

Message from the President...

Here is a recent newspaper headline "**Rental market booms as house prices slide.**"

The first sentence says it all "Demand for rental properties is at record levels as people delay plans to buy their own homes because of the downturn in the housing market."

The National Association of Home Builders (NAHB) is reporting new condo and multifamily units being built is UP, almost 16% over last year.

What does this mean? It means the rental market is strong and appears that it will remain strong for years to come as builders are shifting their focus to multifamily versus single family homes.

The mortgage meltdown has left many people who would normally buy forced to remain as renters until the mortgage market returns.

If you have a home on the market and it is not selling, it's time to consider renting and generating some cash flow to cover your mortgage while you wait until the "for sale" market recovers.

For this reason, we at Del Val have started our "**Rent Now - Sell Later**" program.

Under this new program, we will work with home owners who have been unable to sell in today's market to design a strategy where we rent for a period of time to offset mortgage costs, but will sell as soon as the market returns.

The advantages of the program are obvious in that the home owner is taking what the market wants to give. You're renting when the rental market is strong and are NOT being forced to sell into a weak "buyers market". Then we reverse our position in 12 to 24 months when the "for sale market" is back and we sell into the stronger "for sale" market.

The recent trends in the real estate market are not going to change quickly and the "**Rent Now - Sell Later**" program is designed to help home owners maximize their money by taking advantages of today's trends.

Have a great day and, as always, if you have questions, feel free to call me at 610-240-9885.

Mike Lautensack

President
Del Val Property Management LLC

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Flipping Houses, Rehabbing, and Landlording: Who Makes the Most Money Investing in Real Estate?

There are many ways to make money in real estate. Two popular and proven ways are flipping houses and landlording. Often, both of these methods involve fixing or rehabbing the property for higher profits.

Flipping Houses to Make Money

House flippers pick up property at a low price and quickly turn it for a profit. Different strategies for flipping houses include:

Assigning Contracts: Many investors find a bargain house owned by a desperate seller and get a purchase contract. Then they sell the contract to another investor or to a owner-occupant home owner. This method requires great negotiating skills and knowledge of the current market. You must know how to move the contract or you will not make money and unfairly tie up the home owner. Successful flippers repeat the system over and over: market, get contract, assign--and make modest gains on each transaction. This method helps beginning investors make quick money to get a bankroll to buy more houses.

Buy Ugly Houses, Fix and Flip: Another flipping method is to purchase bargain property either with financing or cash. In this strategy, the flipper becomes the fixer and makes the money that the investor would make in the "turning contracts" system.

Buy Pretty Houses and Flip: Not all bargain houses are fixers. You can find sellers whose homes are in perfect condition but their personal life makes keeping the house impossible. The key

to getting a pretty house from a needy seller is to be ready to cash the seller out with pre-arranged financing or cash.

Landlording to Make a Fortune

Wealthy real estate investors buy properties as long term investments. Rent brings in a consistent, positive cash flow if the properties are purchased at the right price and rented for maximum profits. Investors frequently fix up the properties for higher rents. Not only do the landlords receive cash flow each month, they get tenants to pay the mortgage for them and, over time the value of the property appreciates.

Both flipping and landlording make money when you buy low, rent smart, and sell for top dollar. However, over time, landlords make the fortunes investing in real estate.

Get Your Philadelphia Business and Rental Licenses

Del Val will assist you in obtaining your required licenses and certification for Philadelphia properties. These include:

- Philadelphia Business Privilege Tax Number;
- Rental Licenses;
- PGW Landlord Cooperation Act; and
- Rental Suitability Certificate.

We will complete all the paper work and file each piece to be sure you are in full compliance with the city requirements. Also keep in mind, the City of Philadelphia will not allow you to evict a tenant without your Business Privilege Tax Number and Rental Licenses.

For more info go to...

<http://www.delvalproperty.com/custom/index.cfm?id=116170&CFID=8944152&CFTOKEN=60753684&jsessionid=9830931b3d76f102a19866365d5b34744522>

Property Management for Philadelphia Real Estate Investors - Meeting July 14, 2009

We are starting a Property Management Meet-up group where we will be teaching state of the art "best practices" for real estate investors who want to manage their properties for cash flow and long-term wealth.

We will have monthly speakers on various topics including attorneys to talk about evictions, accountants to talk about tax matters and contractors to talk about maintenance issues.

Please RSVP by clicking below

<http://www.meetup.com/Property-Management-for-Real-Estate-Investors-Philadelphia/calendar/10455910/?a=cl>

Property Management for Philadelphia Real Estate Investors

*****Inaugural Meet-up*****

Tuesday, July 14, 2009 at 7:00PM

Learn the 5 Keys Steps to Managing your own Rental Properties including:

- How to find tenants using both online and offline Marketing Methods
- How to Screen Tenants to eliminate future headaches
- How to Properly Handle Security Deposits
- Discover the 5 key elements of a Owner-Friendly Lease
- How to Get tenants to stay after the first year

We will also have a Questions & Answer session.

See the full event details, including location, at <http://www.meetup.com/Property-Management-for-Real-Estate-Investors-Philadelphia/calendar/10455910/>.

Meet Jen Narvell...

Jennifer Narvell started with Del Val early this year and has the most difficult task of keeping our book and financial records in good order. Many of you may have interacted with Jen on billing or accounting questions.

Jen grew up in Wilmington Delaware where she graduated from Concord High School. After high school, she attended the PJA School, graduating in 2003 with a B.A. in Paralegal Studies.

After receiving her degree in Paralegal Studies, Jen worked for Parente Randolph, a large regional accounting firm with offices in PA, DE and NJ where she work in their bankruptcy practice. Her job duties including reviewing financial statements, accounting materials and cash flow statements on behalf of large creditors in an effort to recover monies through the bankruptcy process. It was a high pressure tight deadline position.

After Parente closed their bankruptcy department, Jen worked for a company in Wilmington, Delaware, where she worked as a General Manager for the Litigation, Arbitration and Bankruptcy division where she received hands on collection activity experience.

In her spare time, she enjoys shopping, traveling and spending time with her family.

Del Val Personnel Contact information

Mike Lautensack – General Questions
610-240-9885

Chip Robinson – Rent / Buy or Sell Questions
215-520-2888

Jen Narvell – Accounting/Bookkeeping
302-545-2284

Tom Ianelli – Maintenance Issues
215-834-4389

Terri Ulaner – Administrative Assistance
610-703-1737

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Del Val Properties for Sale

~~227 Stony Way, Norristown, Pa 19403~~

~~3 bed / 2.0 bath~~ **SOLD**

~~1,405 Sq. ft.~~

~~Monthly rent \$1,200~~

Asking Price \$149,500

**3123 Weymouth Street, Philadelphia, Pa
19134**

3 bed / 1.0 bath Row

900 Sq. ft.

Monthly rent \$625

Asking Price \$54,900

**Do you want your property listed here?
Call Chip at 215-520-2888**