

# Episode No. 118 So You Wanna Purchase Your First Income Prop...

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## SUMMARY KEYWORDS

kendra, people, tenants, buying, house, literally, landlord, investing, money, real estate, real estate investment, rental, downpayment, property, instagram, pandemic, building, resource, rent, student loans

## SPEAKERS

Jessica Lauren, Kendra Barnes



Jessica Lauren 00:00

Hello and welcome to the Sunday jumpstart podcast, a weekly podcast helping goal getters ditch excuses, do the work and make ish happen. My name is Jessica Lauren, and you are listening to episode number 118. Hey y'all. Hey, welcome back to this week's episode of The SJS podcast. Happy Sunday. Thank you so much for tuning in. I really appreciate it. It still blows my mind that y'all tune in every week to listen. Thank you. Thank you. Thank you. So what are we talking about today? Well, today we are continuing our So You Wanna Series and today we have Kendra Barnes in the building. She is going to talk to us about becoming real estate investors and buying our first income property and creating wealth for ourselves and our families through real estate. I'm super excited about today's episode because buying a home for yourself, it's a lot it's hard. It's frustrating. There's a lot of blood sweat and tears that goes into it ask me how I know because we just went through that process in November but we are trying to switch gears and create a portfolio and create income properties and really just use that as your vehicle to wealth it can be a whole nother ballgame, especially if you're a freelancer, full time creative entrepreneurs, side time entrepreneur, if you know don't have the best credit, if you're single. You know there are a lot of misconceptions that we hold in our heart that stop us from taking dipping our toe into the real estate game and Kendra is here to be like girl naw that's not necessarily the truth. Like you can have all that baggage and still get

your first you know, four person unit or apartment building or Airbnb whatever the case may be. Now you might be wondering, okay, girl but who is Kendra? Well, I'm glad you asked. Kendra Barnes is a full time real estate investor and founder of the key resource. Her real estate investments afforded her the ability to retire from the nine to five life at the age of 32. She created the key resource to inspire, empower and educate people about the power of home ownership and real estate investment. Ya'll do not want to miss this conversation. Kendra and her husband were able to say peace out to their careers. Just through their know how in a real estate game. So if you've been flirting with the idea of becoming a landlord, baby, go get your mimosa, your coffee, your orange juice your water, whatever. Sit back, relax and listen to this conversation that I have with Kendra as she's dropping all of these income property gems. Take a listen. Hey, Kendra. girl.

**K** Kendra Barnes 02:55  
Hey

**J** Jessica Lauren 02:56  
Welcome to the show. Thanks for coming on.

**K** Kendra Barnes 02:59  
Thank you. Thanks for having me.

**J** Jessica Lauren 03:02  
So you and I met quite a few years ago, right? And I know all about who you are and what you do. But do you mind introducing yourself for those of us in the audience that don't know?

**K** Kendra Barnes 03:14  
Yeah, hey, I'm Kendra, founder of the Key Resource. I am a real estate investor. I'm a mom, a wife. And I am the founder of the key resource like I said, where I basically empower, educate and inspire people to get started with real estate investing. But as Jessica knows, I have lived many entrepreneurial lives. I'm sure we'll get into that but yeah, that's a little bit about me.

J

Jessica Lauren 03:36

Yeah, you know, I was gonna go straight there. When we first met you had out I'll always love you. Is that what it's called? It was like a wedding accessory company. How the heck did you get from, okay, I work at the government, I got this wedding accessories situation to the key resource? Like, take us down your very windy career path. We want to hear all the tea.

K

Kendra Barnes 03:59

Man, it's so crazy. And it's so funny to see people who know me from that life. Like they still are, like connected to me now. But yeah, I used to work for the government. I used to work for the Department of Agriculture as an international economist, which is so random. It's like girl like who even, what is that? Right?

J

Jessica Lauren 04:14

What is that? Right?

K

Kendra Barnes 04:16

It's in. So I basically used to, like travel the world. And do like economist stuff which sounds so boring. But the way that I got into that is even more random. Because when I was in high school, I didn't know what I wanted to be when I grew up. I literally and who does when you're in high school, right? So my mom was like, Well, if you get a full ride scholarship, I'll buy you a car. So I'm thinking like car car car, like what do I need to do to get this car? So I stumbled upon this full ride scholarship. And the requirement was you had to go to HBCU and you had to work for USDA when you graduated. So I'm like cool, got the scholarship, got my car. That's all I cared about. I didn't have any student loans, but even my 17 year old self, I still didn't realize like the impact that would have on my life, like graduating with no student loans. Which is a blessing, right? But anyway, got into being an economist. Absolutely hated it. hated the nine to five life. I always knew it wasn't for me. But I didn't know any other way out. I'm like, I have to work here until I'm like, 70, right. Like, that's what people do. And so along the way, I had different business ideas, creating that wedding company kind of fell into my lap once I got married. And I realized how much people spend on weddings. And I was like, I need to get on this market. So yeah, that's kind of how I got into it. I created like, created my whole like wedding business, and it was very profitable. But the real estate investing in the real estate investing education, that's like my passion. And so I sold my wedding business several years ago, and then just like jumped, you know, head on into this business.

J Jessica Lauren 05:47  
Girl, what I love about your story is that things kind of fell in your lap, but they kind of seem purposeful, like in hind sight. So you sold your company. And so you were already kind of into real estate investment at that time?

K Kendra Barnes 06:05  
Yes. So as I was working my nine to five, and even when I had that wedding business, basically, we were buying our first rental properties at that time. And I had never even thought about teaching people how to do this. But I realized there was a need because one day we had bought our four unit property, a four unit apartment building. I posted it on Facebook, my Facebook friends, like Hey, y'all, we just bought this building. And I got inundated with messages. Like how like literally someone commented, it was like, did ya'll rob a bank? Like how did you get the money? I'm like, now ya'll know I could never spend a day in jail. I would never last in jail.

J Jessica Lauren 06:41  
Not a one.

K Kendra Barnes 06:41  
You know, me like I wouldn't make it so right. And it dawned on me like people honestly don't believe it's possible. And not because they don't think they can just because they don't see it. And so I set out to be what I needed. Right? I set out to be this representation, I set out to literally create this map that no one had ever created for me. And I'm like, you know what's so cool about being blessed, is that no one that comes across, you should ever have to make the same mistakes you made to get there.

J Jessica Lauren 07:11  
Yeah.

K Kendra Barnes 07:12  
So I was like, This is so cool. Like, I get to teach people and I get to like lift as I climb. And the even crazier part is like when I started teaching, I wasn't like, I didn't own like 50 million buildings, right? I was still learning but still, like, like I said, lifting as I climb, and it's just been so fulfilling to do it.

J

Jessica Lauren 07:31

That is so crazy. I was one of those people, where you be like, Hey, I just bought this and they'd be like, girl, how? And I remember emailing you like Kendra. I think I was like, maybe 30 at the time. And I was like, I'm 30 I'm single like, Who am I to own a house? My credit is messed up. I'm a freelancer. Like, can I do it? And just watching y'all do that. And you will have on your normalize black wealth shirt. I was like, yes, show me the way. But it's so interesting. It just felt like maybe that's only for Kendra. It was so incredible to watch you do it. But it felt really like exclusive. And how like, can somebody that is single, doesn't have the traditional nine to five, can they break into real estate investment?

K

Kendra Barnes 08:20

Yes. And I know, it seems so hard, it seems really overwhelming. But the really cool thing about real estate investing is there's so many ways to get into it. So yeah, you can buy properties and be a landlord. But there are other ways to that have like, you know, easier access to an income build up and get to the like buying properties, buying blocks, and all that kind of stuff. And so that's the really cool thing. But honestly, like, what I also love about where I am now is there are so many other dope like young black real estate investors that I've come across. And I love also shining light on them and promoting them because everybody's story is unique. Like Yeah, I went to college with no student loans. Right. So what about the people that have student loans? There are people that I know that literally own real estate empires who were homeless at one time.

J

Jessica Lauren 09:05

Are you serious?

K

Kendra Barnes 09:06

Yeah, and literally starting from the bottom. So I'm just like, it's so cool to share their stories too because people identify with different things,

J

Jessica Lauren 09:16

Right.

K

Kendra Barnes 09:16

To show you that it's literally possible no matter what, but yeah, that's if you were a single

student loan debt, you know, bad credit, whatever this whatever this situation is, whoever's listening to this, like, yes, you can get started where you are, because there's so many ways to get into it.

J

Jessica Lauren 09:31

Right. Now this might be too broad of a topic or a question rather, where do you start when you kind of are dealt like a bad hand? Like let's say your credit score is 549. Or you know, you got \$2,000 saved? How, like, Where's a good place to start?

K

Kendra Barnes 09:49

Yeah, the best place to start, I know it sounds so cliché, but like honestly thinking about what your money goals are like, What are you trying to do like don't be investing in real estate because you saw me on Instagram investing in real estate. Like, What? Why do you want to do it? Are you trying to pay off student loans? Are you trying to leave an inheritance, right? So figure out your why first. Start with your why first, and then figure out what you can do like there are ways to invest in real estate like investing, like wholesaling, right? That's a way to kind of, it's not technically investing in real estate. But it's it's a method of making money with real estate investing that does not require you to have a high credit score It doesn't require you to have any money, or even investing in real estate investment trusts, which the acronym is REITS. That's almost like buying stocks, right? You can you can buy REITS with \$1,000. If that's all you have and the credit score doesn't matter. And so, like, just start with what you can and like, build on from there.

J

Jessica Lauren 10:45

You know what, you brought up real estate investment? I mean, I'm sorry, just like traditional just like stock market investment. Why do you like, well, do you like real estate better than the stock market? And why?

K

Kendra Barnes 10:58

No, it's funny, because I just started investing in the stock market, I think, did you like oh she invests in real estate, so she must do all this, all these other things? Because my husband and I both worked for the government and the job that he had in the government, we weren't able to invest in stocks.

J Jessica Lauren 11:04  
Oh wow, okay.

K Kendra Barnes 11:14  
We both retired. Yeah, now we're, like, you know, open up to this world of stock investing. And I think it's great to diversify. Like, there are pros and cons to both, right. So we do a little bit of both now, like my husband, he does like the day trading, and we're buying like REITS, and we do like long term investing, too. But yeah, I like both.

J Jessica Lauren 11:35  
Okay, gotcha. So let's say that I cleaning up my credit, maybe invested in a few REITS and all that stuff. Where the hell do you find rental properties? You know, like, where do you even start to look and like, what should you be looking for? And should I rent out a house? Or how do I find a four building unit? Where do you start?

K Kendra Barnes 11:55  
Yeah, so a great place to start is like having a real estate agent. They're going to be your advocate. They're going to help you but you can also go on sites like Redfin, or Zillow, or Trulia in look for yourself. But having an agent is also really helpful. And then what you look for so many things, but like really try to figure out what's what's in your town that you're looking at? And like, is it a military town? Is there a college is there a major hospital and really figure out what kind of renters flock like flock to that area, right? So and what I always tell people too is, say you live in a touristy place, and you're like, oh, I know. I'm gonna do Airbnb because it's gonna be like, poppin. Like, I'm gonna get a lot of renters on Airbnb because it's touristy. That's cool but like, what if something happens and Airbnb doesn't pan out? Can you still be profitable in other rental methods? Like, could you do travel nurse rentals? Could you do military rentals? Could you rent out to like a professor or students? You know, things like that. Make sure you're running the numbers for different scenarios that you're not like, left high and dry. If that first idea you had doesn't work out? That's really really important, too.

J Jessica Lauren 13:04  
Yeah. Now, do you have favorite cities that you'd like to invest in? I'm born and raised in Detroit. And people will be like, I bought a house, a five bedroom, six bathroom for two pennies. Do you, I remember for a minute? You know, it's true. You hear it all the time?

What are some hotspots that you would be like, you know, what, if I could turn back the hands of time? Maybe I would've started or something?

K

Kendra Barnes 13:31

Yeah, Detroit has like amazing places. And places like Detroit, Cleveland, Chicago, those are places you can still buy real estate, like at a reasonable price. But I would say it just makes sense to buy wherever the numbers make sense. Even if you buy in a more expensive market, like, oh, Baltimore is another great place that has like reasonable prices. But all of these places, the prices are getting higher and higher. So the longer you wait, the more expensive things are going to get. But even if you buy in an expensive area, like DC, for instance, or New Jersey, or somewhere like that, as long as the numbers make sense, it's a good deal. Like there's no one right price. There's no one right city, it's literally wherever the numbers make sense.

J

Jessica Lauren 14:12

Gotcha.

K

Kendra Barnes 14:13

Yeah.

J

Jessica Lauren 14:14

So um, I know that a couple years ago, you were able to retire from your government job, like in what other ways has like just the real estate game helped you like, change your life around? Like, tell us about the pros of it all.

K

Kendra Barnes 14:31

Yeah, so I was able my husband and I, both retired from our jobs, which is just crazy to think that we were able to do it so early. But honestly, I haven't ready to go for so long. Like we set this number in our minds like we need to make this much money in rental income. And once we reach that, then we know we can leave our nine to five jobs. We actually reached that number like three years before we left and I was ready to go. And I was like can we quit today? And my husband was like we need to make sure it's sustainable. Like he's very patient, I am not.



J Jessica Lauren 15:04  
Yeah, you like, come on.

K Kendra Barnes 15:06  
I'm like, let's go. Like I really don't. I want to say this to like, this is in no way like nine to five shaming if you love your job. That is amazing. I never liked mine. And it just wasn't the environment for me. And so I was like really scrambling trying to figure out like, how can I free myself. So it's been really empowering to be able to do that. But I, what I do want to talk about is like the resistance that I feel like people can be met with, especially in the black community. I think it's a generational thing.

J Jessica Lauren 15:36  
Yes,

K Kendra Barnes 15:36  
My aunts and uncles and my parents were kind of like, but why though? Like, what are y'all gonna do? Like, why don't you just work all your life?

J Jessica Lauren 15:37  
Ugh cause I don't want to.

K Kendra Barnes 15:44  
Like well you know, it's just confusion and when I'll say to people who are going a different path than what your family is used to, is that, a lot of times people will project their fears on you, and a lot of its people closest to you, because they care about you. They're trying to protect you, and they literally cannot see past what they know. And that's okay. Like Don't let them hinder you by projecting their fears on you. Just keep working and keep going at it and let your success be the proof. That's what I found. So those are some things that's kind of how like retirement really just kind of shaped my mindset.

J Jessica Lauren 16:20  
Yeah.

**K** Kendra Barnes 16:20  
Here's what I thought retiring like, we literally like okay, we're gonna retire. We're gonna go travel the world for a year.

**J** Jessica Lauren 16:27  
Yeah. live it up.

**K** Kendra Barnes 16:30  
Man, we had this whole plan. And then we found out we were pregnant, like, right. God was like, You ain't going nowhere, you better sit down somewhere? You're gonna have this baby?

**J** Jessica Lauren 16:41  
Yeah.

**K** Kendra Barnes 16:42  
So it has been interesting, like being a new mom, being like newly self employed, basically. And then a pandemic. And so it's like, one of the things where you have a plan, and then God has a totally different one.

**J** Jessica Lauren 16:55  
His plan.

**K** Kendra Barnes 16:58  
But it's cool, though, because his plans are the best. His plans are the best.

**J** Jessica Lauren 17:00  
His really are. So, how have you been doing all the things? Right? So I know, you teach and you do the rental thing. How do you delegate? Do you have a team now? Or is it just you and your husband doing every thing?



Kendra Barnes 17:18

No. So for the key resource, like my online business, I do have two like virtual assistants that help keep everything together. But as far as our rentals, it's just me my husband, and we just yeah,



Jessica Lauren 17:32

You're still landlord. Like you got your landlord fuel cup. Like, you'd be like, Listen, what is a typical day look like in the life of a landlord for those cause you don't have to landlord, but if you do, is it all horror stories?



Kendra Barnes 17:47

No, we have had some horror stories, okay, like most of the times, we won't even hear from our tenants. But then there are some weeks when it's like, every It feels like everything is breaking at once. Like, everything is going wrong all at one time. So that's why like they call real estate, they call it passive income, because you don't technically have to exchange time for money. But there are some times when it's not passive, like,



Jessica Lauren 18:09

Right,



Kendra Barnes 18:10

there are some times when he's gonna be like, why do I do this again? but then the checks come in, and you see how much that property is worth. And you're like, okay, this is why, this is why I'm doing it. Um, so there's really no typical day and we don't have property managers, we still do it ourselves. Our properties are in DC and Maryland. We live in Texas now.



Jessica Lauren 18:28

Right



18:28

K Kendra Barnes 18:28  
We moved to Texas right before the pandemic. And so it's, it's been interesting, I will say that.

J Jessica Lauren 18:35  
So. So you've been blessed and sound like for the most part, the tenant thing has been okay, you know, except for those weird days. Do you have any advice for people that have to deal with wonky tenants? Like, I remember because I'm a part of your Facebook group. I remember one young lady. She was like, I bought a rental property, but the tenants were already there. What should I do? It was just like, you know what, I never even thought of that. What do you do in those weird situations?

K Kendra Barnes 19:07  
Yeah, we have purchased three properties with tenants already in it. And it's not even a bad thing.

J Jessica Lauren 19:12  
Okay.

K Kendra Barnes 19:12  
Like, you might think like why would somebody sell a property with tenants in it? Like, are they bad tenants? Something wrong with the property?

J Jessica Lauren 19:17  
Right.

K Kendra Barnes 19:18  
But people get old, they move like, you know, whatever happens. And we did have a really bad situation where we bought our four unit property. And we lived in one unit rented out the other units right? House hacking, and it's called house hacking. But the three units were already occupied with tenants that we basically inherited from the previous landlord, and they were not good people. And so here we are, sharing walls literal that we had to put out and I was kind of scared at first because I was thinking are they gonna like

come after us, they know where we live?



19:51



Jessica Lauren 19:51

Yeah.



Kendra Barnes 19:51

Like, we live in this building



Jessica Lauren 19:52

Yeah.



Kendra Barnes 19:53

and we're putting them out. So we're still alive, like



Jessica Lauren 20:00

We're still alive.



Kendra Barnes 20:02

Yeah, it all worked out. But it was. It was a little like unnerving at first, but



Jessica Lauren 20:08

You just do what you gotta do.




Kendra Barnes 20:10

Yeah

 20:10

 Jessica Lauren 20:10


Okay, cool. Let's talk about house hacking. Because that's a whole thing where you can purchase your primary residence, leave in a couple of years, let somebody rent it out or you share a roof with them. How does that work?

 Kendra Barnes 20:26

Yeah, so house hacking. I know if you've never heard of it before, it kind of sounds illegal, because the word hacking you're like what is that? But it's perfectly legal. The reason they call it hacking is because it's really like a fast track to building wealth into like making passive income with real estate. The premise is you buy a multi unit building a building with more than one apartment, you live in one apartment, and you rent out the others. And by doing that you're living there for free, right? Your tenants are covering your mortgage, not only are you saving money, because you're no longer paying for the roof over your head, but you're also making money. And so just in our situation, we were paying about \$1,800 a month in our mortgage before we house hacked. So we moved out of our house. We moved out of our house and rented that out and then we moved into a four unit. And then we're like no longer paying \$1,800 a month for living for free and our tenants are paying that mortgage and then some. And so yeah, people do that over and over again and just build up their real estate portfolios. And if you're a first time homebuyer, not only can you basically house hack and live for free, but you can get downpayment assistance and downpayment grants to basically cover the biggest hurdle to homeownership, and that's that downpayment. So, there's so many resources out there that if you're a first time homebuyer that you could tap into.

 Jessica Lauren 21:47

That's so freakin smart. Me and boo, we already own that, like, let's figure out this house hacking thing. You brought up assistance, right? Because that down, but we just bought a house in November, that downpayment was like,

 Kendra Barnes 22:00  
bet

J Jessica Lauren 22:00  
thank you.

K Kendra Barnes 22:02  
It's a lot of money.

J Jessica Lauren 22:03  
It's a lot of money. And it's more than you think it is. When you first, like you get approved you like, okay, you know, then they hit you like, what's the season right before you close? Like, just as they're going through your paperwork and all of that? And they're like, oh yeah it's gonna be this. And it's like oh

K Kendra Barnes 22:17  
Yes. Them closing costs hit and you're like, wait a minute, I thought it was just a down payment?

J Jessica Lauren 22:25  
No, especially my realtor. And for whatever reason, she didn't negotiate it for it to be included. But anyway, you can get assistance. How do you find like, what are some resources that people could get help for downpayment and all that stuff?

K Kendra Barnes 22:40  
Yeah, so I have some lists on my website for different states. But basically, I mean, you could even look it up, like wherever you live, there are national programs. And then they're like, city specific programs that you could use to get downpayment assistance and grants. And they kind of come in like two different forms. Some of them are like grants where it's just literally free money

J Jessica Lauren 23:02  
free money

K Kendra Barnes 23:03

and then some of them are like deferred loans. And so just make sure that whatever you find, you're like, really looking at the fine print.



Jessica Lauren 23:10

Have you ever dealt with any section eight type of situations? What's your feelings on that? Do you recommend it?



Kendra Barnes 23:17

Yes, I do recommend section eight. There's so many like misconceptions around section eight that they're always going to be terrible tenants. But let me tell you, you can have a bad tenant section eight or not. And if you decide to go to section eight route, just make sure that you that you really screen the tenants just like you would any else. And what we did is like in DC, where our section eight tenants where, they even allow you to go to the tenants current living place, and like look and see how they're living there too.



Jessica Lauren 23:45

Oh, wow.



Kendra Barnes 23:46

The reason I love section eight is because their money is pretty much guaranteed no matter what. And when the pandemic first hit, and people weren't paying their rent, section eight landlords were getting paid and we're not sweating at all



Jessica Lauren 23:59

All my God.



Kendra Barnes 24:00

And so I love that they paid no matter what, usually will get above market rate.



Jessica Lauren 24:05

Really?



K Kendra Barnes 24:06  
Like if for a regular tenant, you would get 1200 you may get 1600

J Jessica Lauren 24:10  
shut up

K Kendra Barnes 24:11  
for a section eight tenant, right? And that's just an example. It's gonna be different everywhere. But yeah, you can screen them just like any other tenants. And so, I actually did a post on my Instagram about section eight. And if you look at the comments, like dozens of landlords were like, my section eight tenants are my best tenants of all my renters.

J Jessica Lauren 24:28  
Really?

K Kendra Barnes 24:28  
Like I only do section eight. I love section eight, like and so, if you can find that post and scroll through it.

J Jessica Lauren 24:35  
Wow.

K Kendra Barnes 24:36  
Yeah, it's not as bad as people think.

J Jessica Lauren 24:38  
Yeah, I think we all have just the stereotypes, like the projects and, aw they gonna tear your building up, but it's like naw. You know, full disclosure, when I was living in the city, I was like on section 8.9 too. My landlord basically was like it's not section eight, but you are going to be locked into this rent like we can only go up \$5 a year. Basically was income based I think, And that was such a blessing because I was shoot, I'm only paying 700. And

it was because I was a freelancer, my neighbors was paying like 24 or something. I was like, Yes, I had a huge apartment. And I think when I first got there, I was paying like 650. And every year because she could only go up like 10 or \$5, the most I spent with 700. That was such a big blessing. But

**K** Kendra Barnes 25:01  
Yep. And the rest was subsidized?

**J** Jessica Lauren 25:27  
Yes,

**K** Kendra Barnes 25:28  
That is amazing.

**J** Jessica Lauren 25:29  
Yeah, yeah, I was like, girl, whatever. So

**K** Kendra Barnes 25:33  
Exactly.

**J** Jessica Lauren 25:33  
how many like, ways you could get it? It doesn't have to be the traditional tenant way, like the government is there like hey can ya'll house some of these people we'll pay you

**K** Kendra Barnes 25:43  
No, seriously. And it's not just like, the typical section eight, they have ones for like veterans, they have ones for disabled people. And so like when you think of section eight, yes, that's one voucher program. But there are several other voucher programs like the one you described. And like, people, if they see you and know you, they're not gonna be like, she's gonna tear my place up. live like no one's worried about you.

J Jessica Lauren 26:03  
Right, right

K Kendra Barnes 26:05  
Like I tell people that all the time, like if you're ever if you're ever worried about getting a bad tenant, just think about the kind of tenant that you are.

J Jessica Lauren 26:12  
Right, right

K Kendra Barnes 26:12  
Or like, if you were the tenant, there are people out there

J Jessica Lauren 26:15  
Just like you.

K Kendra Barnes 26:15  
just just looking for somewhere to live. So,

J Jessica Lauren 26:19  
Yeah, yeah. Now, I just went through the housing buying process in November and it was stressful as F Kendra. How do you coach your students through that time? Like what? How do you deal with all that?

K Kendra Barnes 26:36  
It is very stressful I am. So I went to an HBCU. But I am not in a sorority. But one of my friends who is she said she felt like she was getting hazed?

J Jessica Lauren 26:47  
Yes. Yes,



Kendra Barnes 26:50

I laughed really hard, because it can be really trying First, the ups and downs and disappointments, not getting the house we wanted and having to look again. And then the lender or the bank is asking for 50 million documents. And you're like, are they gonna ask for a blood sample? Possibly. And so yeah, I would just say, it's worth it in the end. Like, it is worth it. Like, that's what I tell people.



Jessica Lauren 27:13

Yeah,



Kendra Barnes 27:13

But I think having a good real estate agent in your corner is key, it's gonna make the process better. And also, just being prepared, like knowing what documents to have in place and all that kind of stuff. Yep. Will make it easier to.



Jessica Lauren 27:26

We didn't know any of that. We kind of fell into buying a house. We were looking for a rental, and then it just kind of made sense. So we really kind of went into it blind. One of the biggest mistakes we almost made, we was like, Ah, you know, we're getting close, we got to approved, let's go to Ashley furniture, and like, start picking out furniture. And literally, as we were sitting down at the table, like signing up for the credit line, our realtor she called us she was like, Well, you know, what ya'll doing? We're about to get the...she was like, do not do that!



Kendra Barnes 27:57

Yeah.



Jessica Lauren 27:58

And we couldn't understand why. And apparently, it's because they still just running your credit and just really monitoring every single thing. So what are some big mistakes that you see first time, you know, people that's getting in the game that they make and how can you avoid them?

K Kendra Barnes 28:17  
I am so glad she called ya'll cause that would have like derailed your entire process?

J Jessica Lauren 28:22  
Yes.

K Kendra Barnes 28:23  
And so yeah, that's a big thing once you get pre approved, and once you are in the process of like going through the paperwork and finding a house and doing all that stuff. That bank is looking at your finances so closely. And at any moment, they're going to ask for bank statements, all kinds of things, and you're going to have to explain to them, why did you spend all this money? And so yeah, don't open any new credit cards right before or during the process, even like receiving large sums of money that you cannot explain is also a big no, no, depending on the kind of loan you're getting, because the bank wants to make sure that you and you alone can afford the property.

J Jessica Lauren 28:58  
Right.

K Kendra Barnes 28:58  
They don't want uncle Jimmy to have to send your \$20,000 for you to be able to afford it. So if you receive like that, well, unless you're a business owner, and you can explain like, Oh, I just launched a new program or whatever. But just if you have regular W2 income and you just received like a random sum of money, they're gonna ask you to

J Jessica Lauren 29:06  
Explain that

K Kendra Barnes 29:16  
explain it. And so yeah. First of all, and then I want to say, why didn't you call me?

J Jessica Lauren 29:22

girl because we literally it was literally like, we need a little bit more space. Let's look for some houses to rent. And then she was like, I think my boo was like, how do you feel about rent to own and she was like, why don't you just own it? And we were like, okay, it literally happened.

**K** Kendra Barnes 29:36  
Just like that yeah

**J** Jessica Lauren 29:37  
And we closed like in 25 days. Yeah it was something crazy it literally was like, whoa,

**K** Kendra Barnes 29:40  
25? It was that fast?

**J** Jessica Lauren 29:46  
It was super fast. But that leads me to my next question, and I know you hate this question, but I'm gonna ask it anyway. Is now a good time? A part of me was like were they trying to get rid of it because it is the pandemic? Like it wound up being a big blessing for us, but like, do you think it's wise, quote unquote, to be like, starting off now? Well, we're like on the cusp of a recession and this insurrection and uh, you know, it's like the world is going crazy.

**K** Kendra Barnes 30:14  
The world is going crazy. And my thing about that is like, at what point? And when will it change? And how is that going to look like? How long would you be willing to wait and sit on the sidelines and miss out on opportunities?

**J** Jessica Lauren 30:26  
Yeah.

**K** Kendra Barnes 30:26  
So is it a good time to buy real estate? It's always a good time, if it's a good time for you.

Like if you're listening to this, and you've saved the money and you found something that's in your budget and meets your goals. Don't wait. Now, if you're still saving, and you still feel like, you know, it'd be a stretch. Yes, I think waiting is okay. But while you're waiting, make sure you're preparing. Make sure you understand what the process involves, make sure you understand, you know, how it's going to work and what you need and make sure you're saving and all that kind of stuff. But for me, if it's aligned with your goals, and if it's aligned with your budget, we're waiting, you're missing out on opportunities.

**J** Jessica Lauren 30:32  
Yeah.

**K** Kendra Barnes 31:01  
People are out here buying properties every day

**J** Jessica Lauren 31:03  
Left and right,

**K** Kendra Barnes 31:05  
Yeah. And in the talk about like, waiting for the recession, like, well, what if I wait, and there's a recession and then houses are going to be super cheap? If you're thinking like that, imagine people like me or people who are like real estate investors We out here waiting to and we're ready. Like we're

**J** Jessica Lauren 31:19  
Yeah.

**K** Kendra Barnes 31:20  
We're buying now if it makes sense. And we're also gonna be ready with if the prices just dropped to the floor,

**J** Jessica Lauren 31:26  
Exactly.

K Kendra Barnes 31:26  
We're gonna be ready to pick up stuff cheap,

J Jessica Lauren 31:28  
Scoop it up

K Kendra Barnes 31:28  
You have to make sure that in your waiting that you're also preparing. Because it's gonna be like a Supermarket Sweep. Everybody's gonna have a cart.

J Jessica Lauren 31:35  
Yes.

K Kendra Barnes 31:36  
And you're gonna be like, wait, what do I do first? What's the first step? And you have to make sure that you're knowledgeable too.

J Jessica Lauren 31:41  
Yeah. When you first started, you know, I'm gonna go way back. We when you and your husband, we're looking at your first four unit. And you were preparing, like you had the paperwork and all that stuff ready? Did you have like a nice cushion for repairs or renovations and you DIY a lot of stuff yourself. But did you guys have like a little nest egg for just those weird moments?

K Kendra Barnes 32:09  
Yeah, we did. We have pretty good savings, I would recommend that you have at least like three to six months worth of expenses saved up. And for us, that was about probably like \$6,000 minimum at the time we needed.

J Jessica Lauren 32:23  
Okay.



K Kendra Barnes 32:23  
So it wasn't it wasn't a time like our mortgage for our first rental. Our first rental was a duplex

J Jessica Lauren 32:28  
Okay

K Kendra Barnes 32:28  
a two unit building, we didn't live in it. And the mortgage was like \$1,000 a month.

J Jessica Lauren 32:33  
Okay,

K Kendra Barnes 32:33  
So we DIYed the heck out of that place.

J Jessica Lauren 32:37  
Yeah, yeah.

K Kendra Barnes 32:38  
It worked out it was a good a good property.

J Jessica Lauren 32:41  
And how do you,do you have any advice for how people should come up with their prices for their rent? So let's say they're like, you guys, like maybe they want to live somewhere else and a mortgage at the rental is \$1,000 a month? How much should they be charging their tenants? How do you come up with that number?

K Kendra Barnes 32:58  
Yeah, good question. You can go on different websites like Zillow, and you can just zoom in on that area that you're looking to buy in and see what other landlords are charging. You

can go to the Housing Authority website, like you know, Chicago or DC housing authority and see how much they're paying for section eight tenants. Even if you don't want to do that, just to see what it is. You can ask your real estate agents to run rental comps for you and they can tell you, there's a site called rentometer.com and you can type in an address, and they'll tell you what the median rent is. So there's so many ways to figure out how much to charge.

J

Jessica Lauren 33:30

Okay, cool. So before we wrap up, I want to kind of switch gears and talk about money mindset, right? When you're buying a house or a rental property, you got to get your relationship with money together, because the bank is gonna be like, why you only make this or you know, like, or when you start to receive the abundance, like, it can be too much. When you have like a student or somebody on Instagram, like that's just dealing with a lack mindset. How do you help them get ready for the windfall of goodness. I think a lot of times we're just so used to being broke, busted and disgusted. Like you get kind of used to it, and getting some money finally feels uncomfortable. How the heck do you deal with that?

K

Kendra Barnes 34:14

I think the first thing you have to do is to realize that you're worthy of it. And I think people think like me, I'm a first generation college student or I always have bad credit or my family was always broke, or I grew up in the projects or whatever your story might be. And it's like I can be a real estate investor and own multiple buildings? Yes, yes you with whatever history you have. So realizing you're worthy is the first step. And I do think that that I just realized something like, I think people are also scared because like you said, they're scared to even succeed because if they succeed, that means that they the person with all of this history is going to be receiving this abundance and it's like me? like what do I even do with that? And so it's like, the first step is realizing you're worthy and realizing that you can start where you are with what you have. Like literally, yes you. And then just being like not being afraid to bet on yourself and not being afraid to step into that abundance because you're worth it and you can do it.

J

Jessica Lauren 35:13

Yeah. Oh, that's such a good word girl, that means half the battle right there, is figuring out that you are worthy. So the Key Resource is literally the key resource. Like you could go to your website and take all kinds of classes get all kinds of ebooks. How has teaching been for you? Like how many students have gone through your programs? How many

success stories do you have? Like, I won't all the scoop on that stuff?

**K** Kendra Barnes 35:40  
Yeah, 1000s have been like through my classes. And the success stories make me so happy because people are like they go from I don't know where to start to, like, girl I'm on property number three.

**J** Jessica Lauren 35:51  
Shut up.

**K** Kendra Barnes 35:52  
Like and it all came like, even if they didn't learn everything from me, it really was sparked by seeing me do it. And that's enough for me. Like even if you come across me and you don't buy anything of mine. I don't even care. Like the fact that I inspired you to get started and that you saw yourself in me. It just it, it's like it's so amazing. I can't even put it into words. And so yeah, I do have classes ebooks. You can find me on Instagram and I share my story there and like different tips and stuff like that. I have a Facebook group community that's really cool as well. But I just love seeing that transformation in people.

**J** Jessica Lauren 36:28  
I promise. I see me and you all the time? Or you, us together? I'd be like go off Kendra. I'm going to get there, we saving up. Let's go. My mom and my sister have a bunch of your products like, we are all like Oh, how can we do this? Yeah, my mom has been a big fan of yours forever.

**K** Kendra Barnes 36:47  
That is too sweet

**J** Jessica Lauren 36:47  
And y'all seriously, if you thinking about getting in the game, Kendra can literally help you from the rooter to the tooter. Like literally everything, like, we only got five more minutes left in his interview and I could ask you a million questions but that is literally the best place to find you. Right?

K Kendra Barnes 37:02  
Yep.

J Jessica Lauren 37:03  
That's it for today's episode. Again, go to the Key Resource dot com. What's your Instagram, Facebook, all that jazz so they can find you?

K Kendra Barnes 37:10  
Yes, you guys can find me at the Key Resource on Instagram. And if you've heard me here, definitely DM me and let me know. You can find me at the Key Resource dot com. Once you get me on Instagram I like everything you need is right there and then link in my bio. I had a fun time chatting. We definitely have to catch up and do this more often.

J Jessica Lauren 37:30  
Yeah.

K Kendra Barnes 37:30  
But you guys I love chatting with you. And if you have any questions about real estate investing, definitely let me know.

J Jessica Lauren 37:36  
Okay, Kendra thank you so much. We'll see you next time. Y'all I am so grateful that Kendra came on the show and just dropped so many gems about what all it takes to get your first income property to become a landlord to make some pretty coins heck even retire from dipping your toe and your real estate game. I really do pray that encourages you to take that leap of faith that you've been flirting around taking anywhere. As you know buying a house is pretty personal. It's super specific and today on the podcast you know we can't cover it all in 45 minutes, so if you want some in depth information from Kendra be sure to check out the Key Resource. Maybe you know sign up for one of her courses where she she lays it all out. You know she talked about REITS and buying things in different cities. She has access to all of that specific information on her website. So go over there hang out with her she really will point you in the right direction. Get in her facebook group and interact with her on Instagram. Let her know that you heard her right here on the Sunday Jumpstart podcast. I love Kendra she is changing the game not only in

her life, but in the lives of us that are watching her create that black wealth. We are here for it. As always, thank you so much for tuning into today's show. If we didn't mention anything while we were jabbing, talking me and Kendra are real lives friends so on the episodes with my friends chile I be talking and overtalking people. So if we did that and you didn't get to jot it down, do not worry I got you back. Just go to the Sunday Jumpstart dot com and click on episode number 118. Everything that we talked about in today's episode will be there. If you could do me a favor and leave a five star rating and review in Apple podcasts that really does help get our make ish happen message out there. If you want to keep in touch with me follow along on Instagram. The handle is at the Sunday Jumpstart andif Instagram ain't yo thang shoot me an email over at hi at the SundayJumpstart dot com. You guys I love you. I'm rooting for you. Thank you for just listening in every week, it does not go unnoticed. I really truly appreciate it. I will be back here this Wednesday with a quick tip. Those are our five to 10 minute episodes where we just talk about something that you can do in real time to take action. Take control of your dreams and make it happen. All right you guys Have a great rest of your day and I'll see you here ish Wednesday. Bye.