



Memphis Invest

Memphis | Dallas | Houston | Oklahoma City | Little Rock | St. Louis | Tulsa



At Memphis Invest, we renovate single-family properties in Memphis, Dallas, Houston, Little Rock, Oklahoma City, and St. Louis. With 15+ years of experience, we have carefully chosen these markets, and designed a model that will provide the best experience for our clients. As a turnkey investment company, we purchase properties, renovate them, market the property, qualify a resident and provide property management - all with exceptional customer service!

MEMPHIS INVEST BY THE NUMBERS:



15 Years in the Turnkey Business



Total Employees: **95**



Over **30** Employees with **5+** Years of Experience Working at Memphis Invest



7 Years Running in Inc. 5000 Fastest Growing Companies



PROPERTY MANAGEMENT BY THE NUMBERS:

Properties Under Management: **5,000+**

Average Vacancy Rate: **<3%**

Annual Maintenance Cost: **<4%**

30-45 Average Days to Rent

Average Resident Length of Stay **4.7 Years**

2 Year Minimum Lease Term

Percentage of Residents Who Renew Their First Lease: **87%**

Less than **1%** Eviction Rate



PROPERTY MANAGEMENT FEE INFORMATION:

1st Month of Lease Kept as Placement Fee for New Resident

10% of Collected Rent

15% Surcharge on Maintenance Performed

\$250 Renewal Fee on Extended Leases



INVESTORS WHO OWN 5 OR MORE HOUSES (THE WOW GROUP):

Reduced Monthly Management Fee

Annual Portfolio Analysis Delivered Q1 of Each Year

Preferred Rent Payment Schedule



OUR MARKETS BY THE NUMBERS:

MEMPHIS, TN

Average Price Point:

\$130,000 - \$160,000

Average Rent Range:

\$900 - \$1,400/month

LITTLE ROCK, AR

Average Price Point:

\$130,000 - \$160,000

Average Rent Range:

\$900 - \$1,400/month

OKLAHOMA CITY, OK

Average Price Point:

\$140,000 - \$170,000

Average Rent Range:

\$1,100 - \$1,600/month

HOUSTON, TX

Average Price Point:

\$160,000 - \$190,000

Average Rent Range:

\$1,400 - \$1,600/month

DALLAS, TX

Average Price Point:

\$160,000 - \$190,000

Average Rent Range:

\$1,400 - \$1,600/month

ST. LOUIS, MO

Average Price Point:

coming soon!

Average Rent Range:

coming soon!

TULSA, OK

Average Price Point:

coming soon!

Average Rent Range:

coming soon!



AVERAGE NET RETURNS FOR INVESTORS:

Net of Insurance, Taxes and Property Management Fees

Cash Purchase: **6 - 7%** Leveraged Purchase: **10 - 12%**



AVERAGE RENT TO PRICE RATIO: .7 -.8%



WHAT YOU NEED TO KNOW ABOUT US:

Prior to our first call, it would be productive to cover a few basics to determine if we would be a good fit for you as a company, and if you would be a good fit for us as a client:

1. Memphis Invest offers turnkey properties in Memphis, Dallas, Houston, Oklahoma City, and Little Rock. We purchase distressed properties, rehab them well beyond your typical rental property, and then we offer them to our clients for purchase. We also do all of our own property management, so as soon as the property is finished with rehab our rental team begins showing the property to prospective residents. Our company gives investors the opportunity to build a portfolio of properties that is balanced across multiple price points as well as geographically diversified.
2. We define ourselves as a “portfolio management company”, and that means that we work exclusively with clients who are building portfolios. To us, building a portfolio means owning at least 3 properties at a minimum, ideally 5 properties or more. We have found that clients are more satisfied when they own have a larger portfolio.
3. We manage 5,000 single-family (exclusively- we do not do multi-family) properties, and we do not manage outside properties that were not purchased from us. We want to devote our management resources towards taking care of the clients who invested with us.
4. Our property management company is most likely the best in the entire United States. Our average resident stays 4.7 years after initially signing a two year lease. Almost 90% of our residents extend their lease at least one time beyond the first two years. By focusing on customer service for the families that rent our properties equally as much as we focus on the clients who own the properties we manage, we have created an environment that keeps rentals in place longer.
5. Why do investors choose to invest with us? We have the best reputation and the most experience in the industry. In an area where most other companies are less than 5 years old, being around almost 15 years now makes us the “gray hairs” in the room, and that’s a powerful thing. We’ve been through multiple economic cycles and we know exactly what we are doing.
6. Another common reason why clients choose us is that we make it so simple for them to build a passive income portfolio across 5 different markets, all with streamlined communication through one point of contact (us!). Whether you own 5 properties in 1 of our markets, or 1 property in each of our 5 markets, you can almost never tell the difference because of how seamless we make the investment experience.
7. Our price points are almost exclusively between \$100k-200k. Memphis, Little Rock, and Oklahoma City are typically \$130-170k, and Dallas and Houston are typically \$150-200k.
8. The typical cash on cash return on our properties net of insurance, taxes, and property management fees is 7-8%, and the average leveraged net return is between 8-14% depending on the property and the financing structure taken on by the client.
9. Our average vacancy rate is around 3%, and our average maintenance per property is around 4% of gross rents. The industry average is close to twice as high.
10. We offer everything an out of state investor could ever need to build their portfolio, including financing partners (both 20% down conventional lenders and non-recourse lenders for those looking to leverage a self-directed IRA or solo 401k). If you have a preexisting relationship with a lender who has already closed an out-of-state investment property purchase for you, then that might be an option for you to use as well.
11. We have a group rate insurance policy in place that we negotiated on behalf of the 5,000 properties we manage. Clients tell us regularly that this policy saves them 10-20% compared to policies offered by mainstream insurance companies.



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CLICK HERE TO SCHEDULE YOUR CALL