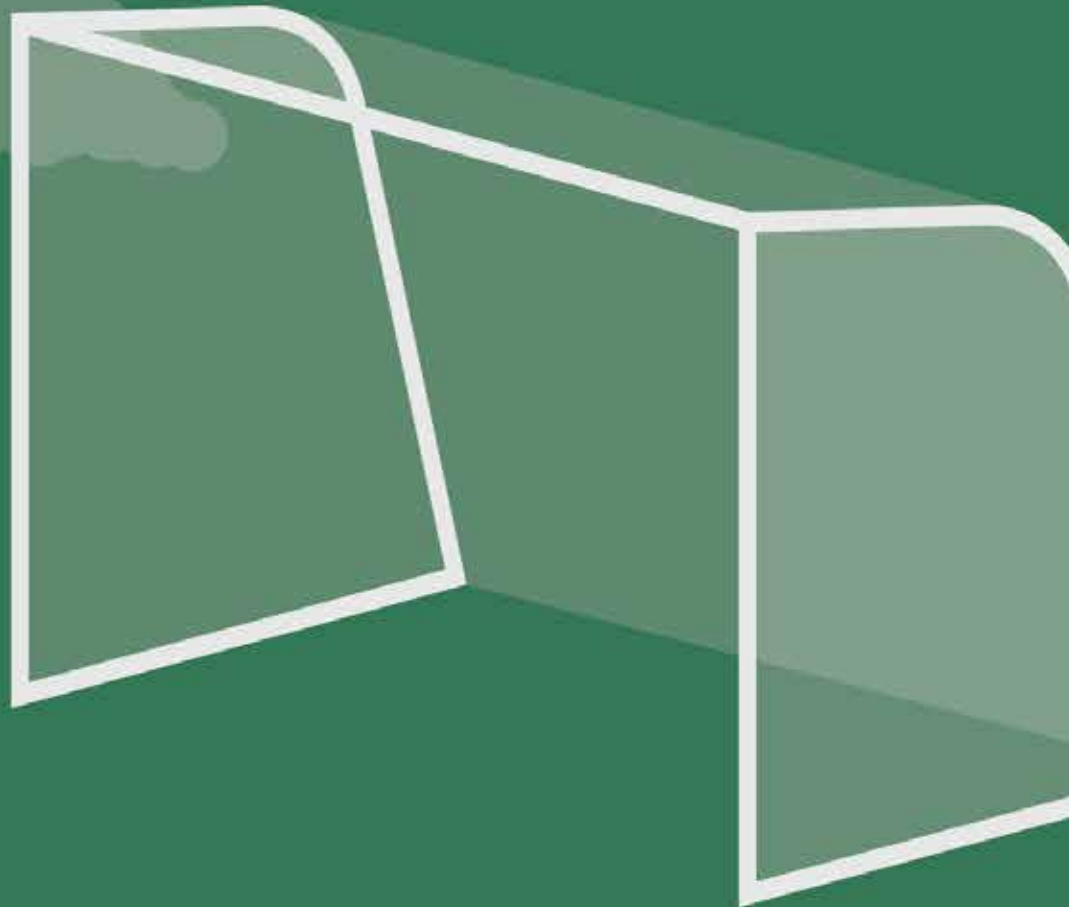




# INVESTMENT PROFESSIONALS, NOT JUST REALTORS®

HELPING YOU REACH YOUR INVESTMENT GOALS



# WORKING WITH A CONNECTED REALTOR

Using a true local expert is critical when it comes to investment properties. You wouldn't go white water rafting with a guide who doesn't know the river would you? Then why trust your hard earned investment money to anyone other than a TW local pro who knows the ins and outs of the market.

Our sales representatives are passionate about investing and serious about helping you find the best kind of investment property that suits your needs.

Whether it is a tiny bungalow with an accessory apartment, or a 30-unit multi-residential apartment building, we have all the necessary tools and know how to make sure you are buying the right kind of investment.

## OUR CONNECTED REALTORS®

- Know the best investments to buy and which ones to avoid.
- Track market trends such as vacancy rate and average market rent to ensure they are advising their clients in the best possible way.
- Study critical deciding factors such as cash flow, cap rates, and return on investment for every property and client.
- Invest their own time, energy and money into the real estate investment market to ensure they're seeing every piece of the puzzle.
- Understand that each investor is at a different stage in the game and cater to the individual needs of that investor.
- Advise from a position of experience and knowledge.
- Analyze the market constantly to optimize the timing of your purchase or sale.
- Provide the tools to assist our investor clients: rental applications, credit checks, leases, etc.

# DETERMINING INVESTMENT GOALS

Each investor is different and has their own unique investment goals as well as risk tolerances. The connected TrilliumWest Realtor® starts every relationship by determining each individual investor's goals through a consultation.

## SHOW ME THE \$\$\$

Investing in Real Estate provides a number of opportunities for an investor to make a return.

### MARKET APPRECIATION

Markets trend upwards over time

### CASHFLOW

Rental income offsets expenses

### PRINCIPLE RECAPTURE

Tenants pay your mortgage down over time

### FORCED APPRECIATION

Where flippers live - improvements that add value beyond actual cost

Depending on each investor's goals, this will dictate which of the above we focus more heavily on.

For example, if cash flow is most important, student and multi-unit properties will likely be best-suited; however, these types of properties tend to come with increased management.

If market appreciation is the goal, purchasing in "up and coming" areas or pre-construction condos might be the best strategy; however, this can be more speculative, so risk tolerance must be accounted for.

Your TrilliumWest Realtor can help you navigate the advantages and disadvantages of all the different investment opportunities available in the market.

# INVESTING WITH CONFIDENCE

When you are backed by a TrilliumWest Realtor®, you can know that you are investing with confidence.

We have the latest info, the most up-to-date technology, and the most professional sales representatives that can guide you through the entire process of purchasing your investment property – big or small.

Our team of professionals is well-equipped to handle even the most complex of deals, properties and negotiations.

Whether you're looking to invest in a small family home, purchase vacant land for servicing or redevelopment, tearing down or adding onto an existing structure, or wishing to expand your investment portfolio into the world of multi-residential apartment buildings, ensuring the future of your family's next generations, we have you covered.

Trust in the pros at TrilliumWest to handle all of your real estate investment needs.

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## INVESTOR TOOL KIT

We have the right tools for the job.

LEASES

RENTAL APPLICATIONS

CREDIT CHECKS

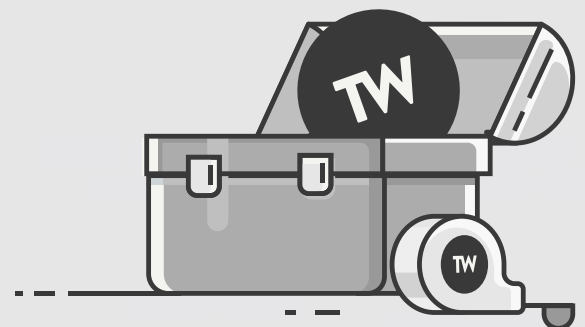
ASSISTANCE WITH SOURCING TENANTS

FINANCIAL MODELS

OFF MARKET OPPORTUNITIES

PROPERTY ANALYSIS SPREADSHEETS

NETWORK OF INDUSTRY EXPERTS  
& TRADESPEOPLE



# WHY USE A TRILLIUMWEST AGENT?

## WE KNOW INVESTMENT PROPERTIES

When it comes to investment property, we help take your game to another level.

Working with Realtors® who are in sync with the word on the street gives you that elusive inside investment edge. We relentlessly study the local landlord landscape so that you always have the most accurate lay of the investment land.

A knowledgeable Realtor® that focuses specifically on investment properties is keenly aware of exact market trends. We can be valued advisors on timing, what the next hot neighbourhoods are, and where we see the biggest future gains.

But the partnership doesn't stop there. We advise on important market rents, desirability, and always get you on the inside track with important niche markets. When purchasing investment properties for students, downsizers, multi-unit properties or pre-construction condos, you gotta talk to us first.

### TW | GUELPH

11-292 STONE ROAD  
GUELPH, ONTARIO  
N1G 3C4

### TW | KW

240 DUKE STREET WEST  
KITCHENER, ONTARIO  
N2H 3X6

226.314.1600

hello@trilliumwest.com

trilliumwest.com



*Leading* REAL ESTATE COMPANIES OF THE WORLD™  
**TRILLIUMWEST**  
REAL ESTATE BROKERAGE