

ELOY RETANA

AUTHOR • PRINCIPAL INVESTOR • PODCASTER

Eloy is a passionate real estate investor, author of the book *The Top 3 Reasons to Invest in Mobile Home Parks* and the host of *The Savvy Mobile Home Park Investor* podcast. He is currently invested in 113 apartment and Mobile-Home Units while also investing in his ongoing education both through top notch courses and through personal mentorship with two of the industry's leading experts: Bryan Ellis and Adam A. Adams. Eloy educates why currently during this pandemic, mobile home parks have outperformed all other real estate asset classes and why he considers them a safer asset to be invested in as we enter a period of economic uncertainty.



TOPICS



- ✓ Investing in real estate syndications as the best alternative to the stock market.
- ✓ Mobile home parks are not only surviving, but are thriving during the pandemic.
- ✓ Becoming financially free with real estate investing.
- ✓ Raising capital for real estate deals.

SAMPLE INTERVIEW QUESTIONS / TALKING POINTS

- ✓ How do you cultivate a mindset to rebuild after losing everything in 2008?
- ✓ How'd you get into real estate?
- ✓ I thought IT guys had it made, why make the switch to Real Estate?
- ✓ How did you find out about multifamily?
- ✓ What compelled you to make the transition to Mobile Home Parks?
- ✓ How have your MHP's fared during the lockdown? Why Florida?
- ✓ With an expected economic recession looming and bank lending tightening their rules, what opportunities do you see going forward?
- ✓ What do you feel are the keys to successful partnerships?
- ✓ What's next for Apex Communities?

