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NORTH AMERICA REAL ESTATE ACADEMY

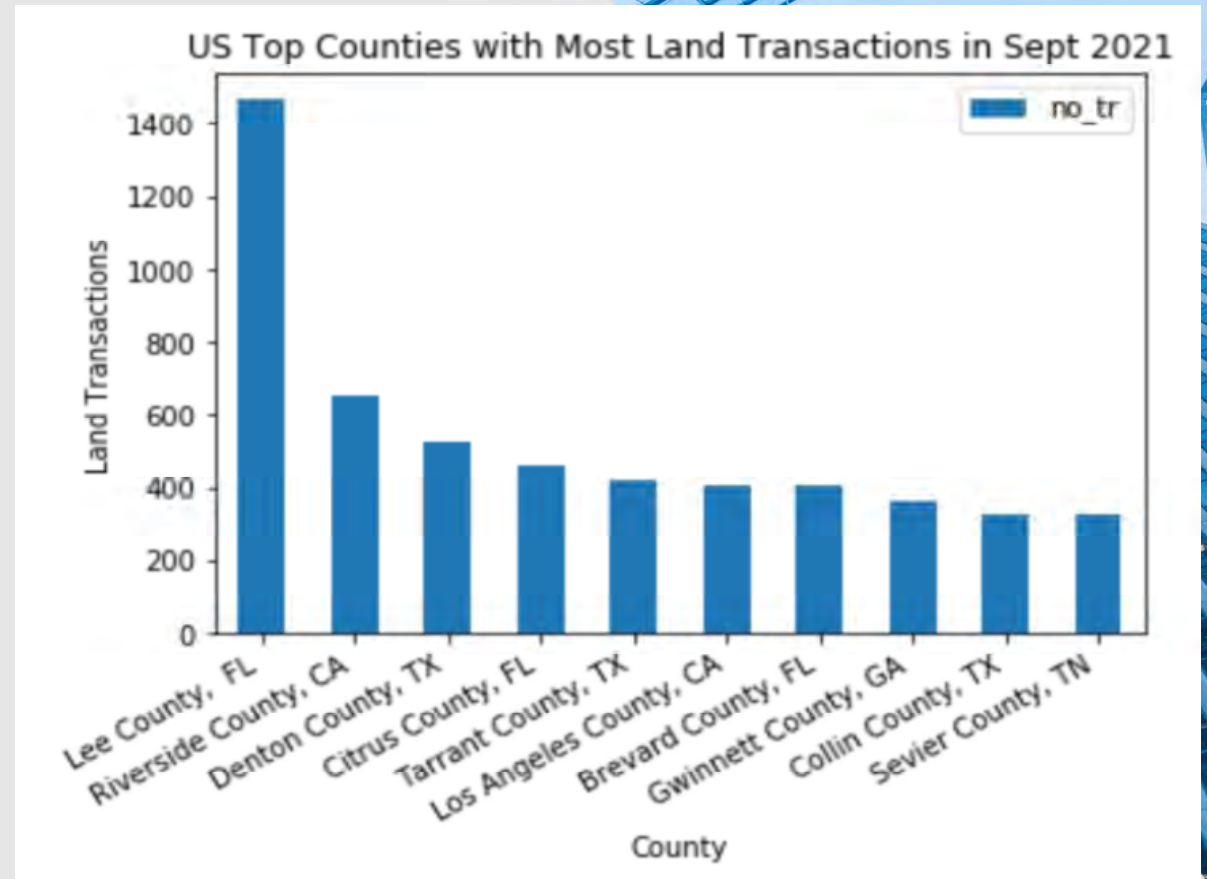
# Tax Deed Investment in Lee County, FL

美中2组 第3周作业



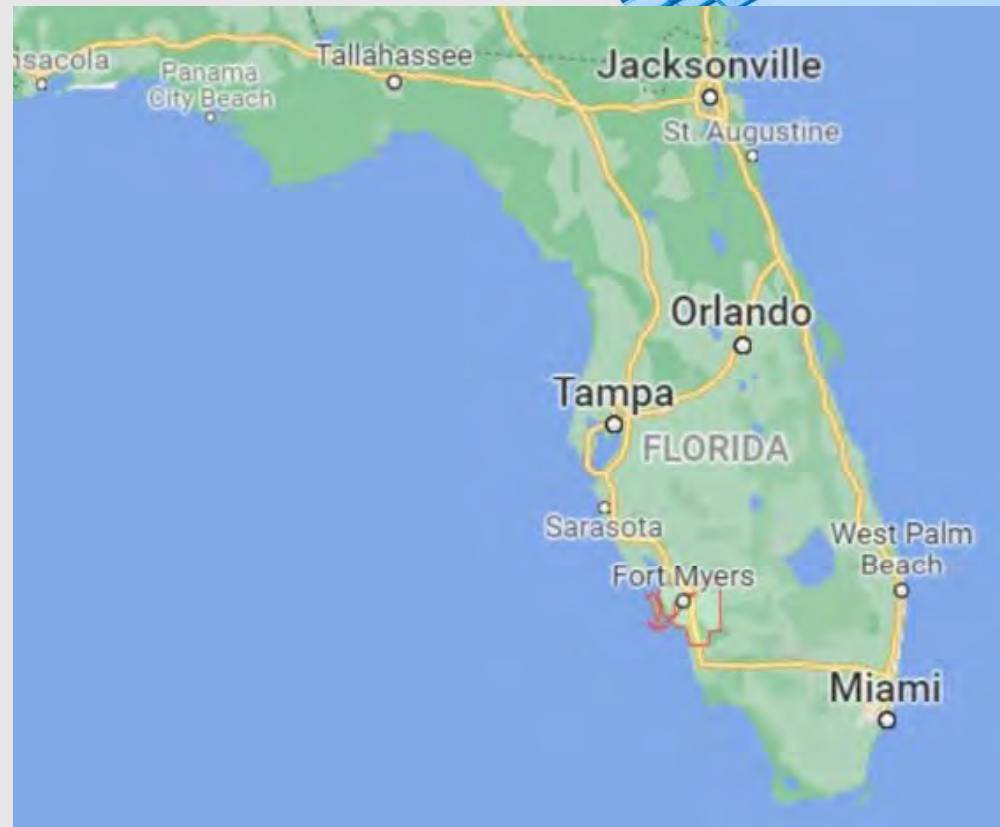
# Why Lee County, FL?

- 土地投资的关键：退出策略
  - 没有成功退出之前，就不算赢
- 全美土地交投最活跃的县
  - 今年九月份土地成交量超过第二名与第三名之和



# Why Lee County, FL?

- 佛州的67个郡之一，南佛州西部
- 主要城市
  - Fort Myers
  - Cape Coral
  - Lehigh Acres
  - ...
- Cape Coral 是我们的投资目标

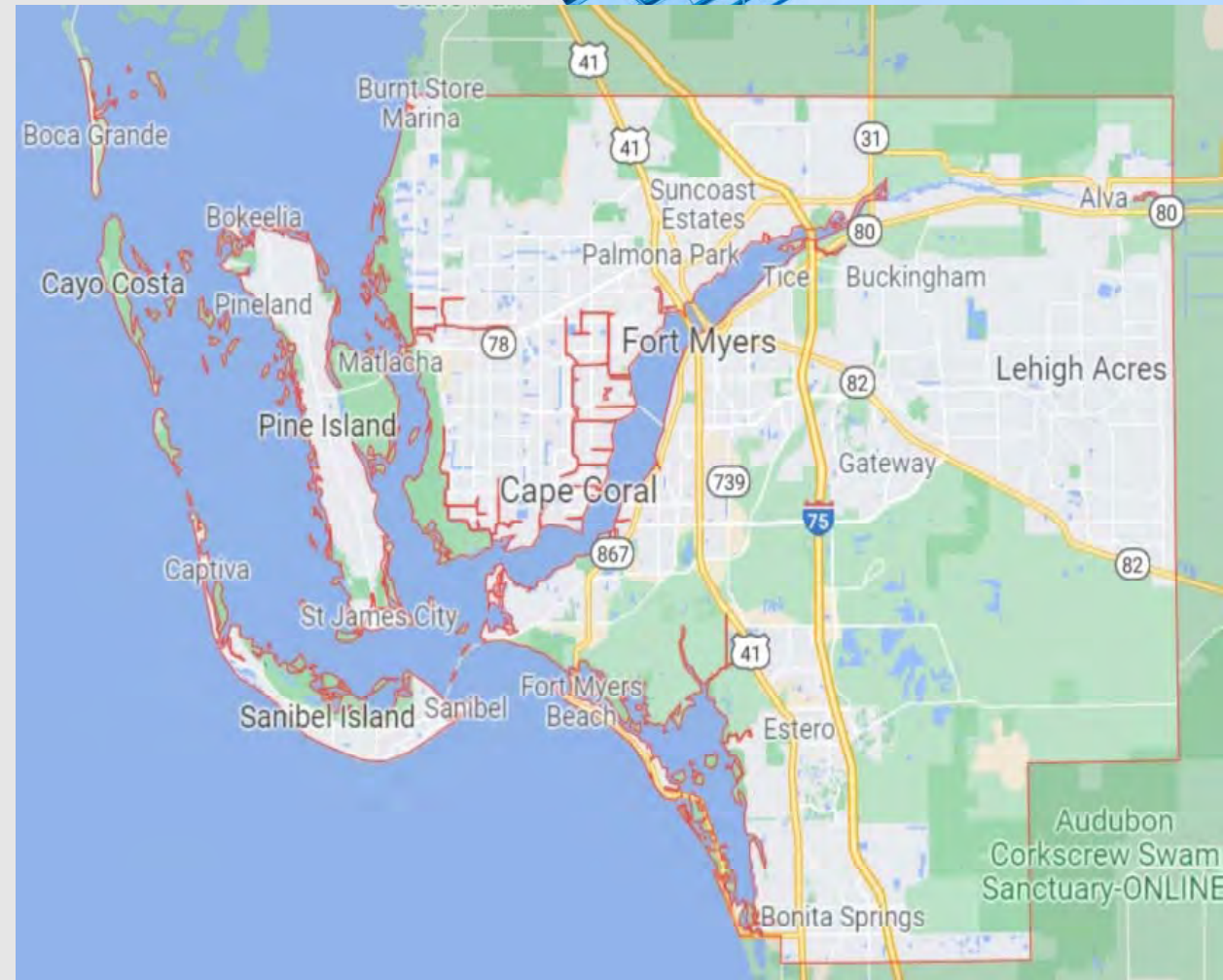


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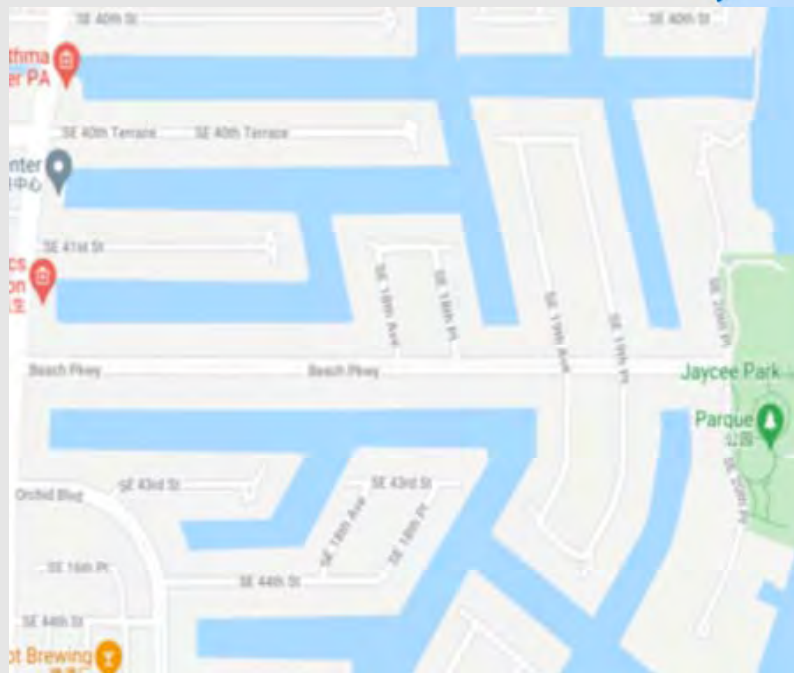
# Why Cape Coral?

- 美国水乡，资源独特
  - 水网、运河密布
  - 房前公路，房后私人码头
  - 直通墨西哥湾
- 土地定价系统成熟
- 土地交投活跃
- 大量熟地和 Infill 空地



# Why Cape Coral?

- 水道资源稀缺
- 帆船河道: >\$300k
  - 不经过桥梁
- 海水河道: >\$200k
  - 可以入海
- 淡水河道: >\$100k
  - 内部河道网络、湖
- 内陆、优区: >\$50k
- 内陆、一般区: <\$30k



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# Why Cape Coral?

- MLS系统显示, Cape Coral土地 Listing在市场上的天数: 平均低于90天
- Zillow显示, 超半数的空地在90天内售出

	在售	售出	总和	售出比
7天内	206	84	290	29%
14天内	390	253	643	39%
30天内	654	583	1237	47%
90天内	1644	2195	3839	57%

数据来源: Zillow



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# 投资流程



# 如何选择标的

选择Cape Coral 优质资产

淡水河道: >\$100k

非河道优质区域: >\$50k

- 外国owner
- 外州owner



# 如何确定市场价值

## 在临近地区进行比较定价

- 选择几个条件接近的临近property
- 最近刚刚成交的

是否河道资产

面积大小

区域位置

# 年化投资回报率

$$40\% \times 2 = 80\%$$

# 如何确定出价

出价应在市场价值的40%左右

考虑到市场的竞争程度、升值潜力等

- Expenses:
- Property Tax
- Special Assessment
- Fully Clear Title

# 如何确定出售价格

出售价格应在市场价值的90%左右

盈利应在市场价值的40%左右

## 投资周期

Fully clear title: 90 days

On market: 60 days

Other: 30 days

投资总周期: 180 days

## 管控风险

Special Assessment for City  
Sewer and City Water

是否及时出售

市场波动

- Cape Coral地区一共有19个拍卖标的
- 淡水河道资产：3个



strap_number	Case Number	Opening Bid	Address	owner name	city	st	zip	country
074524C3003600470	2021001685	21026.64	1411/1417 SE 47TH TER	SOURCE 2 LLC	KAMUELA	HI	96743	USA
174424C4013050110	2021001673	9356.86	1707 SE 6TH LN	WRAY STEVEN TR	CAPE CORAL	FL	33990	USA
184324C4057030230	2020000163	6980.42	3923 NE 10TH AVE	LEDEZMA RODRIGO A	DAVIE	FL	33324	USA
244322C3054210010	2020000152	6199.7	4314 NW 32ND LN	FIALLO MARTHA S	100102 IBARRA			ECUADOR
064423C4042190010	2021001630	6020.61	3700 NW 10TH ST	GOZENPUT BORIS	BROOKLYN	NY	11235	USA
244423C4010140430	2021001652	5901.22	302 SE 15TH TER	CAPUANO GEORGE JR +	LIVERPOOL	NY	13090	USA
134322C3054610090	2020001804	5385.23	4326 NW 40TH LN	LINDARTE JAVIER +	MIAMI	FL	33178	USA
364323C4025120090	2019001901	4115.31	1714 NE 1ST PL	MANTILLA RAUL FERNANDO G	CAPE CORAL	FL	33909	USA
084423C1039920230	2021001428	3452.73	2812 NW 6TH ST	SILVEIRA MANUEL JR +	CHARLESTON	ME	4422	USA
054423C1040670640	2021001460	3089.19	2737 NW 13TH ST	SANABRIA LUIS EDUARDO RUIZ	MIAMI	FL	33126	USA
274423C2043790690	2021001656	2948.61	1924 SW 8TH PL	COSTILHES JEAN PIERRE	ALBERT IER 83700			FRANCE
244423C2011860190	2021001651	2811.94	828 SE 5TH AVE	GABRILSON MARY E TR	DAVENPORT	IA	52807	USA
064424C4020690690	2021001671	2803.33	802 NE 12TH ST	PANTELEAKIS PETER N	TOWSON	MD	21286	USA
244322C2054470050	2021001458	2732.41	3509 NW 41ST PL	OSORIO JOSE	SUNRISE	FL	33313	USA
264323C3027600180	2020000394	2688.05	2507 NW JUANITA PL	ALICEA JOSE ANGEL APONTE	GURABO	PR	778	USA
034423C2028900560	2021001624	2580.86	1011 NW 13TH ST	TADIL LLC	HOLLYWOOD	FL	33024	USA
324324C4022140150	2021001618	2534.05	1902 NE 17TH TER	LEGACY MANAGEMENT LLC	NAPLES	FL	34120	USA
094423C2037510250	2021001636	2525.67	411 NW 19TH PL	AMIT DROR & ANA RUTH	6694601 TEL AVIV			ISRAEL
054423C4040420610	2021001628	2513.19	1024 NW 31ST AVE	SCHECK JEFF	SAYVILLE	NY	11782	USA





## 1714 NE 1st Pl 的市场价值分析

Comp #	Address	Lot size (sqft)	Date sold	Price			\$/sqft	Estimate	Comments
				Zillow	Trulia	Redfin			
	1714 NE 1st Pl, Cape Coral, FL 33909	10,629		\$33,800	\$33,800	\$36,670			on canal
1	1710 NE 1st Pl, Cape Coral, FL 33909	10,628	off market	\$30,000			2.82	\$30,003	on canal
2	1722 NE 1st Pl, Cape Coral, FL 33909	10,628	off market	\$9,400			0.88	\$9,401	on canal
3	1723 NE 1st Ave, Cape Coral, FL 33909	10,018	off market	\$35,400			3.53	\$37,559	on canal
4	1719 NE 1st Ave, Cape Coral, FL 33909	10,018	off market	\$38,000			3.79	\$40,318	on canal
5	1718 NE 1st Pl, Cape Coral, FL 33909	10,454	2020/11/23	\$19,990			1.91	\$20,324	on canal
6	1150 NW 2nd Pl, Cape Coral, FL	10,018	2021/10/22		\$65,000		6.49	\$68,964	On a lake
7	1121 Santa Barbara Blvd N, Cape Coral, FL	10,018	2021/10/26		\$13,000		1.30	\$13,793	no lake/canal
8	540 NW 14th St, Cape Coral, FL	10,001	off market		\$24,000		2.40	\$25,507	
9	2328 NW 8th Pl, Cape Coral, FL	10,759	2021/10/14		\$25,018		2.33	\$24,716	one street away from canal
10	1505 NE Juanita Pl, CAPE CORAL, FL 33909	10,454	2021/10/22			\$16,000	1.53	\$16,268	one street away from canal
11	5 NE 15th Ter, CAPE CORAL, FL 33909	10,454	2021/9/1			26500	2.53	\$26,944	2 streets away from canal
12	1 NE 15th Ter, CAPE CORAL, FL 33909	10,454	2021/9/1			27500	2.63	\$27,960	3 streets away from canal

Average (all)							\$31,856	all comps included
Average (sold only)							\$30,863	comps #5,6,7,9,10,11,12
Best estimate (exact comparables)							\$32,051	Comps # 1, 3, 4, 5
Min price							\$13,793	
Max price							\$68,964	

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## 3700 NW 10th St 的市场价值分析

	Address	Lot Size (Acres)	Sold on	Sold Price	
Subject	3700 NW 10th	0.23			
Comp1	3618 NW 10th	0.38	5/21/2021	345,000	目标地3rd lot over
Comp2	3707 NW 9th Ter	0.34	3/25/2021	130,000	目标地正对面
Comp3	3703 NW 9th Ter	0.34	1/14/2020	118,000	目标地正对面
Comp4	3527 NW 9th Ter	0.28	8/30/2020	122,900	目标地斜对面
Comp5	3523 NW 9th Ter	0.24	11/9/2020	144,100	目标地斜对面
			Avg	172,000	



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## 302 SE 15th Ter 的市场价值分析

	Comp property address	Price
Comp1	405 SE 14th St	99,000
Comp2	<u>225 Se 14th St</u>	52,000
Comp3	<u>318 Se 15th Ter</u>	60,000
Comp4	<u>320 Se 13th Ter</u>	124,900

Avg	83,975
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# 目标投资效益分析

	Subject Property Address	Market Value	Target Hammer Price	Curr Ann Prop Tax	Est Prop Tax	Other expense s	Target Exit Price	Target Profit	CoC Profit %
1	3700 NW 10th St	172,000	68800	1607	804	5000	154800	80197	116.6%
2	302 SE 15th Ter	84000	33600	1472	736	5000	75600	36264	107.9%
3	1714 NE 1st Pl	32000	12800	501	251	5000	28800	10750	84.0%



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