

# The Psychology of Investment





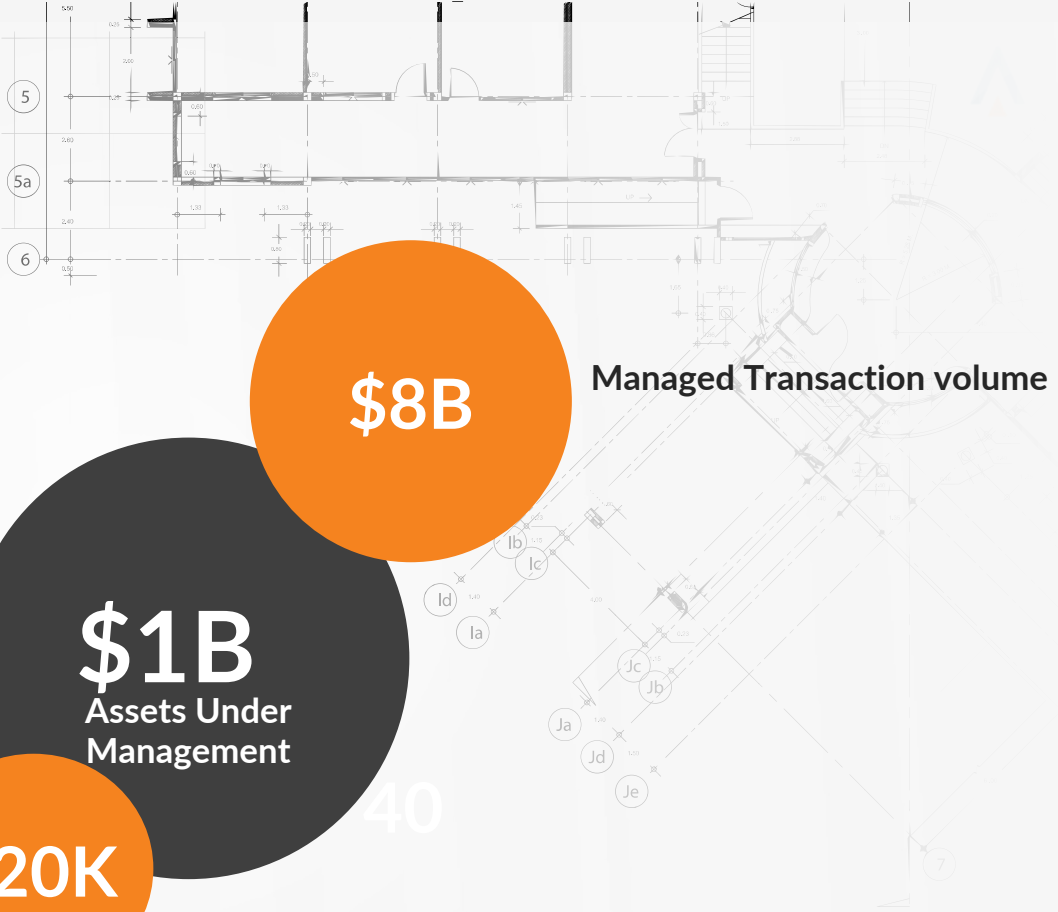
Enrique Teran

Co-Founder of *Avanti Way Group*

A One-Stop Shop for real estate buyers and investors



# Proven Success Story



**\$8B**

Managed Transaction volume

**1,600**

Real Estate Professionals

**\$1B**  
Assets Under Management

40

**120K**

Estimated Number of Transactions



**LOCATION**  
**LOCATION**  
**LOCATION**

**Is it all you need?**



**LOCATION**  
**LOCATION**  
**LOCATION**

**Is it all you need? NO**



# The Mindset

# The Formula

# Mindset



**Supply**



**Demand**



# Mindset



**Supply**



**Demand**

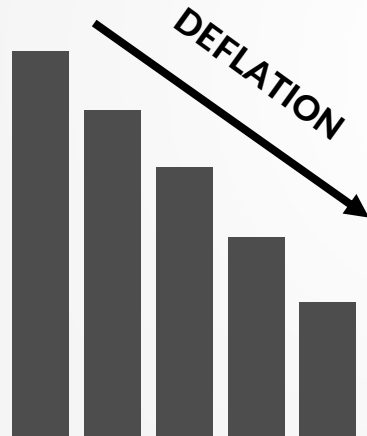
OPPORTUNISTIC

NECESSITY



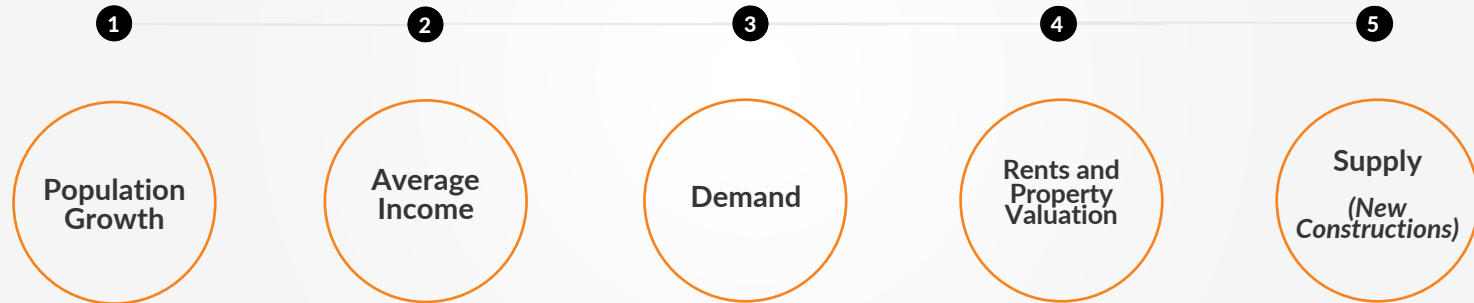


## The Ultimate Gain From Positive Leverage

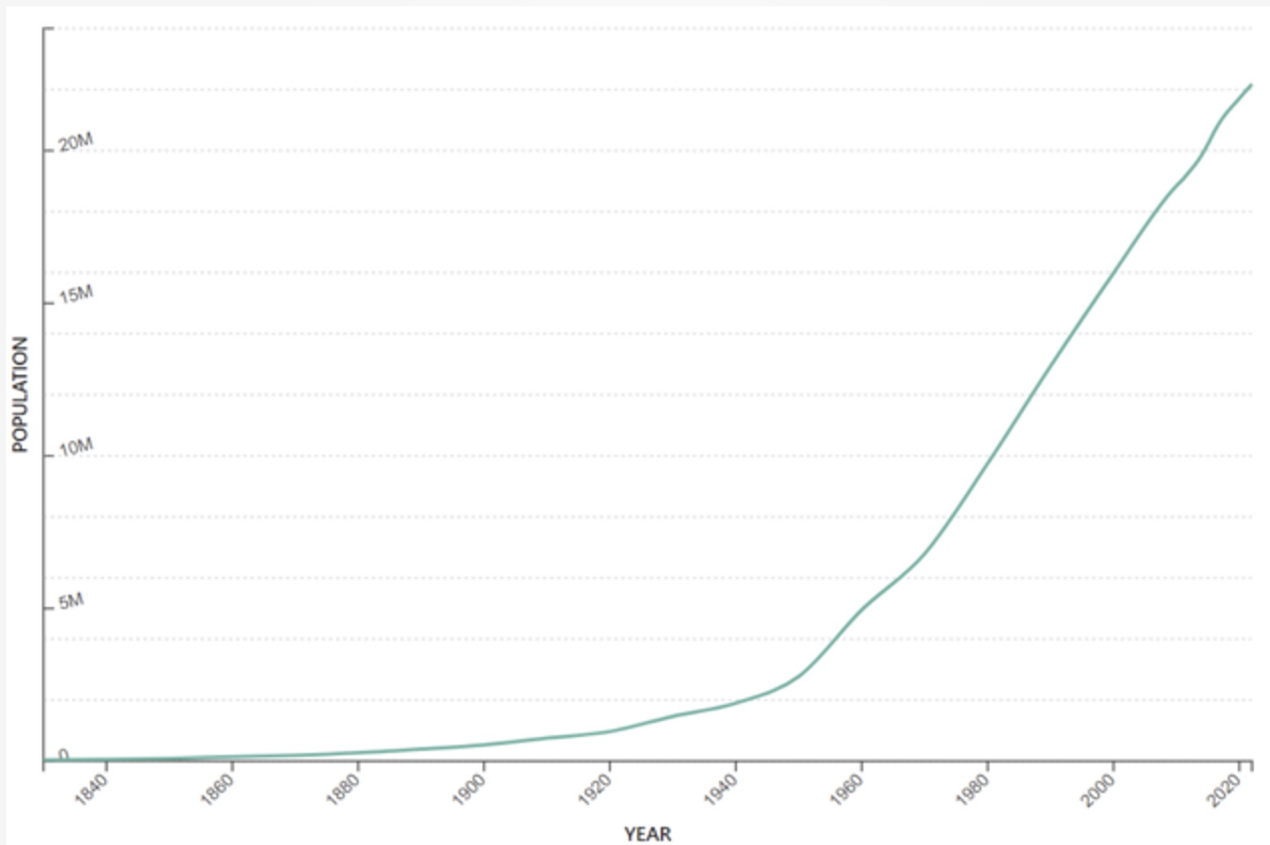




# Recipe for successful investing



# Florida's Historical Population Growth



22.1M

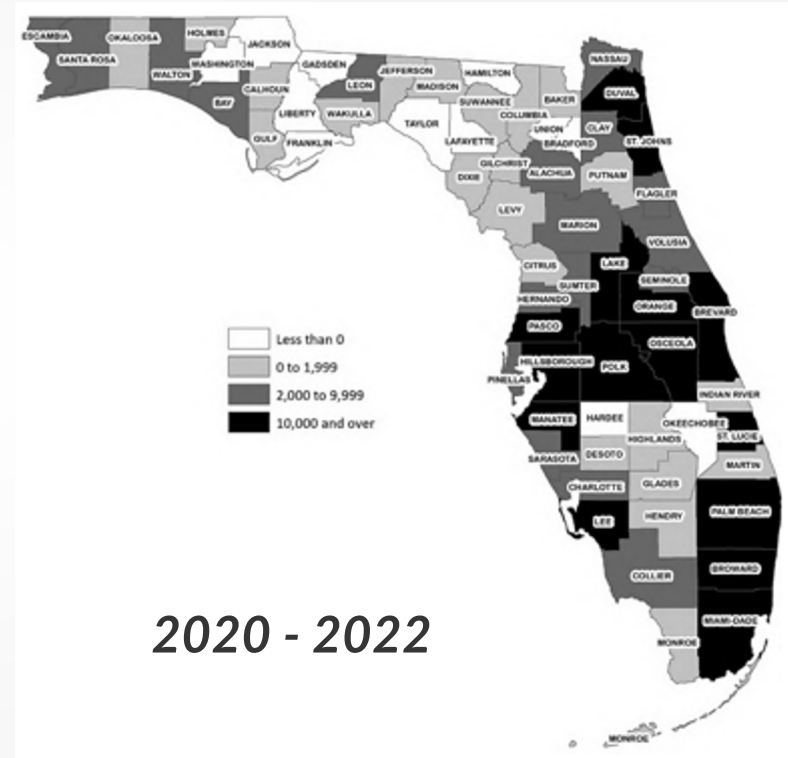
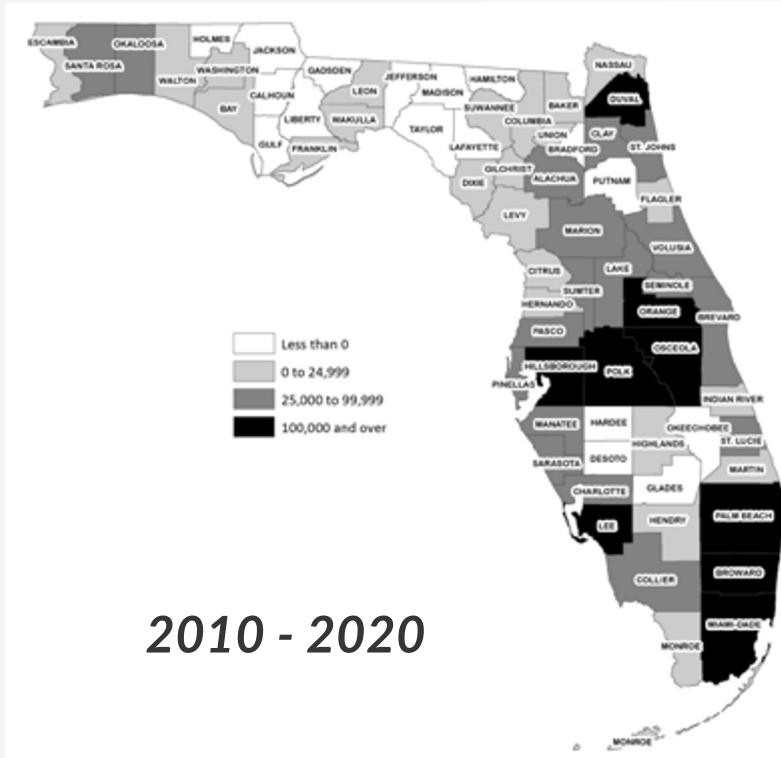
# Resilient Market Segment



CLASS	INCOME	MONTHLY PROPERTY PAYMENT	POPULATION %	OWNERSHIP %	RENTAL DEMAND
HIGH	> \$700,000	\$16,000 +	1%	95%	Weak
MIDDLE/ HIGH	\$150,000 - \$699,000	\$4,000 - \$15,000	15%	86%	Weak
MIDDLE	\$65,000 - \$149,999	\$2,000 - \$3,999	27%	50%	Strong
MIDDLE/ LOW	\$30,000 - \$64,999	\$1,500 - \$1,999	23%	45%	Strong
LOW	\$1 - \$29,999	\$1 - \$1,499	34%	27%	Strong Demand / High Risk



# Population Migration





# Florida's New Construction Permits

As a result from the exorbitant population growth in the last ten years, and insatiable demand for real estate and favorable market conditions there have been over **34,797** new construction permits approved across the state

## Southwest

~8,250 new permits

Main Counties:

Lee - 2,423

Manatee - 1,962

## West

~8,210 new permits

Main Counties:

Polk - 2,318

Pasco - 2,039

Hillsborough - 1,944

## Northwest

~6,800 new permits

Main Counties:

St Johns - 1,798

Duval - 1,731

## Central

~5,452 new permits

Main Counties:

Orange - 1,380

Brevard - 1,121

Lake - 1,046

## Northeast

~3,135 new permits

Main Counties:

Baldwin - 648

Washington - 572

Escambia - 482

## Southeast

~2,950 new permits

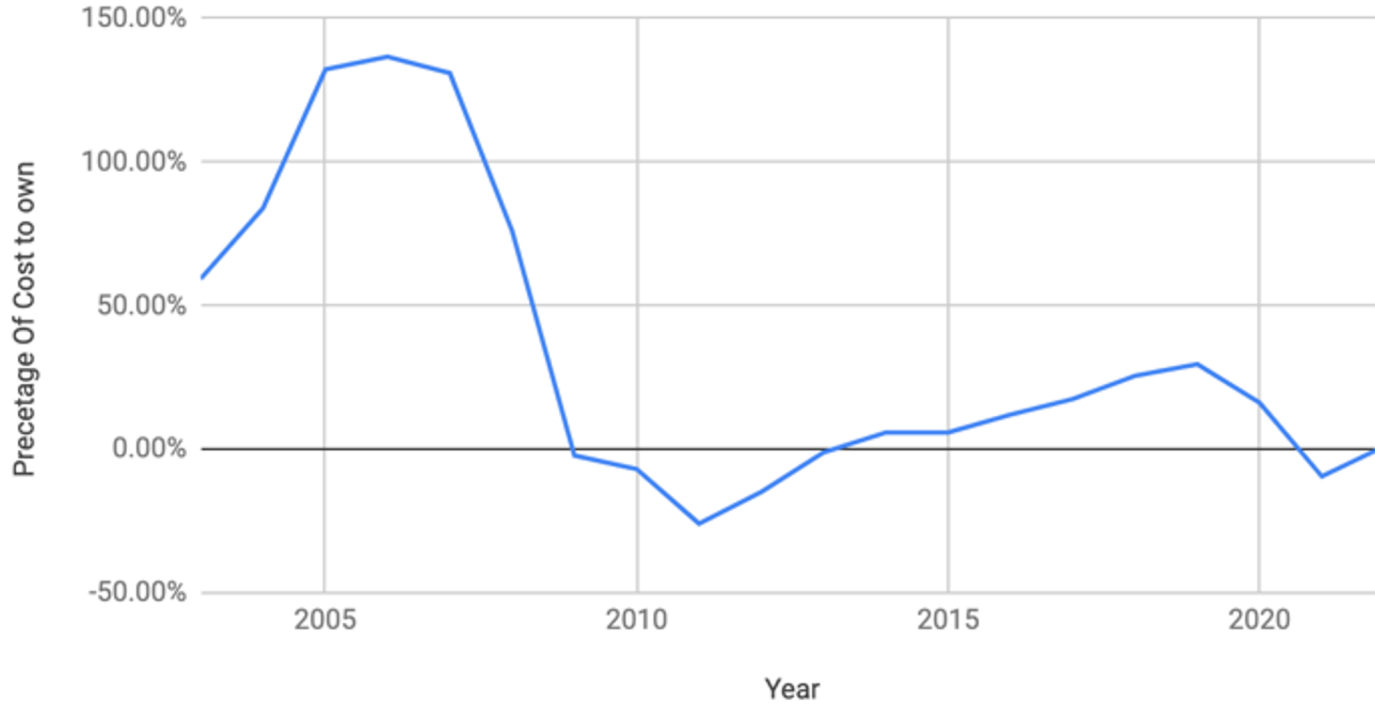
Main Counties:

St Lucie - 1,242

# Rent vs Buy Proportion

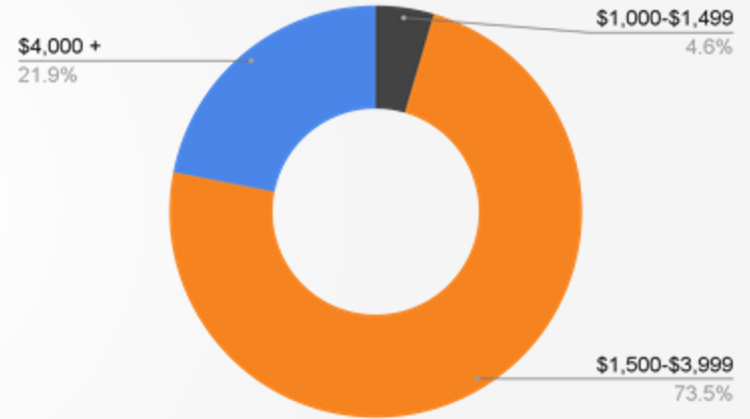
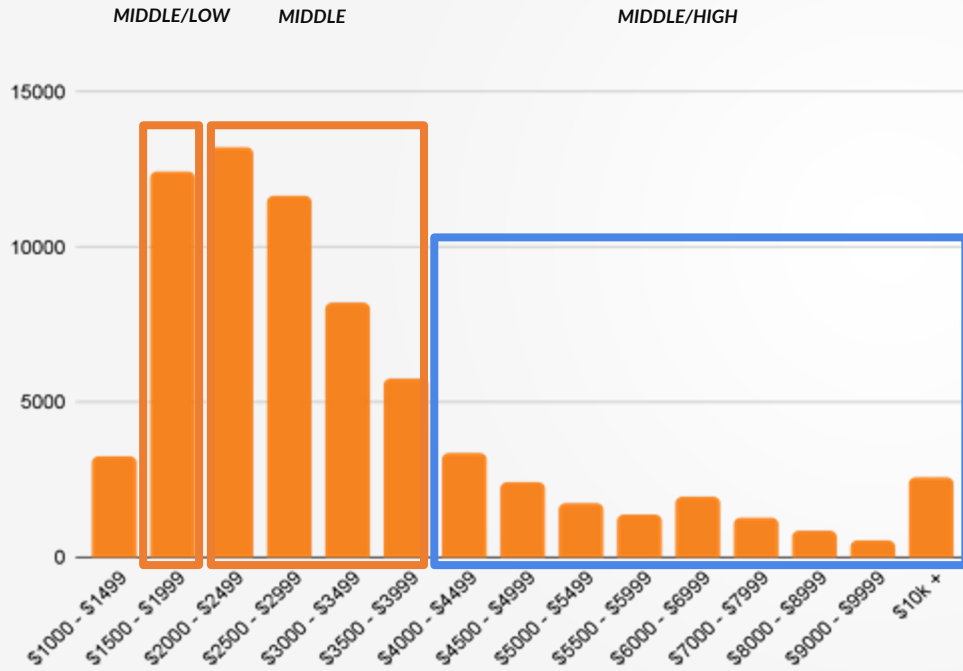


Percentage Of Cost to own vs. Year





# Demand That Speaks for **Itself**







## The Numbers Behind our Thesis

**\$280K - \$600K** | Purchase Range (Per Door)



**\$1,500 - \$3,999** | Rental Range (73% of the rental market)



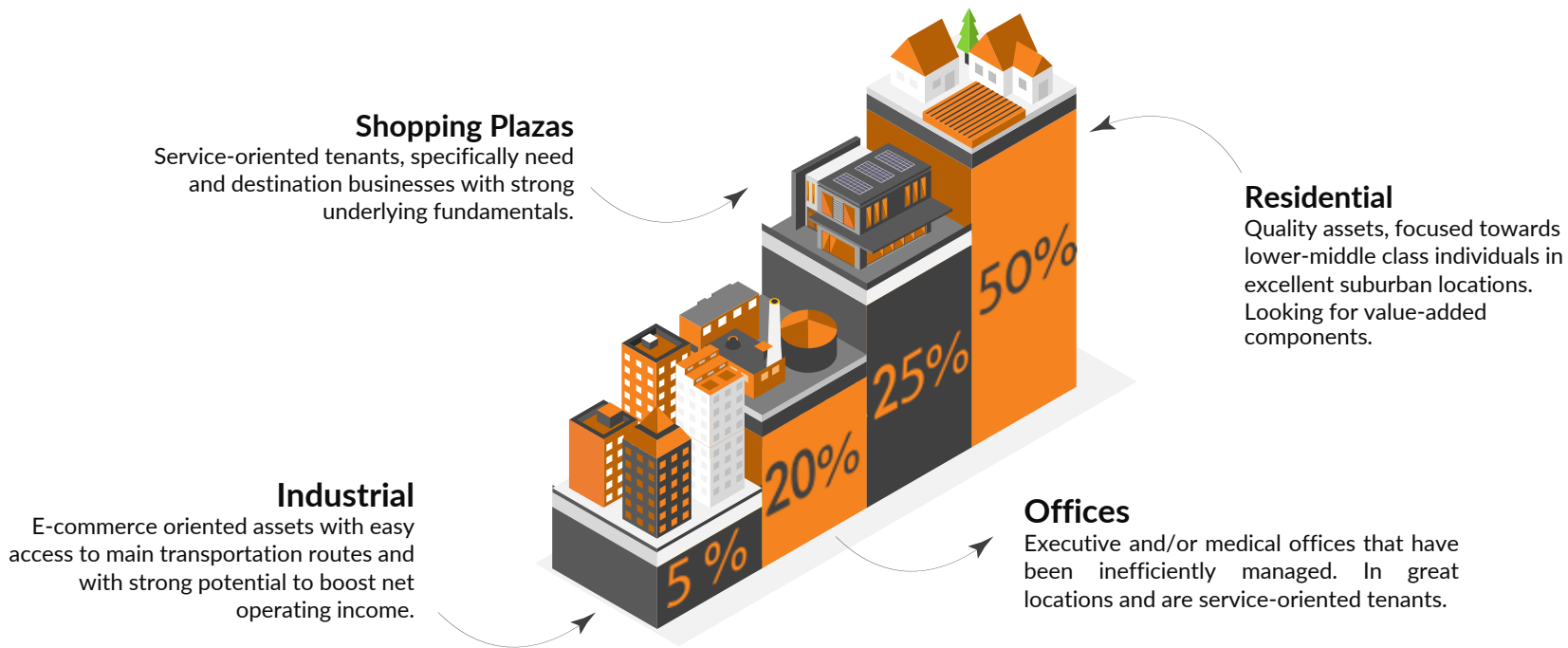
**45m a 200m** | Ranging Sizes per Unit (83% of the rental market)



**\$50K - \$150K** | Income Range (50% of the population)



# The Ideal Portfolio



# Putting Things Into Perspective



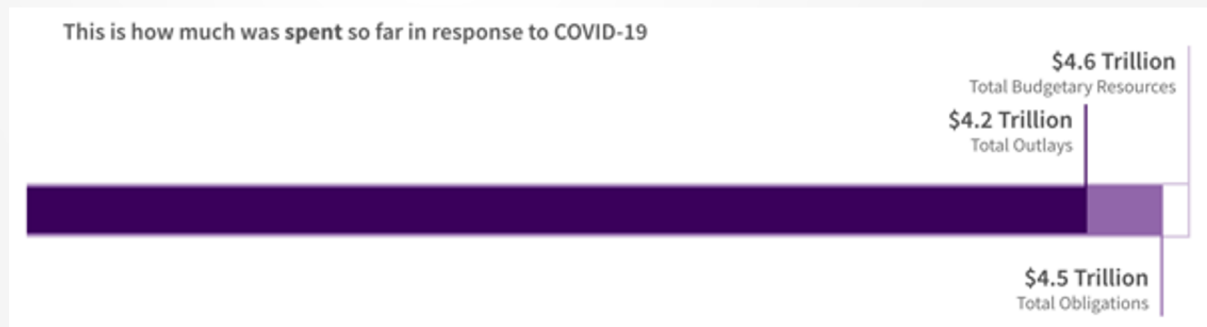
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By Tommy Wilkes, Ritvik Carvalho

5 MIN READ



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# Putting Things Into Perspective



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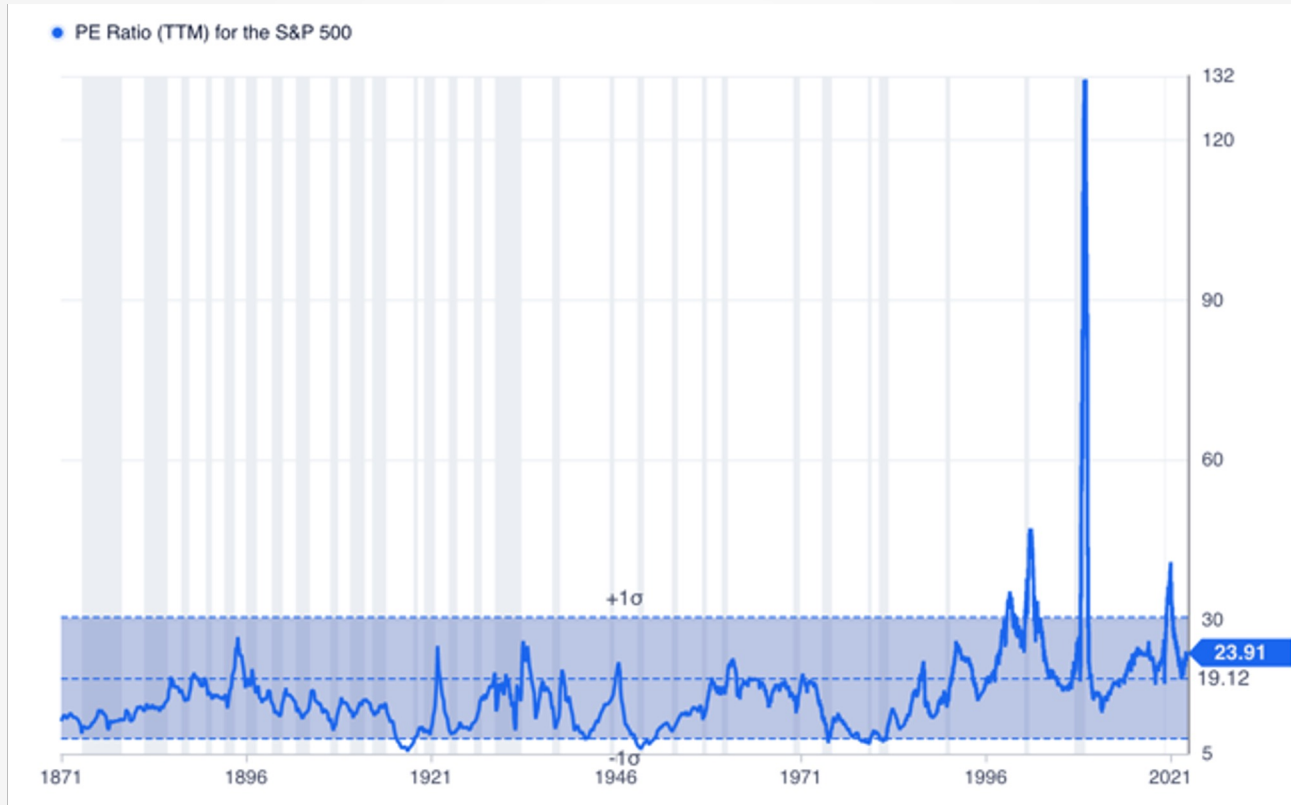
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**FORTUNE**

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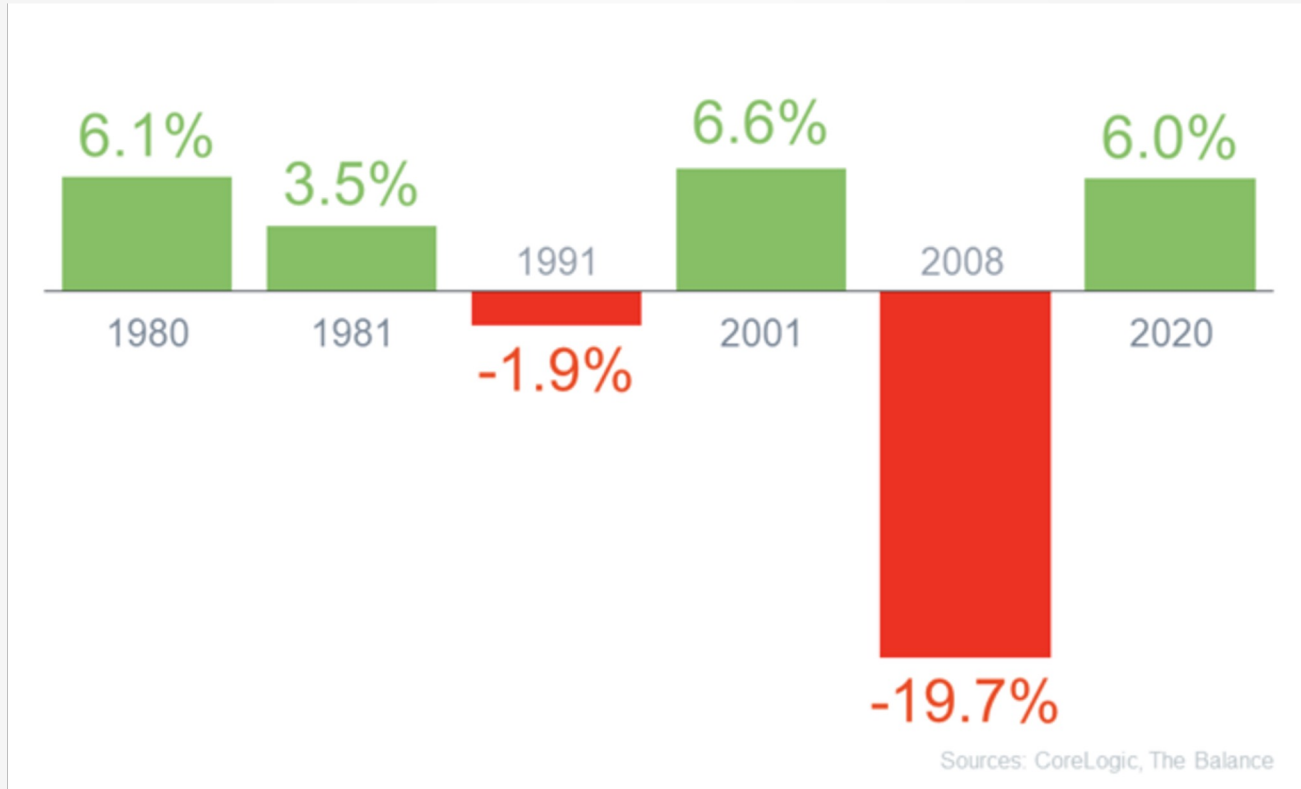


# The Stock Market Remains **Correctly Valued**





# Recession $\neq$ Drop in Property Prices





# Contacto

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