

**REAL ESTATE 2026 –**

**AN INVESTORS  
PERSPECTIVE**



**What is important?  
What is Not?**



**Landlording - 2026  
Past, Present and Beyond**

# REAL ESTATE INVESTORS

Single Family Homes, Duplexes, Condos

(Not Commercial or Apartments)

Investors are long term  
(Compared to owner occupied buyers)

# WHAT'S IMPORTANT?



## Area?

Class “A” Area – Newer homes, higher rents, less crime, etc.

Class “C” Area – Older homes, lower rents etc.

Class “F”        Fools Gold



## Fair Market Rent?

“A” Tenants –    Pay Rent on time  
                         Care for property

“C” Tenants        Pay late  
                         Property damage

“F”                    Scammers

WHAT'S NOT IMPORTANT

Average rent 3 years ago?

Average rent 3 years from now?

Why?

Fair Market Rent = \$2,500/month

10% reduction, \$250 = \$2,250/month

20% reduction, \$500 = \$2,000/month

## SALES VALUE FOR SHORTER TERM BUYERS

Purchase price = **\$650,000**

10% reduction = \$585,000 **Important**

20% reduction = \$ 520,000 **Very Important!**

# LANDLORDING 2025 AND BEYOND



**TENANT  
EXPECTATIONS**



**LANDLORD  
RESPONSIBILITIES**



**GOVERNMENT  
REGULATIONS**

# TENANT EXPECTATIONS

Average age of 1<sup>st</sup> time buyers is 40 years old!

More Amenities

Better Customer Service

More Sophisticated Residents

# LANDLORD RESPONSIBILITIES

Common Sense Landlording -

Maintain the same condition & amenities



THIS IS NOT A REFRIGERATOR!!!



# LEGAL RESPONSIBILITIES

## Government Requirements

Refrigerator laws, Rent Control rules, Tenant screening and list goes on!!!

## Court Decisions (Some rules are not laws)

Late fees, Rent Increases and Oleanders

## City and County Ordinance

Many rules vary from jurisdiction to jurisdiction

# DELIVERING EXPECTATIONS

- Education
- Management Systems
- Routine Documented Processes

AI and AGI (Artificial General Intelligence)

AI - Phone answering

AGI - Perform Processes:

Leasing, Tenant Screening, Move-in process,  
Handling maintenance requests, Move-in and move out  
procedures

**ONE MILLION  
USERS**

**1999**

**Netflix**

**2.5 years**

**2004**

**Facebook**

**10 months**

**2010**

**Instagram**

**2.5 months**

**2022**

**Chat GPT**

**5 days**