



Hello all,

I'm not enjoying the winter so far so am excited about my upcoming trip to Belize right after Christmas. We will be spending almost 4 weeks



there assuming the flights go ahead. The first 3 weeks will be on the mainland and then we will be at the Hilton resort that is right down the street from my build on Ambergris Caye. Rates there are much more than staying on the mainland which is why I wanted to invest there.

My new house and tiny home garden suite in Edmonton are progressing slowly with the siding complete on the house and insulation being done. The house and tiny home garden suite have the trades coming in at different times which does not seem efficient.



Agreements for Sale (AFS)/ Vendor Financing

Agreements for sale are becoming very popular and in October EREIA had a speaker explain how she has used them to buy many

properties with little money down in Canada, the US and Mexico. I have recently done a few AFS deals so thought it was worth summarizing a couple of

examples.

An AFS deal is basically seller financing. The seller keeps title to the property so is the legal owner but the buyer has 100% beneficial ownership and therefore has full use of the property. My land in Belize purchases were done through AFS deals and were quite easy to understand in terms of structure since I purchased vacant land. I pay a down payment of 20% to the developer and then monthly payments for the rest of the purchase price. Until the land is paid for, I am the beneficial owner and once the land is paid for, title passes to me.

I also am selling a house with a garden suite in Edmonton using an AFS deal and that agreement covers a lot more detail since the property is already a rental property. Here are a few more details about how an AFS deal may be setup:

- The buyer is required to pay all expenses on the property and the agreement details what happens on default
- If the property is mortgaged,

the seller continues to pay the mortgage but is reimbursed by the buyer

- The agreement has a maturity date and the agreement details whether or not extension is an option
- The agreement spells out conditions on the buyer – for example: permit requirements, homeowner association in the area, payment of expenses
- There are also requirements on the seller – for example: not to put other financing on the property and to ensure they have title to the property and will transfer to the buyer at the end of the term

The agreement I have on my Edmonton property is about 11 pages long along with a purchase contract that states the purchase is by Agreement for Sale so it is critical to have both a realtor and a lawyer who understands how an AFS should work.

Websites, Newsletters and other Automations

Check out the website here: www.lbylrealestate.com

If you need help with newsletters, websites, Airbnb manuals or any type of automation, you can contact Lucas here: lbylsolutions@outlook.com



LbyL Real Estate

LOOK BEFORE YOU LEAP



Mogul Mastermind

Blueprints to Success in Real Estate Investing.

25

Real Estate Investing Sessions

Here is the information about upcoming real estate sessions in case you are interested:

Mogul Mastermind

In November the topic is Blueprints to Success in Real Estate Investing. Want to know the story behind the success? What steps have these successful real estate investors taken to achieve their goals of financial freedom?

Registration can be found here:

www.mogulmastermind.ca

You can view the prior month meeting here:

www.mogulmastermind.ca/last-meeting



YEGarden Suites

Bi-annual Deep Dive Workshops. Nov 17, 24 and Dec 1.

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Canada Backyard Housing Association
YEGARDEN SUITES

YEGarden Suites

One of the best resources in Edmonton for all things garden suites! The first session on Nov 17th was a great success and there you can still register for the session on Dec 1st if you are interested.

Here is a link to register:
www.eventbrite.ca



EREIA

International Investing.

09



Edmonton Real Estate Investors Association

Edmonton Real Estate Investor Association (EREIA)

This session will be online and as always will include a market update and news that affects real estate investors and I will be speaking about International Investing and the process to go through when investing in a place other than your home market.

I will explain some of challenges of investing in a different market and give tips of how I found the appropriate market to invest in as before investing in Belize I had planned on investing in Las Vegas.

Here is the link to check out the details and register:

www.meetup.com/revenue/



Linda Hayes

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LOOK BEFORE YOU LEAP

International Investing

Belize Update

My plan is progressing nicely with the seawall already started and permits for the build underway. One interesting difference is that in Belize, the builder has timing of the work in the contract and needs to do a change order if it will vary. Currently the plan calls for the seawall to be complete in December and the build to be done in March, 2021. My 400 SF unit with a loft was the first plan and now since the smaller Casita is less than \$35K USD to build I am going to have 2 units done rather than starting with just one. Later I have space for one more 400 SF unit and a pool and the site plan has been approved by the developer.

If you have any questions, you can reach out to my realtor, Trevor at trevor@belizeremax100.com and let him know you saw the details in my newsletter and he can help with questions you may have about the island.



Real Estate Guys Radio Show

You can find tons of valuable podcasts here:

www.realestateguysradio.com

A couple that I have on my agenda to listen to:

- [The New Reality of Retail Real Estate](#)
- [High-Yield Cash Flow without the Hassle – Real Estate Note Investing](#)

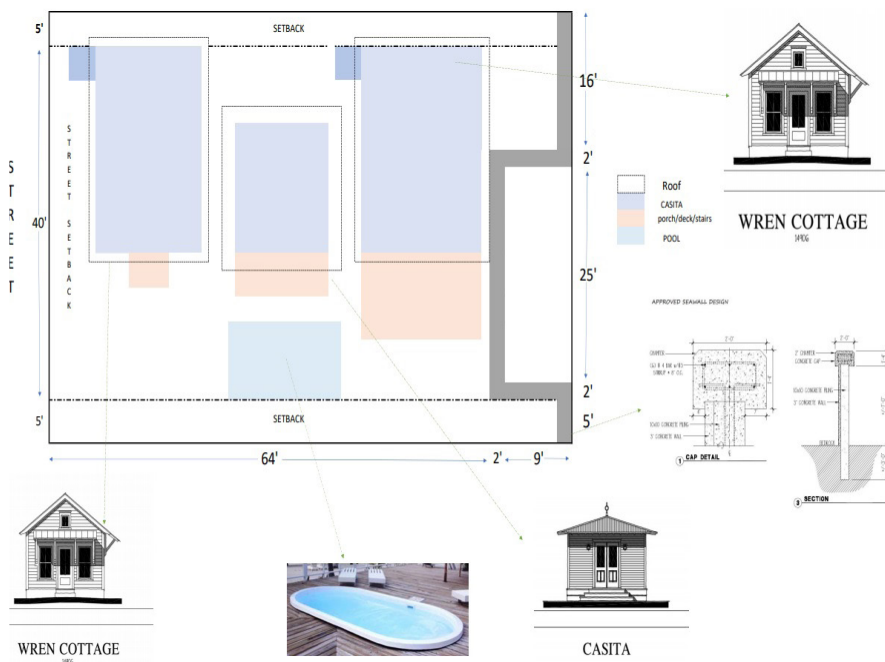


Consulting Work/Resources

In the past couple of months, I have had many people reach out to me for information on items that I often talk about in my newsletter. One was on the difference between basement suites and garden suites, another was on short-term rentals, quite a few were about Belize and one was on Tiny Homes. I will be starting to have videos on some of these topics available on my new website at www.lbylrealestate.com and there is already couple there – one that is based on the lunch and learn I have often done on real estate investing and one detailing why I switched from basement suites to garden suites.

If you have questions please reach out.

Happy investing everyone! Linda



Linda Hayes

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