



## MAXIM BAGINSKIY

REAL ESTATE BROKER/INVESTMENT ADVISOR

EMAIL: [mbaginskiy@gmail.com](mailto:mbaginskiy@gmail.com)

PHONE: (416) 832-8343

FAX: (416) 981-7710

WWW.REMLIS.CA

Right at Home Realty Brokerage Inc., 905-695-7888

Earlier this year, I have already familiarized the readers with the investment strategy which is similar to purchasing bonds with a fixed interest rate. Obtaining real estate in this way "guarantees rent." For those who have not read my previous publications, I will briefly summarize how this program works.

You obtain real estate from the developer at the excavation stage, making a deposit of around 15% of the cost of the real estate. Generally, the real estate is located in an area that has high rent prices and a sufficient shortage of rent spaces. Especially popular is student housing, located in close proximity to large universities. Upon completion of construction, the developer – having made a contract with the university or hospital – automatically gives the apartment for rent. The contract for the purchase of the apartment from the developer includes a "Guaranteed Rent" option; upon completion of construction, the developer transfers a pre-determined monthly fee to your bank account regardless of whether your apartment is up for rent or not. Thus, you have a guaranteed income which eliminates downtime property and force majeure circumstances related to not paid for rent. Furthermore, you are able to calculate the profit of the project beforehand and do not pay the agent's commissions for the real estate for the search of a tenant. All of these services are the responsibility of the developer – free of charge for the unit owner.

# ANNUAL PROFIT OF UP TO 40% - WITHOUT WORRIES!

Moreover, usually in the first two years upon completion of the project, the developer provides free management of the real estate. When the time period agreed upon in the contract comes to an end, the unit owner pays merely a symbolic sum of \$50-70 per month.

The location of the projects being close to universities is not an accident. The rent prices in these areas are usually so high that the guaranteed rent received from the developer covers all expenses related to the real estate, pays off your mortgage for the unit, and even leaves you with a certain sum at the end – the so-called "Cash Flow." In addition, real estate has historically experienced a constant increase in value, and although in the short-run it can vary, it is easy to calculate for the long-run.

If we take data of the price of Canadian real estate in the last 50 years and display it in a graph, we will easily see the annual 4-6% increase, depending on the region that the real estate is located in. The profit from such projects is approximately 40% annually on

the deposited amount. These projects are especially popular amongst investors, and are often sold out instantly.

We work directly with the company "IN8 Development" – the largest developer of student housing in various regions in Canada – and have the opportunity to sell such projects before their official release to the public market. In the past year we participated in the implementation of several student complexes of the "Sage" series in Waterloo. We would now like to bring your attention to the project called "Sageprestige" in Kingston. We are confident that the new project of "IN8 Development" will be just as successful as all the others. I believe that the numbers presented below heavily point to the success of this project.

## sageprestige

IN KINGSTON



sageprestige  
IN KINGSTON



The price with a large discount from \$193, 990 to \$344, 990.

Guaranteed rent from \$1000 to \$2000 per month, depending on the apartment.

Free management for 2 years after construction.

Deposit of 15% from the cost and the opportunity to give \$1000 per month.

Free re-selling of contract.

How your money works. (Table 1 and 2).

## KINGSTON:

A city approximately a two-hour drive away from Toronto.

Population: 123, 000; 50, 000 of which are students.

Educational Spaces: Queens University, St Lawrence College, Royal Military College of Canada.

Three large hospitals training more than 10, 000 residents annually.

## QUEENS UNIVERSITY:

Student population: 32, 000, 95% are not residents of Kingston. Spots available on campus: 4,500.

The largest proportion of students from families with a high income than in any university in Canada.

The medical school is rated 4th best in Canada.

The Queens MBA program is considered one of the world's best.

The Smith School of Business takes a rating of 2nd best in Canada.

## KINGSTON REAL ESTATE

A limited amount of comfortable condo-apartments.

The majority of students live in uncomfortable private homes reconstructed as student housing with 6-8 rooms, one kitchen, and 2-3 bathrooms. They are located within a 20-30 minute radius of the university. The price for a room for one person is no less than \$750.

Kingston has a vacancy rate of 0.3% – the lowest in Canada. As a comparison, Toronto has 1.6%.

## «SAGEPRESTIGE CONDOS»

Location: Kingston Downtown Core, 10 minute walk to Queens University on the central street of the city.

Comfortable apartment, fitness centre, library, study rooms, movie theatre, billiard room, and cafeterias. Underground parking; 24-hour concierge.

Apartments are fully furnished including televisions and all necessary appliances.

Unique contract conditions – exclusively for our clients!!!

Sage Prestige 1 BR	
PURCHASE PRICE	\$240,990.00
DOWN PAYMENT	\$48,198.00
MONTHLY RENT	\$1,365.00
YEARLY RENT	\$16,380.00
MORTGAGE PER YEAR	\$9,120.00
PROPERTY TAXES	\$3,300.00
MAINTENANCE PER YEAR	\$1,392.00
TOTAL EXPENSES	\$13,812.00
NET CASH FLOW	\$2,568.00
PRINCIPLE PAID DOWN	\$4,380.00
CAPITAL APPRECIATION (6%)	\$14,460.00
TOTAL YEARLY INCOME	\$21,408.00
TOTAL ANNUAL ROI	44.41%

Table 1.

Sage Prestige 2 BR	
PURCHASE PRICE	\$344,990.00
DOWN PAYMENT	\$68,998.00
MONTHLY RENT	\$1,805.00
YEARLY RENT	\$21,660.00
MORTGAGE PER YEAR	\$13,050.00
PROPERTY TAXES	\$4,830.00
MAINTENANCE PER YEAR	\$2,145.00
TOTAL EXPENSES	\$20,025.00
NET CASH FLOW	\$1,635.00
PRINCIPLE PAID DOWN	\$6,270.00
CAPITAL APPRECIATION (6%)	\$20,700.00
TOTAL YEARLY INCOME	\$28,605.00
TOTAL ANNUAL ROI	41.45%

Table 2.