



In This Issue



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**Real Estate
Builds Wealth!**

Real Estate 411 - FACTS

More millionaires are made through real estate than in any other industry!

FACT: 60% of homeowner's wealth is from the equity they have built in their home.

FACT: The average homeowner's net worth is 46 times the net worth of the average renter.

FACT: During the last three decades, home values have increased an average of more than 6.0% per year.

FACT: There have been more millionaires made through real estate than through any other wealth building medium anywhere in the world!

Real Estate Builds Wealth!

Real Estate 411 - TIPS

Can the average person really build wealth with real estate?

TIP: Utilize a long-term growth strategy

TIP: Buy then sell to make a quick profit

TIP: Hold properties over a long period of time

TIP: Never run out of money! Spend less and save more

There have been more millionaires made through real estate than through any other wealth building medium anywhere in the world. It is based on one simple premise. That premise is the cost of land which appreciates through time. You cannot build more of it because there is a finite amount of it. As the demand for the land increases, so does its value. The world population is growing by leaps and bounds and people need places to live. As cities grow, land gets developed; the infrastructure built around it raises the value of the land a great deal because of its increased utility. The location of plot of land and the building situated on it also increase in value due to the demand.

**Can an average person do this? The answer is yes.
What do you have to do?**

1. You must work to have an income
2. You must keep that income
3. You must put savings program on cruise control, in other words, make your money, make money

Some choose to *utilize a long term growth strategy* by buying single family and multi-unit properties, renting them out and letting them appreciate thru time.

Others prefer to *buy and sell to make a quick profit* and then repeat the process over again. This strategy works on the basis of finding properties below their market value and selling them at market value for a profit. A variation of this is to buy properties and make improvements on the building or land and then sell at a higher value. Or you can *hold properties over a long period of time* and watch your investment grow!

A wealth of housing data clearly demonstrates that housing is a good long-term investment. According to a study by the U.S. Department of Housing and Urban Development, 60 percent of a homeowner's wealth is from the equity they have built in their home. A Federal Reserve study has shown that the average homeowner's net worth is 46 times the net worth of the average renter.

You might be wondering if buying a home right now is a smart financial decision. The fact is, homeownership is key to building long-term wealth, no matter when someone buys. Studies show that, over time, most homeowners will steadily build equity. For example, during the past three decades, home values have increased an average of more than 6.0% per year*.

If you're one of the five million people who list their home for sale this year, it has been shown that when it comes to selling a home, you're better off using a real estate professional. Someone who can get the job done in half the time and can sell it for more than if you sold it on your own. That's because CENTURY 21 Judge Fite Real Estate Associates are experts—they have extensive experience staging the home, marketing it, showing it and attracting qualified buyers to view it. They can explain options in your area that best fit your situation. Every market is different, contact a real estate professional before you embark on buying or selling real estate.

*NAR existing home sales historic series.



"Wealth can easily be built in real estate. If you are patient, careful to buy right and maintain your properties...owning properties is a great way to accumulate wealth, and today's market provides many great opportunities for the careful investor."

2-Minute 411 with Jim Fite

Jim Fite shares his thoughts on building wealth with real estate...

When it comes to acquiring wealth, achieving financial independence is a key component. How do you achieve financial independence? We all probably have a different definition or dream in our heads, but to keep it simple, it's when your passive income and your income from your portfolio, or investments, are greater than your expenses. The key to reaching this point is to start investing wisely and there is no better investment than real estate.

Many people choose to invest their money in the stock market. And while stocks can be a lucrative way to improving your financial situation, there is a better method. Stability is key, and stocks just can't hang with real estate. When you purchase real estate as an investment you can easily get more for your money.

One of the best reasons to invest in real estate is leverage. With stocks, \$200,000 will buy you exactly \$200,000 worth of stocks, no more, no less. However with real estate, that same \$200,000 can easily buy you as much as \$1,000,000 worth of property, leveraged and putting 20% down. If both of these investments increase in value by 10% you will have only a 10% return on your stock money and a 50% return on the money you invested in real estate!

How to build wealth in two easy steps:

Step 1 – Spend less than you make

Step 2 – Invest the difference of what you earn and spend

Set a goal of buying 1 investment property per year – then do it! Imagine owning 30 rental homes in 30 years worth millions of dollars! This is the way you build wealth. Let the tenants buy your real estate for you!

Note: When investing in Real Estate, always keep a supply of cash available for those rainy days.

Contact us today to find out more about how to get started building wealth through real estate!

800-451-8055

www.C21JudgeFite.com

We are spreading the word that "Real Estate is GREAT! at CENTURY 21 Judge Fite Company". There is real estate to be bought and sold in the Dallas/Fort Worth Metroplex and we are doing it! Join us in spreading the word that real estate really is GREAT here in our market.

Each month we will deliver a new Real Estate 411 that will give you INFORMATION you need to know. REAL ESTATE 411 will deliver GOOD NEWS about what is happening here at CENTURY 21 Judge Fite Company and in our local real estate market.