CORWYN:
Many real estate owners believe that increasing income means buying more properties, but sometimes a smarter move isn't expansion, it's rethinking how one property is used. As housing affordability challenges growth, new ownership strategies are emerging that can strengthen both financial performance and community stability. Could a different rental structure turn a single property into both a stronger income asset and a meaningful community solution? Hey, we're going to answer that question today. Well, good morning, good morning, guys, and great morning to you. Welcome to another fabulous episode of Exit Strategies Radio Show.

Hey, I am your host, Corwyn J. Melette, broker and owner of Exit Realty Low Country Group. I got it all out today here in beautiful North Charleston, South Carolina. If this is your first time listening to this show, you sir or ma'am, we're in for a treat because our mission here is very simple, very simple. It is to empower our community through financial literacy and real estate education, guys.

We're legacy building, that is what we do. So please make sure as you do those things in the streets, as you're out here making a difference, as you're impacting your family for generations to come by creating and building wealth for the next and the next and so forth and so on. And y'all know what I'm talking about. Please make sure that you put a hashtag on that thing and say that you are legacy building. We love you.

Now, look, I want to make sure that I get this out to you here because it's very, very, very important. Okay. Very important. I want to make sure that you all know that we are on the air and you can find us pretty much anywhere. Y'all like how I did that rhyme there.

So I was going to give a shout out to our folks that listen to us faithfully from Mark's Corner. My mom out there, y'all, y'all know that. All the way out to Hollywood, what you know, no good. And my people in Marion County and Mullins, Troy family, guys, you guys rock. Love you all.

So guys, today I'm super stoked and excited to have with us. And first and foremost, guys, we want to make sure that you all understand again, what it is that we're trying to do here, which is to set the stage for you all to get to the next level and the next generation. So many real estate owners believe that increasing income means buying more properties, but sometimes the smarter move isn't expansion, it's rethinking how one property is used. As housing affordability challenges grow, new ownership strategies are emerging that can strengthen both financial performance and community stability. Could a different rental structure turn a single property into both a stronger income asset and a meaningful community solution? Hey, we're going to answer that question today because we have an amazing guest.

Now, Katrina E. Robinson is an Air Force veteran. So I want y'all to stop right there. Now, for those who salute, I want y'all to salute, but the rest, I want y'all to give a slow clap because she has served our country well. And she is the founder of Roundtable Living LLC, an organization that is focused on helping property owners use residential real estate more strategically through responsible co-living models.

Through our coaching program, Group Home on Autopilot, I love that title. She teaches investors how to increase cash flow by renting individual rooms instead of leasing entire homes to a single tenant, while still maintaining strong operational standards and positive neighborhood impact. Her work centers on blending real estate profitability with social responsibility. Guys, she answers the call, social investing, showing how property owners can build sustainable income while contributing to housing accessibility as well as community well-being. So if y'all would please welcome Katrina E. Robinson to the show. Katrina, how are you?

KATRINA:
What an introduction. I'm great. Thank you. Thank you.

That is amazing. I'm sitting here just listening like, whoa, she did that.

CORWYN:
Just so you know, I am always available to give an intro. Please reach out. Let me know.

KATRINA:
I'll be glad if you want to play. I need to have you on like everywhere I go. I need to have Corwyn introduce me.

CORWYN:
So Katrina, look, I've been on this thing, peanut butter and jelly. So look here.

I done put the peanut butter down and I put it down thick. So I needed to bring this jelly and make this sandwich sweet and tell these folks what it is that you do. So if you don't mind, let's do that.

KATRINA:
Sure. So I founded Roundtable Living, which is a real estate company that provides affordable housing to multiple demographics of people.

So we provide affordable housing to people who are just escaping homelessness, people who are re-entry, so used to be incarcerated, students, veterans. We provide affordable housing to a lot of different vulnerable populations of people so they can rent a bed in a room, like either a shared room or a private room. So it's like I take one residential house and now I have multiple doors within that one residential house. And it not only benefits me because now I'm making more money on that property. I'm making actually 10 times as much money on that property as I would if I was renting it out as a single family home.

So I'm making 10 times as much, but I'm also providing affordable housing to people because if you take a room in a house and you charge $850 a month, that's affordable for that person. Or you put two beds in that room and say we're going to charge $600. So now that's $1,200 for me for that one bedroom. But that person is getting a safe, clean residential house to live in. They do have a roommate, but that $600 is all-inclusive.

It includes water, electricity, gas, and internet. So that's how I structure my properties.

CORWYN:
So I want to jump in. A lot of the investing models that we talk about, I mean, we talk about everything on the show from residential through commercial, multifamily down to mom and pop, single family, if you will. So before investors focus on acquiring more units, many obviously should rethink how their existing properties generate income.

So I'm going to ask you this question here, which is, do you have an opinion about this as to why traditional single family tenant rentals may be underperforming or be an underperforming asset?

KATRINA:
Well, it's not that it's, I don't think it's that it's underperforming. I just think that the traditional rental model, you're happy with, I used to do that. I used to do traditional rentals where I was happy with making $200 a month above and beyond my expenses. So I have a property, let's say I'm renting it out to a family or to a person for $2,000 a month. Let's say my mortgage is $1,800.

So I'm pocketing my $200 a month. I'm happy. I have somebody who's paying off my mortgage for me. That's wonderful. So I'm happy with that.

But once I was introduced to this model, to the independent living model, where I'm not providing any services, because that's the thing. A lot of people think either traditional rental or assisted living. They forget the one in the middle, which is where I am. I live in that independent living where I'm not providing any services whatsoever. So it's really co-living.

I call it group home because prior to 2025, Texas in 2025 actually defined legally group home. And a legal definition of a group home, you're providing some kind of personal service like meals. I'm not providing any meals or any medication management or reminder, anything like that. So in the middle of between traditional and the assisted living, you have the independent living where it's just people that need affordable housing, basically. Safe people that need affordable housing.

And so a lot of people are just not aware of this model because like I said, you can make 10 times as much. Let's say I take, and I don't want to do public math, but let's say I take that same house that I was renting out for $2,000 a month. And now I put two beds in each of those rooms. So that's eight beds. Let's say it's a four bedroom house.

So beds times $600, you're making 10 times as much money when you do it that way.

CORWYN:
That's awesome. So how do you manage to structure these co-living? What does that look like? How do you manage to do that?

KATRINA:
Well, as far as like the setup of the property itself. So I actually packaged up all of my knowledge from my six years of running. I have three group homes in San Antonio, Texas, and I actually live in Los Angeles, California.

So I know a lot of group home owners and operators who live in the same city as their homes and they go over to the house and they're always checking on the house and being over there. And I didn't want that type of life. I wanted to have a part time real estate gig that would bring me more money. I want to maximize my profits, but minimize the time that I'm spending. I opened these homes in Texas and I documented, you know, I'm prior military.

I document, document, document, documented every single thing that I did to open up these homes and not only open them, but open them and run them from afar. So I have a lot of standard operating procedures in place and different efficiencies and my tech stack and all of that. So I actually packaged it up and that's what I now teach other people. I coach other people on how to do the same thing. There are a lot of coaches out there that'll teach you how to open your group home.

And if their issue that pops up, their answer is go to the house. That's the difference between me, my program and the other programs are out there. That is not the answer to go to the house because I would have to catch a flight.

CORWYN:
So I definitely want to kind of peel a layer back on that here in a moment, but let's come around it and talk about, you know, co-living, because we talked about when the introduction and initially all the work that you're doing, Katrina, is your community centric.

You don't want to create value and you want to blend in or fit into the neighborhood if that makes any sense. So as a response to affordability, let's talk about what does renting room by room do as far as increasing availability of housing and communities?

KATRINA:
Absolutely. So I reach out to caseworkers and social workers, even local churches, anybody and everybody who's aware of people that need a place to live. Also homeless shelters. A lot of people think that homeless people don't have income, but actually a lot of homeless people do have income.

They have SSI or SSDI. It's just not enough money for them to get their own place. For example, a lot of my residents in my first home receive $943 a month. That's what they get in 43. Now, if you're getting 943, you can't get an apartment that's 900 because you also need to pay for utilities and food.

But if they come to my house and pay 650 for a bed or 850 even, but that'd be stretching it. I'd recommend the shared room. So 650, now they have enough money for food and a bus pass. So it's really helping the community so much so that when I opened my second group home in San Antonio, the constable of San Antonio came over to the house to give me a coin. And I don't know, some of your listeners might be military, so they understand the significance of giving a coin someone.

But she called me for helping the community by providing affordable housing to people.

CORWYN:
That's huge. So the result of this, I want you to kind of expand a little bit on this, but the result of this is that by doing so you help people find stable and affordable environments for them to live in. Obviously, without sharing too much information, what does that look like? Like what has been a case study story or what have you that you can share, you know, about how this model has helped someone? Obviously, we'll talk about the profit and all that stuff, but what's the consumer or to the user, if you will, in this scenario? KATRINA:
I have so many stories, case stories. I send out a newsletter to my caseworkers, but last year I would spotlight on a specific resident and their actual story.

Now, a lot of them are shy. They're like, I don't want to share my story, but some of them are like, yeah, sure, share it. So I had one guy who was living on a park bench and somebody let him know about 211, which is like, it's like 911, but you can dial 211 nationwide and it brings you to the United Way. The United Way gives you, you can call them for anything. If you need help with housing, food, transportation, you can call that number.

Anybody can call that number and just ask any kind of question as far as what support is available to them. So he called 211. Somebody told him to call 211, so he did, and 211 told him to call me, to call Roundtable Living, to see if we had a place for him. And we did have a place for him within his budget. It was 600.

So we gave him a room. It was a shared room, but it was $600 and he was able to get off the street, get himself together, get cleaned up, would give everybody a welcome basket, like a toiletry kit. And so if some people, if they're students, they might not need that, but depending on where they're coming from, we also have linens upon request. So if he needed linens for his bed, if he needed a towel, we give them that too. And this is all from donations from people, by the way.

A lot of these things, the toiletry kit, those were donated from the Women's Veterans of San Antonio. Sylvester, that's his name. So we got Sylvester in, got him cleaned up, and he was just as happy. And he's like, I can't believe this exists. He didn't know that he could actually find a place in a nice clean house that's $600 a month.

Now, most stories are like that. We get somebody who's great and they love the environment and they take pride of ownership in the house too, because this is their house. There are, of course, some people ask me about horror stories. There are, of course, a few, there's always a few, but for the most part, this has been so rewarding to see people like Sylvester.

CORWYN:
There's a term, and I made mention of it a little earlier, Katrina, social investing, having responsibility.

I picked that term up from a guest some time ago about the responsibility that some investors take on in regards to delivering not only value to the people that they serve, such as your residents, your tenants, but also being responsible to the community that's around your investment to make sure that you are bringing value into the community as a whole. So I want to kind of shift a little bit and get over into the responsibilities related to the operations and the risk management in these types of settings. How do you, you mentioned SOPs and all these protocols that you built out from, obviously from experience, but managing multiple occupants professionally has to be challenging. So let's talk about that.

KATRINA:
Yes.

So it definitely is. When I opened my first home, it was just me. I didn't have any help. I did have cameras. So let's go back.

You asked about the watching over the house and things. I did have cameras in the interior and exterior of the house. Interior was just in the common areas, of course, not the bathrooms, not in the bedrooms. But I was so anxious. I was watching those cameras all the time.

And I was flying out to Texas every three weeks to check on the house. And the people lived in the house did not know that I didn't, I wasn't local, that I didn't live in San Antonio. They knew that they saw me every three weeks or so. That's when I stopped. So they didn't know I lived all the way in California.

So I was very nervous. When I opened my second home, that's when I decided I need help. I need, just to ease my anxiety, I needed help. So I hired an operations manager. Now the difference between a regular property management company and an operations manager is that the regular property management company is not going to deal with half of the stuff that we have to deal with the people, with the demographics that we house.

But I have an operations manager who will answer the business phone line, text messages, talk to the people, go over to the house every week and check on things and make sure that the home is maintained too. So that's how I really do it from afar is I have help. I have an operations manager. He's kind of like the level of all the other group home operators that I know that they're in my circle. They're kind of like that.

They're always over at the house doing things. Whereas I'm more on the CEO level and the business owner level. And that's who I like to coach is people who are interested in building a legacy for their family. So they want to be at the CEO level, making sure things get done, but not doing it themselves.

CORWYN:
But Kia, yes.

You can just, you almost made me weak over here because I get it. If I can kind of maybe scratch a little bit deeper in that particular setting, because we know we've seen various models. So I'm going to ask you to kind of speak on this model if you don't mind, if you have an opinion in regards to it, which is, you know, at times it's kind of a house captain. I think I've heard other terms for it where that person or single person inside the residence or inside the home has a responsibility over the house. So pros and cons of that, if you have an opinion in regards to that Katrina.

KATRINA:
So are you talking about like a house supervisor? Someone who, okay. So when I first started and I didn't have that operations manager, I did name someone as the house supervisor. So I gave this person, he was, to me, he seemed the most level headed and he was most responsible. So I named him the house supervisor, which actually took a lot of the load off of me because small disagreements and things like that in the house, they went to him. So he was kind of like the house dad.

And he also made, she rolled the trash cans to the curb every week. It was like it was his house. He rolled the trash cans to the curb. He made sure everybody was doing their chores. And he was the only one who had my personal number.

So everybody else, the business line, which both of them rang on my phone, but he had the business, everybody had the business line. They could text the business line and he was the only one who could call me after hours and things like that to let me know that something bad was happening. So yes, I am, I'm a big fan of having, what'd you call the captain house?

CORWYN:
Yeah.

KATRINA:
Then the house supervisor. Yes.

Now when I hired my operations manager, I advised him, of course he's a 1099 independent contractor. So I told him you are responsible for making sure these things get done. I'm not going to tell you how to do it. I did highly recommend that he continued to have a house supervisor in each house. And those are the people who he pretty much talks to.

So he doesn't have to deal with all these people because I have a lot of beds. My first house is 15 beds. My second house is 12 beds. These are big properties. So I recommended that to him.

Now he decided not to do that. He wanted it to have direct contact with everybody because he didn't want someone to feel like they're above everybody else and that the other people would feel like they don't have a say in anything. So he decided to not have the house supervisor. If I was in his position, I probably would still have a house supervisor, but he decided not to. And I can see why he would say that too, because for example, my first house, I was naive.

I didn't know what I was doing. I had one refrigerator and I had a few beds. After a while, nobody complained. Nobody complained that, hey, we need another refrigerator in here. But it turns out that the house supervisor was monopolizing the whole refrigerator.

Everybody else only had a little space, but I didn't know that because nobody would come to me because they went through him. Once I got the operations manager in, he said, oh, did you know that so-and-so was taking up the whole refrigerator and everybody else was scared? So we need some more refrigerators and I'm going to assign space to each bed. So that's what I'm doing. Now we have four refrigerators there.

CORWYN:
Oh, wow.

Yeah. Yeah. That many people. Yes, definitely. That was actually kind of a question and concern, like sharing cabinet space, refrigerators and things of that nature.

How do you manage that?

KATRINA:

We label everything. We label every, I mean, even the butter dish in the refrigerator has this is assigned to room 2A. We label everything.

CORWYN:
That is priceless, but it is also necessary. So I want to kind of change.

I think this is probably a good place to kind of, let's kind of shift and start talking about the coaching that you offer. You've taken, quote unquote, the knocks of cutting your teeth in the industry, so to speak. And now you're here to try to stop other people from getting punched in the mouth, so to speak. Yeah. Yeah.

I done got hit in the face a couple of times. So yeah, hold on. Let me show you how you guard your grill. Let's talk about that. You wrote a book and do a training or coaching in this.

Let's get into that.

KATRINA:
Yes. So I have a coaching program that I call Group Home on Autopilot. It's funny because I was in the Air Force, but I didn't think about that with pilot. I just was thinking automated.

But people are like, oh, because you're in the Air Force. That's why you said pilot. But it's Group Home on Autopilot. And I teach people from A to Z how to find the property that would be appropriate for this type of business. So, for example, at least four bedrooms, two bathrooms, because you want to maximize your profit potential.

So I go into how to find the property. And by the way, you can do this business with renting. You don't have to own. You can rent the property. I have coaching clients who rent the property and then they just get the ability to sublease from the landlord and then they sublease it out to all these people and make money.

So they benefit from the cash flow. But if you buy the property, you benefit from the cash flow of the business and you benefit from owning that property and the appreciation. So you can benefit on both sides if you buy the property. So I go through finding the right property, setting up your business. So like the LLC, the EIN, the business bank account, what business tax deductions you can take and all that.

Then we go into marketing. Marketing is the most important thing with this business, because if you have empty beds, you're just bleeding money every day. So you have to market, especially if you're doing shared rooms, because private rooms, you could post that on Furnished Finder or Roomies and fill that tomorrow. But shared rooms, it's a specific demographic of people and you have to connect with social workers and case workers who know the people who want to fill those types of beds. So I go very deep into marketing.

I actually give my coaching clients 101 ways to market their beds and how to fill their beds. I also teach them how to optimize their LinkedIn profile so they can reach out to case workers and social workers on there and give them the DM scripts, exactly what to say when you get in their DMs. So marketing's huge. Then we go into the autopilot part. That's all of the standard operating procedures, my tech stack, my intake process, the intake forms, and then all of the ways that you can do this from using JotForm, using Calendly, using all kinds of different things, the Ring app to look at the cameras, just all my routines.

For example, on Monday mornings, I do my CEO hour and during my CEO hour, that's when I'm managing my business, is during that one hour on Mondays. And then, yes, I have it down to a science, that's how. And then I also teach them Profit First, which is, I'm sure you're familiar with Profit First, but I teach them, because I read that book, changed my life, and I said, okay, you know what? I'm going to teach my coaching clients profit first for group homes. So I started teaching them how to, for example, pay all your utilities on the 10th and 25th, setting aside your profit, your owner pay, your tax pay, and moving those things to account. So anyhow, it's a very comprehensive coaching program.

And that's what I teach people now.

CORWYN:
I love that. So Katrina, this is a perfect place to make sure we get your contact information out. How can people get you, get to you? So let's go.

KATRINA:
Okay. grouphomeonautopilot.com. grouphomeonautopilot.com. Please go there, join my newsletter. As soon as you put your email address in, I'm going to be emailing you. It's on autopilot, so I'm going to be emailing you and I'll let you know exactly how you can set up a one-on-one call with me if you're interested in coaching, or you can just benefit from the free information I send out every week, free information on how to do these group homes. And then I'm also on YouTube.

So if you go to Group Home on Autopilot on YouTube, I have a YouTube channel and I post videos every week there.

CORWYN:
That is awesome.

So Katrina, legacy is one of the things that is a staple for our show. You know, I'm a firm believer in inheritance for your children, so forth and so long. Many investors focus on just maximizing rental income or expanding their post quickly. And look, I'm always looking, where's, let's go, let's go, let's go, let's go. But how does adopting responsible co-living strategies and community folks ownership change the way someone builds real estate wealth that supports both long-term financial stability as well as has a positive neighborhood impact?

KATRINA:
Oh, that was a good question.

I want to break it up in a couple. So as far as you made me remember something about the neighborhood impact. So one of the things that, I don't want my group homes to be something that the neighborhood looks down on. I want my group homes to be something that the neighborhood welcomes. So for example, my very first house, it needed some renovations, a lot of renovations.

And so we renovated the house, but not only did we renovate the house, we beautified the front of it so much so that it's the best looking house on the block. And so the neighborhood loves my home. And then the other thing is I don't allow anyone to loiter in front of the house. So no smoking in front of the house, no hanging out in front of the house. You can hang out in the back of the house because I've got people with mild mental disabilities.

I have people who are reentry from prison, you know, and I don't want people who the rest of the neighbors might deem scary looking to be hanging out in front of the house. So they all hang out in the back of the house. Now as far as legacy building, so I, now when I first started this journey, I was single. I didn't have any kids and my sister passed away and I got custody of her two children. So I automatically became a Monty.

So I'm a Monty. They call me Monty. I've got two girls. And then throughout this journey, I got married. He has four.

So now we six children. So I've been thinking a lot more about legacy. Now I was always into real estate since I first used my VA loan back when I was 21. I've always been into real estate, but I never, it was always for me. It was just like playing a game, playing a chess game.

But now I've been thinking a lot more about legacy. And the thing is with these group homes, it's as if I'm taking that one property that has the 15 beds. It's like I'm passing down 15 doors. I'm passing down one house because I've documented all of the processes. I can take that and give that to my daughters.

And I have given them a business and 15 doors now. If they want to change it back to a single family rental, that's fine. That's on them. But if they want to take advantage of what I've already established, they can take what I've already established and they can continue to work this business and keep the network that I've built up. They can continue to work that.

And so they've got 28 doors now with the number of beds that I have. I'm passing down a legacy of 28 doors to my daughters.

CORWYN:
That is incredible. Kudos to you. That's awesome.

That's what it is, right? So Katrina, you know, we've quickly gotten to the end of today's show. So I want to thank you for taking your time out of your business schedule to be on. But I'm loving the fact that you got your CEO out. I'm going to start playing around with that myself. I love that.

That's my own personal takeaway. But for our listeners, guys, I want to give you the actionable steps, the takeaways for you. Number one, evaluate whether your current property strategy is maximizing both income potential as well as housing value. Second, consider real estate models that balance cash flow growth with social responsibility. That's huge.

Build structured operational systems before scaling innovative rental strategies. That's what it is guys. So in closing, in real estate, true legacy isn't measured only by the properties that you own. It is defined by how your ownership decisions shape both financial outcomes as well as the communities around you. That's what this thing here is about.

So guys, look, thank y'all for listening. Thank y'all for tuning in. Y'all know how I feel. You know what I say. Y'all is putting two of those things together and I give it to you this way, which is to tell you that I love you, I love you, and we going to see you guys out there in those streets.