



# CASE STUDY

INVESTOR: TONY



## GOALS

You'll know Tony when you see him. He's often cruising in his i8, hitting it hard at the gym and actually taking his summers off as a teacher to travel. That's because Tony's had his investment portfolio working for him for over eight years. With five properties under his belt, Tony is living large.

Tony is a Toronto school teacher who loves coaching kids to play volleyball but as a school teacher with a fixed salary he found himself trading his summers for work when they could have been filled with fun and adventure.

Tony and Pierre met over 10 years ago when he walked into a sales centre with his partner. Pierre had an investment property coming up in Riverside; an investment Tony was excited to participate in. Tony and Pierre have been working together since.

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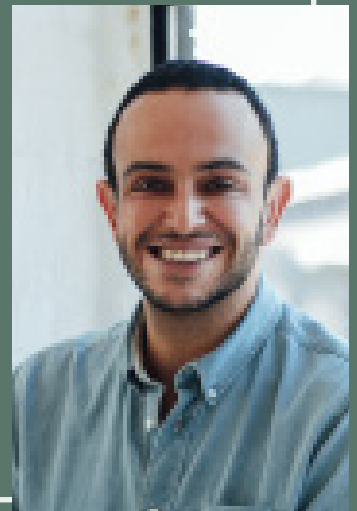


"I was looking for a trustworthy realtor who was very knowledgeable about the housing industry. Pierre is always able to answer my questions with confidence. He made me feel comfortable and secure with all of my real estate decisions and purchases. He surpassed all my expectations!"

**Tony**

"I asked Tony questions about his investments and personal assets. My goal is always to find opportunities for my clients to build their wealth. Tony had a lot of equity in his home but he wasn't using it to his advantage."

**Pierre**



## INTRO

After Tony had a very near death experience, he realized the only thing that mattered was spending time with friends, family and really enjoying everything that life had to offer.



**I needed to really make myself financially stable to be able to enjoy every single day like it was my last.**

Since buying his first property with Pierre, Tony has purchased four additional properties and is currently waiting on his fifth, a property that will soon be released for purchase to our [Insiders](#).

Tony's story is really about leveraging your money to the fullest and reaping the benefits of a great investment strategy.

Each property Tony purchased was first selected by Pierre for its profit potential. These are highly sought after buildings in the best locations with the most desirable suites, balconies and views. Access to each investment opportunity was at the pre-construction phase and each property had the opportunity of profit based on market growth on signing and then appreciated significantly during the years of construction.

As Tony's first investment property grew in value, he took the funds and leveraged them again and again, and again, and well, again. What was once a single, small one bedroom property has catapulted into a portfolio of 5 investment properties.

With his real estate portfolio working for him over the last eight years, Tony has really begun to reap the benefits. Last year Tony purchased a 24kt chrome gold BMW and three season seats to the Toronto Raptors. He's now closer than ever to reaching goals which once felt unattainable — purchasing a property in Miami and building his own home from the ground up, right here in Toronto.



## PORTFOLIO

PROPERTY	UNIT	PURCHASE PRICE	SOLD PRICE/ CURRENT VALUE	YEAR PURCHASED	YEAR SOLD	PROFIT
<b>Primary Residence</b>	1Bed+1 2 Bath	Current Value \$1,000,000				
<b>Property 1</b>	1Bed/1Bath	\$200,000	\$345,000	2009	2015	\$145,000
<b>Property 2</b>	2Bed/2Bath Terrace	\$455,000	\$720,000	2013	2017	\$265,000
<b>Property 3</b> [under construction]	2Bed/1Bath Balcony & Parking	\$359,000	\$750,000	2016	Holding	\$391,000
<b>Property 4</b> [under construction]	2Bed/2Bath Terrace	\$460,000	\$850,000	2016	Holding	\$390,000
<b>Property 5</b> [pre-construction]	2Bed/1Bath Balcony & Gas Line	\$579,900	\$739,000	2017	Holding	\$159,100

### READ TONY'S FEATURE IN TORONTO LIFE

Tony's success investing in Toronto pre-construction hasn't gone unnoticed. He was featured by Toronto Life in their August 2019 article *Who's Winning the Toronto Condo Market?*

[Read the full article here ->](#)



## REPEAT TONY'S SUCCESS

Tony now sends his friends to Pierre so they can create the same success for themselves that he has.

“

I tell everyone in school that everything I had is because of you... everyone is always [asking] 'how did you get here' ... call my friend Pierre.

”

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