



DAVID MONROE, CCIM

Multifamily Investment and Strategic Partnership

UNDERWRITING WITH RISING INTEREST RATES

Today's Objectives

- ✓ **Where Are Interest Rates - Where Are They Going**
- ✓ **How Interest Rates Affect Value**
- ✓ **How to Determine Your Risk**
- ✓ **Using Proper Underwriting Assumptions**
- ✓ **So Now What Do I Do**



DAVID MONROE, CCIM

David@DavidMonroeCCIM.com

- ✓ **Multifamily Investor and Strategic Partner**
- ✓ **Certified CCIM Market Analysis Instructor**
- ✓ **CCIM Technology Board 2021-2023**
- ✓ **CCIM Foundations Board 2021-2023**
- ✓ **CCIM Ward Center Committee Chair 2023**
- ✓ **Founder Of Strategic Partnering Community**
- ✓ **Former Syndicator Now Strategic Partner**
- ✓ **Owned a Property Management Company**



Where Are Interest Rates - Where Are They Going

Interest Rates - Now

- ✓ **Fed Funds Rate**
- ✓ **2yr Treasury Bill**
- ✓ **10yr Treasury Bill**
- ✓ **Freddie Mac**
- ✓ **WSJ Prime Rate**

Interest Rates... Where Are They Going

How Interest Rates Affect Value

How Interest Rates Affect Value

- ✓ **Expected Rate of Return**
 - ✓ **Lower Interest Rate**
 - ✓ **Higher Interest Rate**
- ✓ **Cash Flow's Affect On IRR**
- ✓ **Cap Rate Today vs Tomorrow**

How to Determine Your Risk

How to Determine Your Risk

- ✓ **Discount Rate**
 - ✓ **Desired IRR**
- ✓ **Net Present Value (NPV)**
 - ✓ **Investment Value - Equity Required**
- ✓ **How Much We Can Pay For The Property**
 - ✓ **Purchase Price + NPV(Positive or Negative)**

Using Proper Underwriting Assumptions

Underwriting Assumptions

- ✓ **Projected Rents**
- ✓ **Vacancy**
- ✓ **Income Growth**
- ✓ **Expense Growth**
- ✓ **Loan Assumptions**
- ✓ **Exit Cap Rate**

So Now What Do I Do

Now What?

- ✓ **Sit On The Sidelines**
- ✓ **Continue To Underwrite Deals**
- ✓ **Raise Capital For The Future**
- ✓ **Strategic Partnering**

**What If You Had Someone
That Would **HELP** You
Underwrite All Your Deals**

And...

**You Had All The Tools Needed To
Help You Be Successful And Help
Using Them**

**Belong To A Network Of Like-Minded
People Working Towards Similar
Goals Of All Experience Levels**

**And Reduce The Time, Effort, And
Energy Of Doing It On Your Own**

And...

**You Had Access To A 14 Module
Workshop To Show You How To
Build A Team, Find Opportunities,
And Underwrite The Deal And Market**

And...

**If That Wasn't Enough... How About
1-on-1 Support, **ANYTIME** You Need It**

And...

NO, It Doesn't Cost \$25K+

INTRODUCING...



— ★ ★ ★ —

STRATEGIC PARTNERING

A Group **Mentoring** Network

Designed To **Help YOU Invest In
Your 1st Or Next Multifamily Deal**

**Here's A Detailed Breakdown
So, You **Understand** What's Included**

**You Will Get Access To The 14 Module
Strategic Partnering Workshop
Where You Will Learn...**

Strategic Partnering Workshop:

- ✓ **Module 1 - Begin With The End In Mind**
- ✓ **Module 2 - The Big Lie (Strategic Partnering)**
- ✓ **Module 3 - Building Relationships**
- ✓ **Module 4 - Underwriting - The Market**
 - ✓ **Part 1 - Identify Your Market(s)**
 - ✓ **Part 2 - Current Economic Base**
 - ✓ **Part 3 - Future Economic Base And Demand/Supply Analysis**
 - ✓ **Part 4 - Competitive Advantage and Market Cycles**

Strategic Partnering Workshop:

- ✓ **Module 5 – Finding Opportunities**
- ✓ **Module 6- Underwriting The Deal**
 - ✓ **Part 1 – Underwriting Fundamentals And Definitions**
 - ✓ **Part 2 – Verifying Assumptions**
 - ✓ **Part 3 – Financial Analysis**
- ✓ **Module 7 – Negotiations And LOI**
- ✓ **Module 8 – Due Diligence**

Strategic Partnering Workshop:

- ✓ **Module 9 – Raising Capital**
 - ✓ **Part 1 – Understanding Syndications**
 - ✓ **Part 2 – Offering Summary**
- ✓ **Module 10 – Getting A Loan**
- ✓ **Module 11 – Property Management**
 - ✓ **Part 1 – Understanding Operations**
 - ✓ **Part 2 – Property Management Questionnaire**

Strategic Partnering Workshop:

- ✓ **Module 12 - Closing The Deal**
- ✓ **Module 13 - Asset Management**
- ✓ **Module 14 - Exit Strategy**

There Will Be **Homework Between Each
Session To Keep You Moving Forward**

This **Live Class Started On
February 18th And Will Go Until August**

The Multifamily

Underwriting Case Study

Underwriting Case Study:

- ✓ **Week 1 - Identify The Market**
- ✓ **Week 2 - Build Relationships With Brokers And Owners**
- ✓ **Week 3 - Identify Assumptions**
- ✓ **Week 4 - Underwrite The Deal**
- ✓ **Week 5 - Submit LOI**

You're Also Going To Get Access To Strategic Partnering Labs

Strategic Partnering Labs:

- ✓ **Property Management Documents**
- ✓ **Syndication Documents**
- ✓ **Project Management Documents**
- ✓ **Due Diligence Documents**
- ✓ **Marketing Documents**

Strategic Partnering Labs:

- ✓ **Underwriting Tools – Deal and Market**
- ✓ **Pitch Deck Template (Offering Summary)**
- ✓ **Transaction Templates – LOI**
- ✓ **Property And Contact Information In Your Markets**
- ✓ **Investor and Business Contacts**
- ✓ **Quarterly Planner And Production Tracker**

You'll Also Get A **FREE Website
PLUS Training And Support To
Help You Generate Leads**

You're Going To Get Access To The Private Strategic Partnering Community

Strategic Partnering Community:

- ✓ **Build Relationships**
- ✓ **Find Potential Partners And Investors**
- ✓ **Ask Questions For Help**
- ✓ **List Opportunities**
- ✓ **Get Support For Underwriting**

**This Community Uses
Mighty Networks To
Communicate, Network,
And **Do Deals Together****

Strategic Partnering 2.0

If That Wasn't Enough, I will Help You...

I Will Help You:

- ✓ **Underwrite Your Deals**
- ✓ **Pull Demand And Supply Data**
- ✓ **Connect You To JV Partners**
- ✓ **Connect You To Sponsors**
- ✓ **Connect You To Key Principals**
- ✓ **Find Passive Investors**

**You Will Have The Ability To Request
CoStar And STDB Reports For
Calculating Demand And Supply and
Underwriting Your Deals**

Every Monday We Have The **Goal Setting** Workshop

Every Thursday We Have **Weekly
Q&A And **Networking****

Every Sunday I Teach A Module Of The **Strategic Partnering Workshop**

Why Stop There...

**I Will Give You 1-On-1 Support
ANYTIME You Need It**

Personal Support:

- ✓ **Voxer**
- ✓ **Social Media Direct Message**
- ✓ **Email**

**There Are Many Communities Charging
Over \$25K A Year For **Only Half** Of
What We Have In Strategic Partnering**

**BUT – I Wanted To Break Down The
Barrier Of Entry Into An Investing And
Mentoring Community Like This**

**Right Now... For The Participants Of This
Intensive, I'm Offering The Strategic
Partnering Community **For LIFE...****

ONLY \$2,997

Due To The Launch Of Strategic Partnering 2.0

**After Thursday At Midnight Eastern The
Price Will Be \$4,997 Year**

COUPON CODE:
sp2-pre-launch

AGAIN... FOR LIFE!

Financially Challenged?
david@davidmonroeccim.com

BUT...

This Offer Is ONLY Good For 5 Days

AND... There's An Unconditional, **NO
QUESTIONS ASKED, 30 Day Money
Back Guarantee**

So, There Is Literally Zero Risk

AS A BONUS...

Your Business Partner/Spouse **(FREE)**

Let's Recap

- ✓ **Multifamily Underwriting Case Study - \$997**
- ✓ **Strategic Partnering Workshop - \$1,997**
- ✓ **Strategic Partnering Labs - \$9,997**
- ✓ **Strategic Partnering Community - \$9,997**
- ✓ **Personal Mentoring And Support - \$9,997**
- ✓ **Weekly Q&A And Goal Setting Workshops - \$4,997**
- ✓ **Your Business Partner/Spouse (FREE) - Priceless**

THAT'S \$37,982 IN REAL VALUE

FOR ONLY \$2,997

Due To The Launch Of **Strategic Partnering 2.0**

After **Sunday At Midnight Eastern The
Price Will Be \$4,997**

COUPON CODE:
sp2-pre-launch

**AND Don't Forget The Unconditional,
NO QUESTIONS ASKED, 30 Day Money
Back Guarantee If You're Not Satisfied**

BRING YOUR PARTNER OR SPOUSE

FREE

ONLY For 5 Days



If you want to be part of the **Strategic Partnering Community** and get access for LIFE, **CLICK THE LINK BELOW** to claim your access TONIGHT...

<https://www.strategicpartneringcommunity.com/sp2-checkout>

Q&A