

# BALTIMORE REIA

THE BALTIMORE REAL ESTATE INVESTORS ASSOCIATION

*Helping each other succeed for over 25 years!*



## ***He's No Wizard, But He Might As Well Be***

**By “Lucky Larry” Blizzard**



I've been hearing a lot of questions lately.

“What is going to happen with the new administration?”

“Interest rates are inching up. How will that affect real estate in the next year?”

“Do you think it's a good time to get into real estate investing?”

Well, I am sure one of three things is going to happen. The market is going to increase, it's going to decline, or it's going to stay the same.

That's my scientific answer. To make it more clear...

**To the true real estate entrepreneur who is really in the business, it doesn't matter what the market does.**

Who is really *not* in this business? The real estate agents, mortgage lenders, bankers, and the vast field of vendors, i.e., contractors, title companies, suppliers of materials, and more. If the market slows or stops due to interest rate hikes, a government tax change, overbuilding after a peak, or an unforeseen war, these individuals' lives and incomes will be seriously affected. Their incomes are directly linked to the real estate market moving.

True real estate entrepreneurs, on the other hand, can change their business as the market changes:

- If the bank tightens up lending, they find ways to secure private funding or structure favorable seller financing.
- If housing sales flat-out stop, they put together lease options to sell their houses to buyers who may not qualify now but can in the future. They work to clean up the buyers' credit and sell the houses once the buyers are qualified.
- They go against the grain and develop their own way of conducting business, instead of following the crowd. They find new ways to locate and structure deals they can sell to other investors.
- They produce their own energy to go into the marketplace and see what is and isn't working, and they change course as needed.
- They associate with other successful investors, read plenty of books, and fly across the country for a weekend seminar just to get a tip that could increase their knowledge.

### **Bring on the recession**

Want an example of contrary thinking? The buy-and-hold investor actually *hopes* we have a backbreaking recession. Why? Because as long as we have jobs, people will be losing their houses and needing places to rent. Property taxes may go down as prices decline. There will be more houses to buy at our prices. Labor will be cheaper. Think about it: a bad market really won't affect landlords. They aren't usually selling.

### **And now, about that wizard**

I tell my colleague and friend Joe DiMaggio, a veteran investor of more than 30 years, that he's no wizard, but he might as well be. Joe has ridden many real estate market cycles since starting out in 1985. He rode through the booms, busts, low interest rates, high interest rates, sellers' markets, buyers' markets, landlord-friendly court systems, tenant-friendly court systems—you name it, Joe has seen it!

If you want to learn from guys like Joe, Baltimore REIA is the place to do it. Attend meetings and classes. Learn new techniques. Discover what you don't know, then go and learn it. Before you invest in real estate, take time to invest in *yourself*.

As my good friend Mike Cantu says about dealing with sellers and structuring deals, "What comes out of my mouth determines what goes into my bank account."

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**If you haven't taken Larry Blizzard's and Joe DiMaggio's "Street-Smart Secrets" class, you're missing one of the best classes ever.** To see how two top investors make this business work, attend their next class on Saturday, January 21. Visit <http://www.baltimorereia.com/street-smart-secrets-default/> now to learn more about the class. **Sign up by January 11 and you'll save \$100!**

**About "Lucky Larry" Blizzard:** Larry has been buying, renovating, renting, and wholesaling Baltimore-area real estate for over 25 years. He has picked up the nickname "Kitchen Table Negotiator" for his skill in creating deals with homeowners.

In addition to teaching the "Street-Smart Secrets" class with Joe DiMaggio, Larry also moderates the [Strategies Harford Meeting](#) along with Gary Kenner and Everson Travers, Jr.

Larry loves to talk real estate. Reach him at [Larry@BaltimoreREIA.com](mailto:Larry@BaltimoreREIA.com).