



VALUE-ADDED SYNDICATION PROPOSAL

Prepared for:

ARF Investment Opportunity

Prepared by:

THINK REAL ESTATE BENEFITS LLC

Pamela Robinson

Plan Director

August 01, 2024

Table of Contents

- Introduction..... 2**
 - About Pamela Robinson..... 2
 - About Think Real Estate Benefits - Real Estate Brokerage,.....2
- Executive Summary - Investment Opportunity... 3**
- Effective Strategy..... 4**
 - Implementation..... 4
- Oversight & Management..... 5**

Introduction

About Pamela Robinson

The Think Real Estate Benefits program was founded by Pamela Robinson, a licensed real estate broker in California with over 37 years of experience. Pamela's extensive expertise encompasses real estate brokerage in California and Arizona, property management, and renovations of properties. She also holds a Bachelor's Degree in Fine Art with an emphasis in Interior/Architectural Design.

About Think Real Estate Benefits - Real Estate Brokerage,

Think Real Estate Benefits provides real estate resources from advisors who are experts within their profession. Provides educational resources for employees, members, and group participants, aiming to inquire, educate, and provide knowledge of real estate information and form connections with various real estate professionals including Title, Escrow, Lenders, Attorneys, and Commercial/Residential advisors who are ranked in the local area of San Diego County.

A business client presented us with a unique situation, prompting us to develop a tailored solution that allowed us to offer this exceptional investment opportunity.

Executive Summary - Investment Opportunity

The primary goal of this investment initiative is to purchase specific residential properties with cash and lease Adult Residential Facilities (ARFs). Lessees are Licensed Administrators and governed by the San Diego Housing Authority with guaranteed rental payments from the State of California, providing housing for tiered-level mental health recipients. Lessees are professionals with extensive experience in mental & behavioral health, particularly retired Correctional Officers. The monthly lease charged will be above market rates, enabling higher returns, along with real estate appreciation and options for tenants to purchase the property.

Initially, we anticipate implementing upgrades and modifications specifically for health and safety, lowering utility and water usage, and ensuring compliance with building code requirements as necessary.

Property management services will be assigned to a dedicated project manager for each residence. Inspections will be conducted monthly, quarterly, and annually, to ensure compliance with code enforcement and health and safety standards and to verify proper maintenance of the interior and exterior of the property. Neighbor concerns and any San Diego Housing Code issues and violations will be addressed promptly and appropriately.

At the end of the two-year lease period, lessees and investors will have options regarding their future interests. Example: Lessees can purchase the property, enter into a lease-option agreement, or extend the lease, as specified. Management will have the option to refinance, enter into a lease purchase-option agreement, sell the property, or extend the lease.

Effective Strategy

Implementation

Acquire residential properties with cash. The total capital investment shall not exceed \$1M at the time of offering.

The ideal property will have 4 bedrooms, 2 bathrooms, and a minimum of 1400 - 1,600 square feet of living space. It should also include a 2-car attached garage and a spacious lot that can accommodate the potential addition of an ADU (Accessory Dwelling Unit).

The property should feature **energy-efficient** amenities such as solar, **water-saving fixtures** (low-flow faucets, showerheads, and toilets), and xeriscape landscaping. Water heaters are sized according to the needs of the residents. Roof and plumbing systems updated.

Safety measures should include sprinklers, fire retardant systems, flooring, windows, and doors to meet health and safety standards. The kitchen is adaptable to a commercial-style setup, with commercial-grade electrical outlets for laundry appliances.

Xeriscaping is preferred for water conservation, and small gardening areas should be available. Additionally, outdoor seating areas should be provided for residents' comfort.

The property must be move-in ready and have a Certificate of Occupancy through The San Diego Regional Center, with the required health and safety codes verified.

Oversight & Management

Think Real Estate Benefits will oversee and handle the operations of the real estate component of the investment. Here is an outline of the responsibilities to be carried out:

Managing a property for investors involves overseeing and coordinating various aspects of real estate ownership to ensure the property is maintained, profitable, and compliant with legal and regulatory requirements.

1. **Financial Management:** Managing rental income, setting rental rates based on market analysis, budgeting for expenses, and maximizing returns on investment. It also involves maintaining accurate financial records and providing investors with regular reports on the property's financial performance.
2. **Tenant Management:** Managing tenant relationships. It includes addressing tenant concerns, collecting rent, and dealing with any issues that may arise during the tenancy. Assuring the home adheres to all Code Enforcement between agencies. Provide good neighbor relations.
3. **Property Maintenance:** Includes coordinating routine maintenance and repairs to keep the property in good condition. It also involves managing emergency repairs and ensuring the property meets safety and health standards. Monthly, Quarterly, and Annual inspections.
4. **Compliance and Legal Matters:** Property managers must stay up to date with local, state, and federal laws and regulations related to real estate. This includes handling legal aspects such as evictions, and tenant disputes, and ensuring compliance with housing codes and regulations.
5. **Leasing:** Showing the property to potential tenants, and overseeing lease agreements.
6. **Communication:** Keeping investors informed about the property's performance and any significant issues is essential. Regular updates and transparent communication build trust and ensure investors are aware of their property's status.
7. **Long-Term Strategy:** Developing and implementing a long-term strategy for the property is important for maximizing its value. This may include plans for renovations, upgrades, or expansions to improve the property's appeal and profitability. Help investors protect and grow their real estate investments while minimizing their involvement in day-to-day operations.