



## 200+ Real Estate Investor Classes

A benefit of sheltering-in-place for the last 6 weeks is that I was able to (with a little help from Alicia) get all 200+ of the real estate investor classes posted to the Real Estate Financial Planner™ website:

<https://realestatefinancialplanner.com/classes/>

This is important as we expand to start helping real estate investors up and down the front-range. Shouldn't Denver and Colorado Springs get access to the same amazing classes, information and tools that investors in NoCo have enjoyed since we started NCREIG in 2003? About time, right? I agree.

Now that all the classes are up on their new, forever home, I will be working on segmenting the classes into material that everyone should have access to and special bonus material that only clients should have access to.

That's next. Could be later today, could be next week or next month. It depends on how busy I am and how much video game time I opt to take. The more games I play, the longer it will remain open to everyone.

Next up: adding even more client-only content.

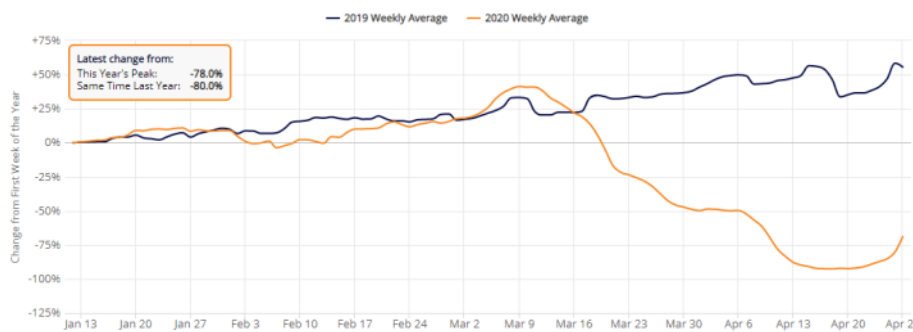
*“James is very detailed oriented, experienced and professional. His knowledge of the Northern Colorado market and passion for real estate make working with him easy and enjoyable.”*

- Rob M

See <http://www.zillow.com/profile/James-Orr/> for more testimonials.

Impact of COVID-19 to Real Estate Showings in Colorado

Weekly showings normalized to the first calendar week of January, 7-day moving average. Data through April 27, 2020



Showings during “lockdown” approached zero. As of yesterday, April 27, agents are allowed to show properties again and I'd expect to see a significant up-tick in the number of showings.

## In This Issue

- 200+ Real Estate Investor Classes
- Days Off
- Real Estate Classes
- Expanding to Denver, Colorado Springs and more!
- Post-COVID-19
- Fairly Big Iguanas



Dog? Check. Cat? Check. Introvert forced to spend 6+ weeks alone? Yes!

## Attend a Real Estate Class

James has been teaching real estate classes since 2003. Join us for an upcoming class on a variety of real estate topics.

- **NEW! How to Get Your Next Deal Done After Coronavirus**  
by Brian Williams on Wednesday, May 6, 2020, 6 PM to 8 PM.  
RSVP for [Webinar](http://NCREIG.com) at <http://NCREIG.com>
- **NEW! Real Estate Investor Financing After Coronavirus**  
by James Orr on Wednesday, May 13, 2020, 6 PM to 8 PM.  
RSVP for [Webinar](http://NCREIG.com) at <http://NCREIG.com>
- **NEW! Financial Success Through Scary Times and Beyond**  
by Brian Williams on Wednesday, May 20, 2020, 6 PM to 8 PM.  
RSVP for [Webinar](http://NCREIG.com) at <http://NCREIG.com>
- **NEW! Coronavirus Real Estate Market Stats**  
by James Orr on Wednesday, May 27, 2020, 6 PM to 8 PM.  
RSVP for [Webinar](http://NCREIG.com) at <http://NCREIG.com>
- **NEW! Analyzing Deals Post-Coronavirus**  
by James Orr on Wednesday, June 3, 2020, 6 PM to 8 PM.  
RSVP for [Webinar](http://NCREIG.com) at <http://NCREIG.com>
- **NEW! Live Deal Analysis**  
by Brian Williams on Wednesday, June 10, 2020, 6 PM to 8 PM.  
RSVP for [Webinar](http://NCREIG.com) at <http://NCREIG.com>
- **UPDATED! How to Acquire a Multi-Million Dollar Real Estate Portfolio Post-COVID-19 Starting with Just \$3,000**  
by James Orr on Wednesday, June 17, 2020, 6 PM to 8 PM.  
RSVP for [Webinar](http://NCREIG.com) at <http://NCREIG.com>
- **NEW! Crushing Your Real Estate Goals Using EV**  
by Brian Williams on Wednesday, June 24, 2020, 6 PM to 8 PM.  
RSVP for [Webinar](http://NCREIG.com) at <http://NCREIG.com>

**IMPORTANT NOTE:** Classes are free, but RSVP is required. **Classes are COVID-19 free and will not always be recorded or published. We strongly advise attending live.**

## Days Off

James Has Taken 14

Since I started to take Sundays off in March, I have taken 15 days (all but one were Sundays).

Of course, it was easier to do with COVID-19 shutting down parts of our business.

But, still... that's a good trend.

So, as we emerge from shelter-in-place into whatever the future holds, please remember that we're here to assist you buying, selling or investing in real estate on any day except Sundays.

Monday? OK. Tuesday? OK. Wednesday? Sure. Thursday or Friday? Yes. Saturday? Uh huh!

Sunday... how about any of the next six days instead?

Thanks for your understanding.



Does this count as a mask you can wear out to protect folks from COVID-19?

## Expanding To Denver and Colorado Springs...

...and more!

As I mentioned in the front page article, Tammy and I are going to be working with some additional real estate agents to help our clients buy, sell and invest in properties in markets outside of Northern Colorado.

We will continue to provide world-class real estate investor content like our classes, podcast, checklists, books, software and more.

However, agents who specialize in Denver, Colorado Springs and other real estate outside of the areas Tammy and I typically cover will be showing properties, writing contracts and otherwise helping investors buy, sell and invest in those areas.

My thinking is that this will allow me to create even better content, tools and resources for a larger number of investors and real estate agents that work with investors.



Brian golfing mere days before lock down.

## Post-COVID-19 Classes

I'm enjoying doing webinars instead of in-person classes. From the feedback we've been receiving, others (except extreme extroverts like Brian) are preferring these webinars too.

You may have noticed a new theme for class topics too: COVID-19. As if you haven't seen enough stuff about that already, right?

Well, what was once normal is no longer normal. The way we buy properties... changed. Financing... changed. Deal analysis... changed. Recommended reserves... changed.

So, while the big pieces of all our previous classes and **principles remain unchanged**, some of the details, nuance and how we look at and interpret things have changed.

That's partially why Brian and I restarted the cycle of our core classes... first, it was time to do it anyway, but also they all need to be updated for a whole new post-COVID-19 world.

My current thinking is that we will update all the classes for buying properties and re-teach those for everyone... aka the real estate investing general public. And, there's a lot to cover there.

However, closing on the property becomes a new dividing line. All the content once you purchased a property becomes resources for clients that have used us (and the real estate agents we're recommending in other markets).

All the advanced modeling and real estate financial planning, emergency plans, tenant screening, property management, asset protection, portfolio optimization, etc... those **all become client perks and an added way for us to say thank you**.

My plan is to **improve on what we're doing**. Before COVID-19, I was going to do full-day workshops for clients. That plan is postponed, but I do have LOTS of ideas on how to make the stuff we're already doing much better, more valuable, more time-saving, more money-saving for our clients. Get excited; I am.

## James & Tammy Orr

The Investor's REALTORS®

1001-A E Harmony Rd #512

Fort Collins, CO 80525

If you're receiving this newsletter in error, you can stop further delivery by emailing the mailing address you're receiving it at (above) to jores@jamesorr.com with the subject "remove from newsletter mailing". If you're currently working with another agent this is not a solicitation for business. Data Source: IRES.

If you'd prefer to receive this newsletter via email as a PDF instead of by mail, email jores@jamesorr.com.

**"Don't twist yourself out of shape to be attractive to people you don't want to work with." - Dan Sullivan**

## Fairly Big Iguanas

Music and Lyrics By James Orr

There was no newsletter for April. Lazy me used the coronavirus as an excuse not to write it.

However, for March, I had written an article that did not pass the editorial review process. I think the phrase used might have been "a little too *crazy* for public consumption." I told the editor (*\*cough\** Tammy) that if she didn't like it, she could replace the article with lyrics from my **Fairly Big Iguanas** song. She actually gave that a thumbs up, but by that point I had rewritten the article.

So, as a little COVID-19 treat, here are the lyrics to **F.B. "Ig"s**.

*Sitting on a rock  
Trying to get some sun  
Not much to do here  
In my Caribbean island run*

*It's been two days since my last dinin'  
It'll be two more dear 'til I eat again  
Just sitting out, my scales a shinin'  
On a rock, 10 meters from shore*

*I see 'em swimming to the rocks  
They're fairly big iguanas  
Shimmering green by the dock  
Those F.B. "Ig"s*

*[Piano Solo]*

## Contact Us

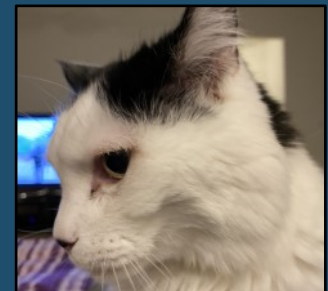
Give me a call for more information about buying, selling, or investing in real estate in **Northern** Colorado.

**James Orr Real Estate Services LLC**  
Fort Collins, CO 80525

(970) 225-6989  
jores@gmail.com

Visit us on the web at:

- JamesOrr.com
- NCREIG.com
- REFP.io



Cat.