



SOUTHWEST PROPERTY TRUST, INC.
MERRANO BUILDING
P.O. BOX 4882
PAGOSA SPRINGS, CO. 81157

7% TO 35% TO 100% RETURN, & UP, ON REAL ESTATE INVESTMENT. REALLY ?

Before you dismiss this preposterous sounding idea, let me tell you the Elephant story. Imagine some modern day explorers are in the Amazon jungle. They come across a remote, primitive tribe. They communicate through an interpreter and exchange revelations to one another. What strikes the tribal leader as impossible to believe is the description the explorers give him about a creature he cannot image: an elephant. It's soon arranged for the leader to be flown to Africa to see for himself. Upon arrival, they take him to an elephant but they approach from the rear. In fact, that's all the tribal leader sees, the back of the elephant. He never sees the animal from the side and front, so learns nothing about the elephants' incredible tusks, his unusual trunk, or his soulful eyes. He's then returned to his tribe, where he is revered as the resident, elephant expert.

For many investors, they never see the whole of what's possible with real estate investment. Putting 25% down or more, holding on to a property for years, then hoping appreciation and a good result will come to pass is the basic plan. They never see the entire elephant, the other options to invest.

In this report I'll introduce you to a few of my master investor clients, then some options you may want to consider that let you generate far more profit in far less time, typically 1/3 the usual time. I'll then show you how to learn more with a FREE BOOK.

Sincerely,

F. Scott Tonges
President - Southwest Property Trust, Inc



www.SouthwestTrust.Com Colorado Office 970-731-4421 / Email: propertytrust@frontier.net

elephant five page newsgram 2022 rev 1



LESSONS FROM MASTER INVESTORS I CAN HELP YOU CAN APPLY



George Ablah – The first time I met George, face-to-face, was aboard his \$12 million Gulf Stream jet. On board was his \$4 million sculpture collection. George had just completed an 800 property purchase for \$120 million that he'd sell for \$180 million. He told me that what he did on a big scale, anyone can do on a small scale. George would be a friend for 25 years. George was a SITUATION A & B investor.



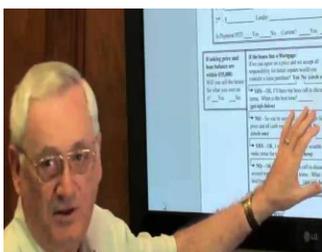
Jerry J. Moore- I helped Jerry Moore buy shopping centers: a few of what would become a 100 property portfolio he'd sell for \$125 million. His cash flow would fund one of the largest classic car collections in America (200 Rolls Royces & Dusenbergs). Jerry had a trick to minimize risk that I show investors how to duplicate. Jerry was a SITUATION A investor.



Darby Suiter – Darby first came into my office on a Saturday morning, wrote up his own contract for a 76 unit apartment for cash and we closed 10 days later. I'd go on to help him expand from 127 apartment units to 720. On the side, he acquired 150 homes in two cities. He cashed out late in life leaving \$50 million in cash and stocks according to his attorney. Darby was a friend to me and my wife for 25 years. Darby was a SITUATION A investor.



Howard Ruby – Howard founded the billion dollar R&B Realty empire. I was his acquisitions guy for several states. We did large, institutional size deals for which value could be added in short order. It was here I really saw that valued added, high profit deals could be done on any scale. Our investing partners included life insurance companies. Howard was a SITUATION B investor.



Ron LeGrand – Ron is the number one home investor in the country, with 3,000 deals completed & counting. It was his unorthodox, low risk, extreme profit ideas (like turning \$2,500 into \$25,000 with a property you never own) that I realized could be applied to commercial real estate. After getting my book, Ron invited me to speak as his commercial seminar. Ron is a SITUATION A & B investor.



The Question Is “What are these investors doing and can you copy their approach ?” The answers is “YES !”

I reveal in the Free book the details of how master investors profit by focusing only on 2 of 3 “situations”. I call them A, B, & C. They are A. Turnarounds, B. Value Added and C, Retail situations (the low return approach taken by most investors). Here’s an example of the results for a five year plan using each approach.

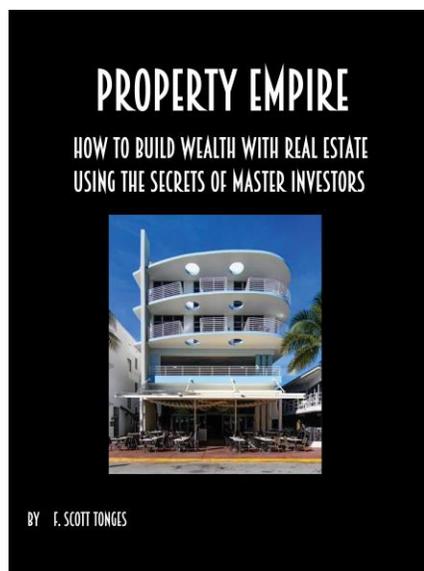
	Purchase	-----	5 Years---->	New Value	/	Net Operating Income	(8 cap rate used for each)
Situation A	\$1,000,000			\$ 2,370,368	/	\$189,629	sought by master investors
Situation B	\$1,000,000			\$ 1,728,000	/	\$138,240	sought by master investors
Situation C	\$1,000,000			\$ 1,296,281	/	\$102,080	bought by most investors



Master investors pursue only A & B situations which are available for every income property type and to any investor.

WHAT NEXT ?

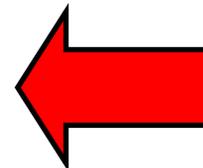
What I do- I help apartment and commercial property investor/owners to increase cash flow, value and wealth by using pursuing A & B situations as done by master investors. As a first step, get my FREE book where you’ll learn all about unorthodox investing & how it can be applied to all property types and sizes and your future.



Get my book FREE !

Property Empire – How to Build Wealth With Real Estate Using the Secrets of Master Investors

To Order the FREE BOOK Go to
www.SouthwestTrust.com



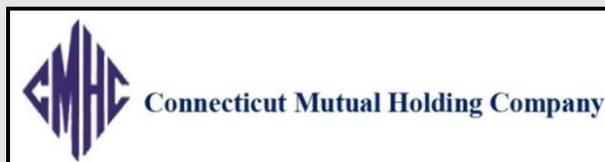
INCLUDED WITH THE BOOK IS A SUPPLEMENT REPORT
IN WHICH YOU’LL DISCOVER:

1. How I helped investors sell a building for \$750,000 for which they’d paid \$450,000 just months before: a 66% return on investment. They did nothing but sit on it.
2. How my client resold an 8 property, 740 unit apartment portfolio for a huge profit without rehabbing it.
3. How to turn \$2,500 into \$25,000 with a home you never own, and that you can do it with commercial properties too, but for bigger profits



ABOUT THE AUTHOR

Some Past, Paying Consulting & Asset Management Clients of Scott Tonges



Client letter excerpts regarding Scott Tonges. Full letters & more at www.SouthwestTrust.com then to "About" tab.

Re: Medical Center Del Oro / 60,000 Multi-Tenant Investment Building. Letter from Owner-Bert Zweig, Esq / Chairman – Corp Finance Division of the law firm Finley, Kumble, Wagner. Beverly Hills, CA. *"I can say he is an expert in real estate finance, development, and sales. Mr. Tonges has performed such services for me and for others with whom I am associated, all to our great satisfaction. I respect his experience and rely heavily on his judgment in such matters."*

Re: Analysis of a Planned, Full Service Hotel Acquisition by Brokers Client. Brokers note to me after a meeting with his client on a paid basis. Broker: J. Jackson. Colorado *"Scott, thanks so much! Your knowledge in this area of real estate is quite obvious"*

Re: Management and Sale of Apartment Complexes. Owner: Eastern Savings Bank – Scarsdale, NY. Coleman Donaldson, Assistant Vice President. *"...they (Tonges – McKelvy firm) possess broad knowledge of the financing and marketing of commercial real estate projects which is essential in today's competitive & complex market. I hold both individuals in the highest esteem"*

Re: Development & Brokerage. Service: Employed Attorney; Joe Bax, Esq – Hoover, Bax, & Shearer. *"...has always conducted himself in professional manner. He is a most capable individual with a rather broad range of abilities."*

Re: Acquisition Brokerage, Management & Resale of 713 Unit Apartment Portfolio – Client: Sparhawk Development-North Reading, Massachusetts *"Scott and his firm have done great job managing the apartments and also reselling 566 units for a profit"*

Re: Single Mom seeking to own her first 4 plex. Unsolicited email. Laura N. *"I never forgot you & am so thankful and blessed that I received your time and coaching years ago...As of December 2016, I purchased my first 4 plex...I did it!"*

Re: 168 Room Hotel Sale – Owner: Group of 15 attorneys – Tom Farr, Managing Member/ Miami, FL / Cash sale. *"...the letter of intent was signed Nov 15, and the transaction closed December 27. Our group was pleased with Scott's professional attitude and methods of keeping everyone informed, especially given the fast pace once this final transaction got underway."*



Named among the top 25 commercial real estate brokers in the US, by CBRE, Scott's 42 year career has spanned every facet of investment real estate. Spending an average of 6 years focused on each commercial property type, he also founded a commercial property management firm operating 1,872 apartment units and 500,000 SF of commercial properties in 5 cities, has developed both commercial and residential properties, founded a residential brokerage firm, and has been involved in transactions from modest to \$220 million dollars. Today he's a private investor, consultant-advisor, trainer, and author.



IF YOU'RE AN INVESTOR THIS IS YOUR NEXT STEP

What I Do - I help apartment and commercial property investor/owners to increase cash flow, value, and wealth in one third the usual time by using the technique I've learned from my master investor clients.

Who I Work With – I work with individual owners and small partnership owners (passive or active) with \$1 million to \$10 million of current holdings of rental homes, apartments or commercial properties.

Why It Works – I've been on the front lines with some of America's most successful real estate investors and then reverse engineered their strategies and applied their ideas for myself and with other clients with success.

What Makes Me Different – With over 40 years of experience analyzing and brokering every income property type, I also built an apartment and commercial property management company operating in 5 cities overseeing 1,872 apartment units and 500,000 SF of commercial space. But it's the hundreds of years of collective wisdom learned directly from my most successful clients, that gives me insights that few have.

How It Works – I learn about the goals of my clients, their current properties, then outline a plan and help them implement it to rapidly attain their desired outcome.

Ready to Talk – Before we talk, I ask that you glance over my book offered here (it's free). Get the book at my company web site www.SouthwestTrust.com.

Here's to Your Success.



F. Scott Tonges / propertytrust@frontier.net / 970-731-4421