



INVEST  
**BEYOND**  
MULTIFAMILY

2023

# FALL CONFERENCE

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October 11-13th  
Cincinnati, OH

# MEET THE TEAM



**Ash Patel**

Managing Partner

Ash Patel left a 15 year long corporate career and has been a full time Commercial Real Estate Investor for over 10 years. He is a value add investor and has purchased retail, warehouse, flex, office, industrial, land, mixed use, medical, restaurants and has done ground up development. From vacant buildings to fully leased NNN properties, the consistent theme is extraordinary returns. He is a hands on property manager and also teaches others how to invest in non-residential commercial property through his Mastermind at Invest Beyond Multifamily.



**Rinku Patel**

Managing Partner

Rinku Patel is a seasoned CRE professional with 19 years of experience. Over the years, she has closed \$300mm in value-add assets with a public company before branching out on her own. Based in Atlanta, Rinku manages a portfolio of properties and has added \$7.0M in value through her last three transactions. Her focus is on finding properties with significant value-add opportunities. High returns and a love of CRE have ignited Rinku's passion for this industry. She is also a champion of education and mentoring women to become leaders in CRE



**Arti Shah**

Managing Partner

Arti Shah has been a leader in the real estate industry for over 10 years. She has a background in financial valuation and consulting and graduated with an MBA from the University of Chicago. As Director of Investments for a real estate family office, Arti has led several ground-up development projects and expanded multiple operating businesses, such as self-storage and multi-family. She evaluates private equity and venture capital deals and is currently focused on expanding her personal real estate portfolio. Arti is passionate about helping others learn how to succeed in the commercial real estate space.

# MEET THE SPEAKERS



**Nate Barger**

Real Estate Entrepreneur

Nate Barger is a Real Estate Entrepreneur with almost 20 years of experience. Nate is a master of scaling and has flipped over 3500 units and currently holds 1800 units. He went from being a drug dealer and serving time in prison to now mentoring others. Nate manages the BRRRR facebook group with over 200,000 members and leads the BRRRR Invest Academy where he shows others how to scale all the way up to purchasing hotels.



**Joe Fairless**

Managing Partner  
Ashcroft Capital

Joe Fairless is an accomplished real estate investor, author, and podcast host, recognized for his expertise in multifamily real estate investing. He founded Ashcroft Capital, a national real estate investment firm, and serves as its managing partner. With his bestselling book, "Best Real Estate Investing Advice Ever," and his highly popular podcast, Joe has become a trusted authority, inspiring and guiding aspiring investors to achieve success in the real estate industry.



# Fall Conference Schedule

Accelerate Your Real Estate Journey: Mastering the Art of Scaling

October 11th-13th

Cincinnati, Ohio

<b>Wednesday</b> 6:30-9 PM	Complimentary Dinner/Networking	Firehouse Grill and Brewery
<b>Thursday</b> 8-9 AM	Breakfast/Networking	Delta Hotel Cincinnati
9:00-10:00 AM	New To Commercial Real Estate Investing With Ash Patel	Delta Hotel Cincinnati
10:00-11:00 AM	Deals Wins And Losses With Rinku Patel And Ash Patel	Delta Hotel Cincinnati
11:00-12:00 PM	Keynote: Scaling Responsibly With Joe Fairless	Delta Hotel Cincinnati
12:00-1:00 PM	Lunch/Networking	Delta Hotel Cincinnati
1:00-1:30 PM	Lending In Today's Environment With Ben Johnson	Delta Hotel Cincinnati
1:30-2:30 PM	CRE Lightning Round With Ash Patel, Arti Shah And Rinku Patel	Delta Hotel Cincinnati
3:00-4:00 PM	From Bankruptcy To Retirement In 3 Years With Nate Barger	Delta Hotel Cincinnati
4:00-4:30 PM	Title Insurance & Entity Transfers With John Bailey	Delta Hotel Cincinnati
4:30-5:30 PM	Live Deal Searching With Ash Patel	Delta Hotel Cincinnati
6:00-10:00 PM	Cocktail Reception	Delta Hotel Cincinnati
<b>Friday</b> 9:30 AM - 4:30 PM	Property Tours	Cincinnati Surrounding Area





## Anderson's Reading Mixed-Use

418 W Benson Ave Reading, OH 45215  
Pre-Purchase







## Demolition







## Framing Apartments



## Aparment Kitchen Concept



- \$420,000 Purchase Price
- 90% LTV
- \$1,500,000 ARV
- 12,000 Sq/Ft 2-Story Mixed-Use Building in Reading, OH
- Value-Add
  - Building Six Apartments On Second Floor
  - Adding Rentable Space By Converting Garage/Storage Space
  - Filling Vacant Commercial Space
  - Raising Current Tenant To Market Rent
  - Enforcing Previously Unenforced NNN Lease





## Tanh's Flex Space

35 Rockridge Road Englewood, OH

Exterior



## Interior



- 38,042 Sq-Ft Flex Industrial Center in Englewood, OH
- Housed Near 12,000,000 Sq/Ft of Development
  - Crocs, Amazon, P&G, Caterpillar
- Purchase Price \$2,300,000
- Year Built 1980
- Number of Buildings 1, Total Units 3
- Average Rent \$13/Sq-Ft
- 15% Cash on Cash at Purchase with 40% Vacancy





## Dayton Flex Building - Jason Stanley

2015 Dryden Rd Moraine, OH  
Exterior



## Interior



- Auction Purchase Price: \$150,000
- 90 Day Cash Out Refinance: \$90,000 = 100% of Down Payment + \$60k Roof Replacement
- 2022 Revenue: \$73,200
- 2022 Expenses: \$34,851
- NOI: \$38,349
- 8 Cap Value: \$479,000





**Robel's Office Building**  
2555 S Dixie Dr Kettering, OH  
Exterior





## Interior



- 25,000 Sq/Ft Office Building In Kettering, OH
- Purchase Price: \$1,200,000, 20% Down Payment, 6.7% Interest
- Cash on Cash at Inception: 30%
- Cash On Cash After Value Add: 47%
- Value Add:
  - Bring Up All of The Leases to Market Rent
    - Increasing Rents by \$3,500 Per Month Over 27 Tenants
      - Average Increase Of \$129/Unit
        - Still Under Market Rent