

Chapter Excerpt from *Darlene Smith*

FROM
ORDINARY
TO
EXTRAORDINARY

Success stories from
women investing in **Real Estate**

Curated by Liza Rogers



An Excerpt from Darlene Smith's CHAPTER

My friends often refer to my energy level, my independence, and my take-action personality.



I have been called ‘the energizer bunny’ and I like to be busy. Yep! I do. I was determined to set myself up well for the future and I wanted another reliable income stream—particularly given the three retail management job eliminations, I was personally experiencing (more on this later) and seeing all around me. I figured that my skills had made a lot of other companies successful, why not apply my time and energy to a business of my own and see what success I could generate.

Since I witnessed many people who were creating wealth for themselves doing so with Real Estate as part of their strategy, it just made sense for me to start there too. If I had a mortgage that was being paid for by people renting from me, that seemed to be a great strategy to build equity.

Decision made! I did two things that changed my life while I was still working full time in the retail industry. One, I purchased a property with a single-family house on it about thirty minutes outside of Moncton. I paid for the property outright.



Then I hired out the renovations and, upon completion, acquired renters. After a short period of time, and since it was working so well, I decided to take some of the equity from that first fully-paid-off property to buy a second property that had a small mortgage on it. Again, renos hired out and then I rented the house to a family.

Given the success of those two rental properties, I decided to take equity from the second property to buy a third property with another mortgage. Both mortgages were less than fifty percent of the properties’ purchase price. All three of these properties were single-family rental homes in rural areas within thirty minutes of Moncton. The cash flow from the rental incomes paid for the mortgages and generated positive cashflow for all three properties.