

John Bastidas:

I was working nine to five and was looking for a way to generate some more income to get out of that nine to five. I saw real estate as an avenue to do that.

John Bastidas:

My name is John Bastidas. I live in Orlando, Florida. I run a real estate investment firm, we buy and collect and hold properties. I was actually just using my own money, which is actually the first thing that people tell you not to do in this business. Somebody was mentioning how they were using a company out of Winter Park, they were helping them acquire properties. I reached out to the company, Boyd Management, and my biggest fear was that the fees that were going to be charged upfront were going to be so big that the deal might not be able to go through. All my expectations were it was going to be a hassle, a lot of paperwork, they were probably going to charge so many points or origination fees upfront, but that wasn't the case with Boyd Management.

John Bastidas:

Boyd Management made the process pretty seamless. From A to Z it was pretty easy. Everything was streamlined. Which being in this business, there's a lot of roadblocks, but getting the money or getting the approval for them was not one of them for sure. We're in a business of numbers and money and I think some of what they charge up front is pretty reasonable compared to some of the other competition. The particular terms that I have right now, I'll be honest, I vetted these terms out and nobody's coming close to what they're offering me right now. I'm the type of person that always tries to get three different quotes, I've emailed other lenders and then they give you these humongous fees, you're talking tens of thousands of dollars just to get this loan going. It just doesn't work. Every time I've done that Boyd's always been the preferred lender because they're more reasonable and Boyd Management saves me a lot of hassle.

John Bastidas:

I've worked with Boyd Management for three years now, we've done probably about eight or nine deals together. As you start doing more and more deals with them, the terms get a lot better. They have a lot of the stuff that they're asking for already on file because we do so many deals a year together, so it becomes easier and easier. They provide the funds for me to be able to buy and hold real estate. I just purchased a deal with Boyd Management, we were able to close that deal within three weeks, which is pretty quick in this business.

John Bastidas:

There's that trust there between us, they know that I can buy a deal, fix it and flip it, give them their return and then obviously give myself my return as well. If I send in a deal, they're going to vet out the deal and if I've missed something for whatever reason, they're going to be like, "Hey John, we did our own analysis. Did you think about this or did you see this?" I see them as a third line of defense for me. I see them as a trusted partner when it comes to analyzing deals that I bring to them as well, because sometimes you're too close to things and you might miss something, but they're able to look at it from a third party. Honestly, it's really been smooth sailing with them. I really haven't had a lot of issues with not being able to close a deal or getting funding.

John Bastidas:

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It allows me to use my capital to put in more offer some more deals. I think anybody that has experience and looks at what Boyd Management has to offer will realize that they're very competitive and they have a streamlined process that will get you to the finish line when it comes to closing a real estate deal.