

Realtors

We are always looking for Realtors that are professional, seasoned, confident, independent, and have a proven track record. Realtors must have a firm grasp of the local economy, market trends, be well connected within the community and have access to local banks, politicians, and other agencies.

The Realtor is expected to sign a Non-Circumvent Non-Disclosure Agreement with API Group, Inc., make hundreds of offers, have good organization skills, and be ready and willing to supply regular studies, projections, and charts & graphs to assist with investment decisions. The Realtor must also be willing to take the lead with regards to which communities to invest, and decipher good deals from bad deals based on our criteria. Some working knowledge of home improvement is also a plus.

API Group, Inc. purchases 100+ properties per year nationwide usually on a cash basis. Some are slated for immediate resale while others held as rentals for longer periods of time. Based on our experience, it is possible to make a substantial income whether the market is rapidly appreciating, depreciating, or flat. Bottom line is we are always looking for opportunities! Therefore, we need realtors that are always looking for properties with upside potential as well.

Rental property criteria:

- Must be break-even or positive cash flow (after utilities, HOA dues, & 8% property management expense) with 10% down, 30-year PITI loan at 7.5%. If less than break-even, properties must be in communities poised for appreciation in the short-term.

Rehab property criteria:

- Must be 30%+ under current improved market (market value determined by closed sales in the past three months) and allow minimum of 10% (but not less than \$20K) net profit margin at resale after buying costs, selling costs, fix-up costs, and four month applicable carrying costs. Cost of improving property is irrelevant as long as profit margins are met.

Other opportunities include REOs, NODs, short sales, and neighborhoods/communities with high vacancies (i.e. redevelopment need, damage by natural disaster, and other circumstances), and on rare occasion the MLS.

Although these criteria are extensive, it provides the Realtor an opportunity to expand his/her business exponentially given the proper work ethic, organization, and focus. Please contact us if you are interested in pursuing this endeavor with us and wish to discuss further.