

Hope Capital Investments brings affordable housing to life

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Vincent Hope

Vincent Hope likes to tell people he went from flipping burgers to flipping houses.

The founder of Hope Capital Investments, a real estate brokerage firm that specializes in acquiring, renovating, renting and selling properties, started his company after a rough start.

He was let go from a job at the Department of Defense and needing money, got a job working in fast food.

While he quickly was promoted to a management role, it wasn't the career he had been dreaming of, and he decided he needed to invest in himself.

Using money from a credit card advance for a down payment, Hope bought his first property.

"After that it was just rinse and repeat," Hope said. "It came easy to me.

In his first year he bought 10 properties, reinvesting his profits from each project into the next.

Now, his company has grown into a full-service real estate firm that specializes mainly in low-income housing, but ranges from single-family homes, small multi-family properties and even commercial work.

Headquartered in Pottstown, Hope Capital Investments serves a region from the Poconos, through the Lehigh Valley and into Chester County and is continually growing its offerings and territory.

Hope most recently became licensed as a real estate broker, which allowed him to create a new brokerage division at his firm, and helps Hope Capital be full service.

With the expertise he has gained over the years, he and his team of experts don't just flip their own properties but help clients get involved in their own real estate investment work.

The company partners with other landlords and often stay on as property manager.

"We can take them from purchasing a home – then we do all the work like plumbing and electric and find them a tenant," Hope said. "And then if the owner wants, we can help them sell."

A significant portion of Hope's portfolio is tenants who are looking for Section 8 housing or working with non-profits.

Hope described it as an underserved and profitable segment of the real estate industry and can also be very rewarding.

He said knowing that transforming a distressed property into a habitable space for someone who is currently homeless is inspiring to him and his team.

“It definitely motivates the guys who do the work to pass inspection the first time, because a person gets off the street quicker and into a home,” Hope said.

He said it’s important to focus on treating tenants with respect and calls that mission core to his success.

Emphasizing tenant relations and responsiveness to maintenance requests helps Hope keep high occupancy rates and strong tenant retention.

He also said that by transforming distressed properties into high-value homes, enhancing the aesthetics and overall value of neighborhoods, he feels his company is making a positive contribution to the community.

Besides the investments Hope Capital makes for its clients, the firm currently has a portfolio of over 100 properties that it owns and manages.

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About the reporter

[Stacy Wescoe](#)

Writer **Stacy Wescoe** has her finger on the pulse of the business community in the Greater Lehigh Valley and keeps you up-to-date with technology and trends, plus what coworkers and competitors are talking about around the water cooler — and on social media. She can be reached at swescoe@bridgetowermedia.com or 610-807-9619, ext. 4104. Follow her on [Twitter](#) and on [Facebook](#).