



The Investor Playbook

Build Wealth Through Real Estate
with Team Prata



Lorraine Prata



Mark Prata

About Us

At Team Prata, we provide unparalleled real estate services with a client-first approach, ensuring every buyer, seller, and investor experiences a seamless and rewarding journey. We offer expert guidance, market knowledge, and personalized strategies to help our clients achieve their real estate goals. Beyond the transaction, we provide our Lifetime Home Advantage, offering FREE access for life to moving trucks, tools, party supplies, and exclusive VIP perks when you buy or sell with us just once. Scan the QR code to see the full details of our VIP Club benefits.

Our core values are built on trust, excellence, and community. We believe in delivering top-tier service with integrity, professionalism, and innovation. By fostering lasting relationships and always putting our clients' best interests first, we create exceptional experiences that go beyond buying and selling homes. At Team Prata, we don't just help you find a house—we help you find home.



Let's Turn Your Goals Into a Game Plan

Real estate is more than property. It's leverage. It's growth. It's a proven path to long-term wealth and financial freedom.

Whether you're looking to buy your first rental, flip your first property, or scale into a full portfolio, this playbook was designed to help you invest with clarity and confidence.

At Team Prata, we've done it ourselves—and we help our clients do it every day. This guide will walk you through the essential steps of smart investing so you can start strong and grow steadily.

Inside This Guide You'll Get:

- Real estate investing fundamentals made simple
- Checklists to evaluate properties and cash flow
- Financing tips to maximize your buying power
- Deal breakdowns and ROI examples
- A step-by-step action plan you can follow
- Access to Team Prata's local network and trusted resources

We're Not Just Agents. We're Investors Too.

When you work with Team Prata, you're not just getting a realtor—you're getting an investment partner.

We've bought, held, rented, flipped, and strategized our way through this industry. We know what to look for, what to avoid, and how to make numbers work so your investment pays you back over time.

From helping first-time buyers get started to guiding experienced investors through multi-property deals, we're here to simplify the path and back every decision with real knowledge.



Your Real Estate Investment Success Plan

Step 1: Define Your Goals

Every investor starts somewhere different.

Ask yourself:

- Are you looking for cash flow or long-term equity?
- Is your goal passive income, retirement planning, or building generational wealth?

Team Prata Tip: Write down a clear financial target and timeline. We'll help you reverse-engineer a plan to get there.

Step 2: Know the Numbers That Matter

Real estate investing is a numbers game—and we'll teach you how to play it.

Understand key metrics like:

- Cash flow (What's left after all expenses)
- Cap rate (How your property performs relative to value)
- ROI (Return on the money you've invested)
- Equity growth (How your property builds wealth over time)

Team Prata Tip: Use our deal analyzer to stress-test every property before you make an offer.

Step 3: Leverage Your Financing Options

Don't let limited capital hold you back. Smart financing is the key to unlocking more doors.



We'll connect you with trusted mortgage pros who understand investor strategies, including:

- HELOCs and refinance strategies
- Investment-specific pre-approvals
- Portfolio-building loans

Team Prata Tip: Use equity from an existing property to fund your next investment. It's how many investors scale.

Step 4: Source the Right Property

Not all homes make good investments. We'll help you spot the difference between a winner and a money pit.

We analyze every property with investor eyes:

- Location and tenant demand
- Repair costs and rent potential
- Future appreciation and exit strategy

Team Prata Tip: We often find off-market deals before they hit MLS. Our network gives you first look access.

Step 5: Build Your Support Team

Successful investors don't do it alone.

We connect you with our trusted circle of:

- Mortgage brokers
- Real estate lawyers
- Contractors and handymen
- Property managers
- Accountants and insurance experts

Team Prata Tip: Having the right team makes the process faster, safer, and way less stressful.



Step 6: Plan Your Exit

Whether you plan to buy and hold, renovate and refinance, or flip for profit, every strategy should include an exit plan.

We'll help you create a timeline for:

- Releasing equity
- Transitioning to the next deal
- Knowing when to sell or refinance

Team Prata Tip: Your first deal doesn't have to be perfect. The key is to get started and stay in the game long enough to win.

What Makes Team Prata Different?

- We've personally invested in Durham, Northumberland, and beyond
- We focus on real cash flow and long-term growth—not just buying for the sake of it
- We simplify the process and guide you step by step
- We treat your investment like it's our own
- We're in this with you for the long haul



Ready to Build Wealth Through Real Estate?

Let's talk.



LORRAINE PRATA | 647-831-1770

MARK PRATA | 647-527-0757

www.teamprata.com

TEAM PRATA
REAL ESTATE®