

# WESTERN MASSACHUSETTS

## Real Estate Investors

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### Are you ready to ring in 2017? We are!

*“Success isn’t owned; it’s leased, and rent is due every day” — J.J. Watt*

We had some incredible panels and presentations in 2016 discussing topics ranging from building up your real estate team full of motivated individuals, to creative financing options with crowdfunding platforms that have taken the market by storm. We are excited to be bringing more jam-packed networking and educational opportunities in 2017!

As of the end of December, our group has grown to over 330 members that are involved in one capacity or another. Due to the amazing growth we have seen within our group, the founding members are looking for individuals who would like to volunteer and become more integral to the activities and outreach in our local community. If you are interested in getting more involved with the group, please email the founders at [westernmassreia@gmail.com](mailto:westernmassreia@gmail.com) to see how you can help!

#### A quick recap of 2016 panels and presentations:

**January:** “Quick and long term strategies” with Shaun Reilly

**March:** “Creating Your Team” with Tony Nelson, Peter Houser, Russell Sabadosa, and Steve White

**April:** “The Boston Investor” a.k.a. Justin Silverio

**May:** Money Strategies, Private Lending & Crowdfunding

**September:** “Current Trends in Real Estate” with Hunter Marosits, Drew Townsend, Stanley & Marissa Komack, and Mike Perry

**October:** “Social Good with Profit” with Theodore Agranat, Co-Founder of Yellow-Brick

Many of the speakers from these events are involved on the Facebook group, so if you missed any of them from this past year, be sure to check out the [group online](#) for presentations, videos, and to connect with other investors. We look forward to a prosperous 2017!



# A Springfield revival? Railcar manufacturing, a casino, and other changes are creating optimism

How Springfield's luck has changed in a few short years—and no, that's not just a nod to the billion-dollar MGM casino going up downtown, where blocks of buildings had been torn asunder by the tornado.

Across town, the China Railway Rolling Stock Corporation (CRRC)—the largest railcar manufacturer in the world—is building a plant that will employ more than 100 local workers to assemble the new fleet of MBTA Orange and Red Line cars.

By the end of this year, the city is expected to reopen Union Station, after a long-awaited nearly \$100 million overhaul of the historic transportation terminal.

Vacant for decades, the station will soon serve as an “intermodal” transit hub, a depot for Amtrak trains, local and intercity buses, and possibly commuter rail. The opening corresponds with track and station upgrades in Holyoke, Northampton, and Greenfield.

If Connecticut completes upgrades on its end of the line, in a few years' time there could be 25 daily round trips running between Springfield and Hartford—what public officials have taken to calling “the Knowledge Corridor.”

There's a growing technology cluster in and around Springfield, fueled in part by the regional hospital and the area's dozen-plus colleges and universities, and old-line manufacturing businesses are expanding.

All told, public and private investment in ongoing or recently completed projects totals \$5.2 billion, according to the Economic Development Council of Western Massachusetts.



(Above) The construction of the MGM Springfield casino is remaking the downtown.



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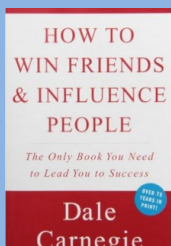
(Left) A bus shelter near Union Station is under construction.

Special thanks to the author [TED SIEFER](#)  
To read more from this article, [click here!](#)

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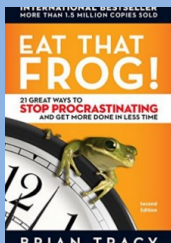
# 2017 Reading Corner



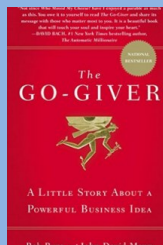
**How To Win Friends & Influence People**  
By Dale Carnegie  
It's a life-changing book, and you can apply the principles to your business, job, and even everyday life. This book will provide new perspectives every time you re-read it.



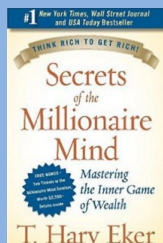
**How I Turned \$1,000 into a Million in Real Estate in My Spare Time**  
By William Nickerson  
Outlines the basic premise of successful start-up real estate investing. The basic concepts are as true today as they were then.



**Eat That Frog!**  
By Brian Tracy  
This book provides an effective framework to help one maximize their time and really take it to the next level in goal achievement. Lots of actionable tips on eliminating procrastination and getting out of your comfort zone.



**The Go-Giver**  
By Bob Burg & David Mann  
The book illustrates perfectly for readers, that to be successful at anything in life, you must take the steps and put the work in first. You build a fire to get heat, but the heat follows building the fire and putting the logs on the fire and tending to the fire to get it stoked. Same in business and real estate.



**Secrets of the Millionaire Mind**  
By T. Harv Eker  
This is a “money blueprint” and challenges the reader to examine and change their own blueprint to something that will serve them moving forward.

Check out [Audible.com](http://Audible.com)! It is a great site for all of the up to date books and noteworthy classics as audiobooks!

# Winter!

## Calendar of Events

Hope everyone is enjoying the snowy weather. We have some exciting panelist and speakers lined up to help jump-start your real estate career in 2017!

### January 17th: Wealth Management & Asset Protection in Real Estate

A local, renowned attorney will be a guest speaker presenting on various topics including wealth management, probate, and asset protection when it comes to real estate. **Location:** Naismith Memorial Basketball Hall of Fame, 1000 W Columbus Ave, Springfield, MA 01105 .

### February 21st: Building & Managing Your Team

We'll be having a panel presentation on the topic of “Building and Managing Your Team” in real estate by some of the major players in the local market. **Location:** TBD



# MEMBER SPOTLIGHT

Matt received a Bachelor of Science in Business Administration with a concentration in Finance from Framingham State College. He has been involved in real estate since 2003 when he earned his real estate agent license. Matt's real estate license was originally held with EXIT Realty Group of Plainville, MA. He was one of the top producing agents in his office. Matt specializes in marketing and advertising for both buying and selling properties. Matt received his Real Estate Brokerage license in 2013 and he is now the Broker of *Hampden Realty Center, LLC* located in East Longmeadow, MA. He has extensive knowledge of the Hampden and Hampshire counties with intimate knowledge of the specific communities that are located within them.



**Matthew Kearney**

In addition to Matt's advertising and marketing abilities he has been involved in properties that required complete renovations before going back on the market for the traditional buyer. His experience is not limited to residential. Rounding off Matt's real estate knowledge is an extensive background in commercial property and building systems stemming from a former job as a commercial property inspector for the nation's largest commercial lenders.

Matt is also a new father! He and his wife Karolina, had their son, Aiden, on September 18th.



# LEGAL QUICK TIP

» How much can a landlord request when a new tenant moves in?

The most a landlord can charge you when you first move into an apartment is:

- First month's rent;
- Last month's rent payment;
- A security deposit; and
- The cost of a new lock and key.

**Illegal Fees:**

Massachusetts law clearly states that before you move in, a landlord can charge you only first month's rent, a last month's rent payment, a security deposit, and the cost of a new lock and key. Often, landlords try to impose extra charges on tenants. They may call these "holding deposits," "pet fees," "fees for credit checks," "cleaning fees," or "application fees." These extra fees are illegal.

A separate broker, independent from the landlord, may, however, also charge a "finder's fee" or "broker's fee." A landlord cannot try to escape the requirements of the security deposit law by taking what is really a security deposit and calling it a "cleaning fee" or something else. This is also illegal.

The problem is that if a landlord demands these illegal charges and you either accuse the landlord of violating the law or refuse to pay, the landlord may not rent you the apartment. If you want the apartment and can afford to pay the extra fees, get a detailed receipt for whatever you pay and then take the extra fees out of your future rent after you safely move in. When you do this, write the landlord a letter telling her what you are doing and why.

[Source](#)

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