

Building a Financial Fortress With Apartment Buildings

Tremblant Capital Group

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Meet The Team

Lorenz Loh, President
 Born and raised in the suburbs, Lorenz is a hardworking, detail-oriented and results-driven leader. He holds a Bachelor's Degree in Engineering and a Masters Degree in Management from FIU. Lorenz worked and taught in the construction industry for 7 years. After founding his own real estate consulting firm, he spent 10 years as a senior investment analyst at a private equity investment firm. Lorenz is currently a senior investment analyst at BLD Capital Group.

Joseph P. Russo, CEO / President
 Joe Russo has over 25 years of real estate experience in various roles for both public and private companies. He is currently the CEO of BLD Capital Group. He has been a member of the Dallas-Fort Worth and Central Texas Real Estate Association since 2008 and prior to that, he was the president of a successful advertising agency. He is also the host of the weekly podcast "Real Estate Investing 101" on the Real Estate Investing Advice Forum. He has interviewed guests such as Barbara Corcoran and Robert Kiyosaki.

QUESTIONS / ANSWERS

- What is the BLD Capital Group's investment strategy?
- How do you find and identify opportunities?
- What is the BLD Capital Group's due diligence process?
- How do you manage the properties?
- What is the BLD Capital Group's exit strategy?
- How do you ensure the quality of the properties?

OUR INVESTMENT STRATEGY

- Identify and acquire high-quality apartment buildings in prime locations.
- Conduct thorough due diligence on all properties.
- Improve the properties and increase their value.
- Exit the properties through a variety of means, including sale to a larger owner or REIT.

BLD Capital Group ROLES

Investors

- Equity for projects
- Mortgage approval (case-by-case basis)

BLD Capital Group

- Find and identify high-quality properties and other methods
- Review deals and identify opportunities
- Public and private equity
- Coordinate with professional property inspectors
- First best source of options for property
- Pay attorney fees to create LLC and partnership agreements
- Travel and perform due diligence on properties and market research
- Hire and oversee property management company
- Perform asset management duties

OUR PROCESS

- Identifying a property that projects to meet our investor's goals.
- Place offer and negotiate sales price.
- Review the deal with our investors within 24-48 hours.
- Investors provide earnest money (100% refundable during due diligence period).
- Perform due diligence process (inspections, on-ground research, etc).
- Renegotiate offer based on findings during due diligence process.
- LLC agreement is created by attorney and signed by the BLD Capital Group team and our investors.
- Get financing approved and close on property.



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Real estate has consistently produced higher returns with a lower risk profile when compared to other asset classes.

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Source: <https://www.realestate.com/blog/2013/02/lessons-to-remember/>



U.S. population is significantly increasing. Of the total population growth between 2005 and 2050, 117 million people are attributable to the effect of new immigration.

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Source: <http://www.immigration.org/ice/documents/as/strategic/projections/USice>



The U.S. homeownership rate fell to the lowest in more than 50 years as rising prices put buying out of reach for many renters.

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Source: <http://www.federalreserve.gov/releases/housing/>



We are a nation of renters. And it will continue. Big Time.

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Source: RealInvestmentAdvice.com

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Source: <https://www.realcrowd.com/blog/2013/02/reasons-to-invest/>

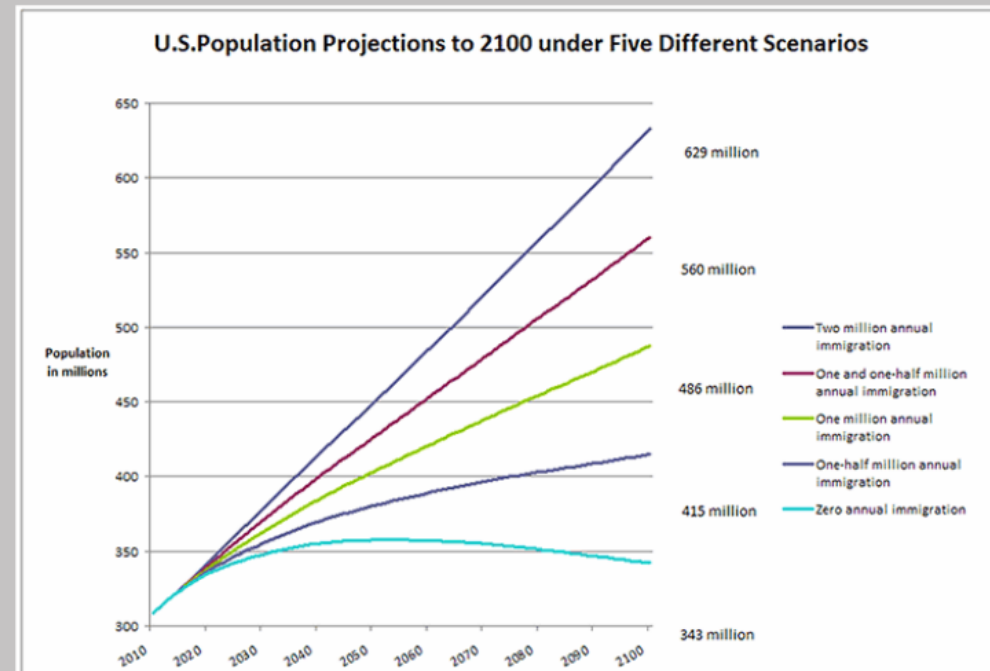
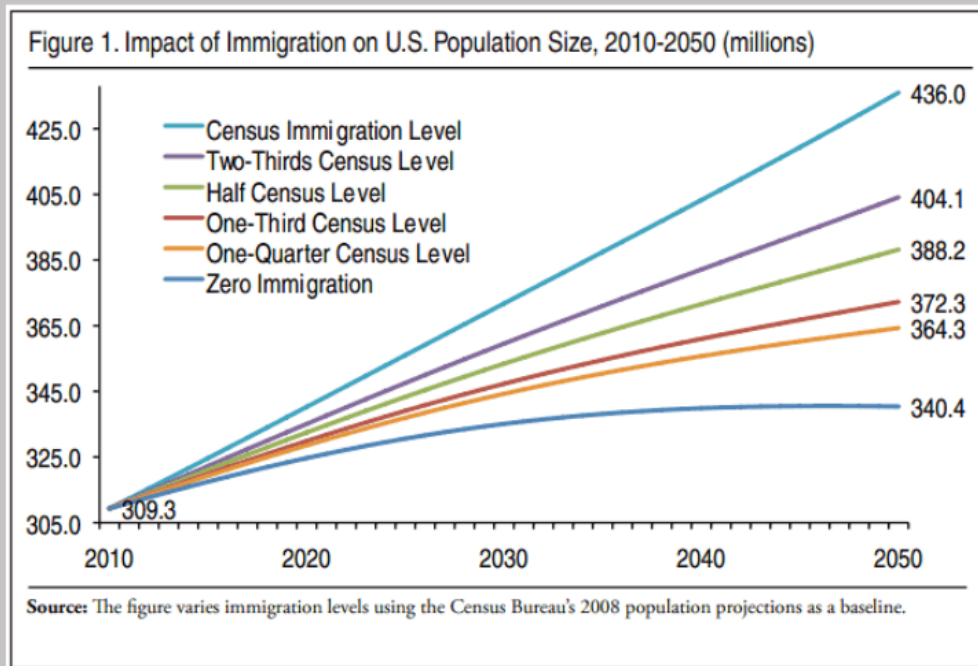
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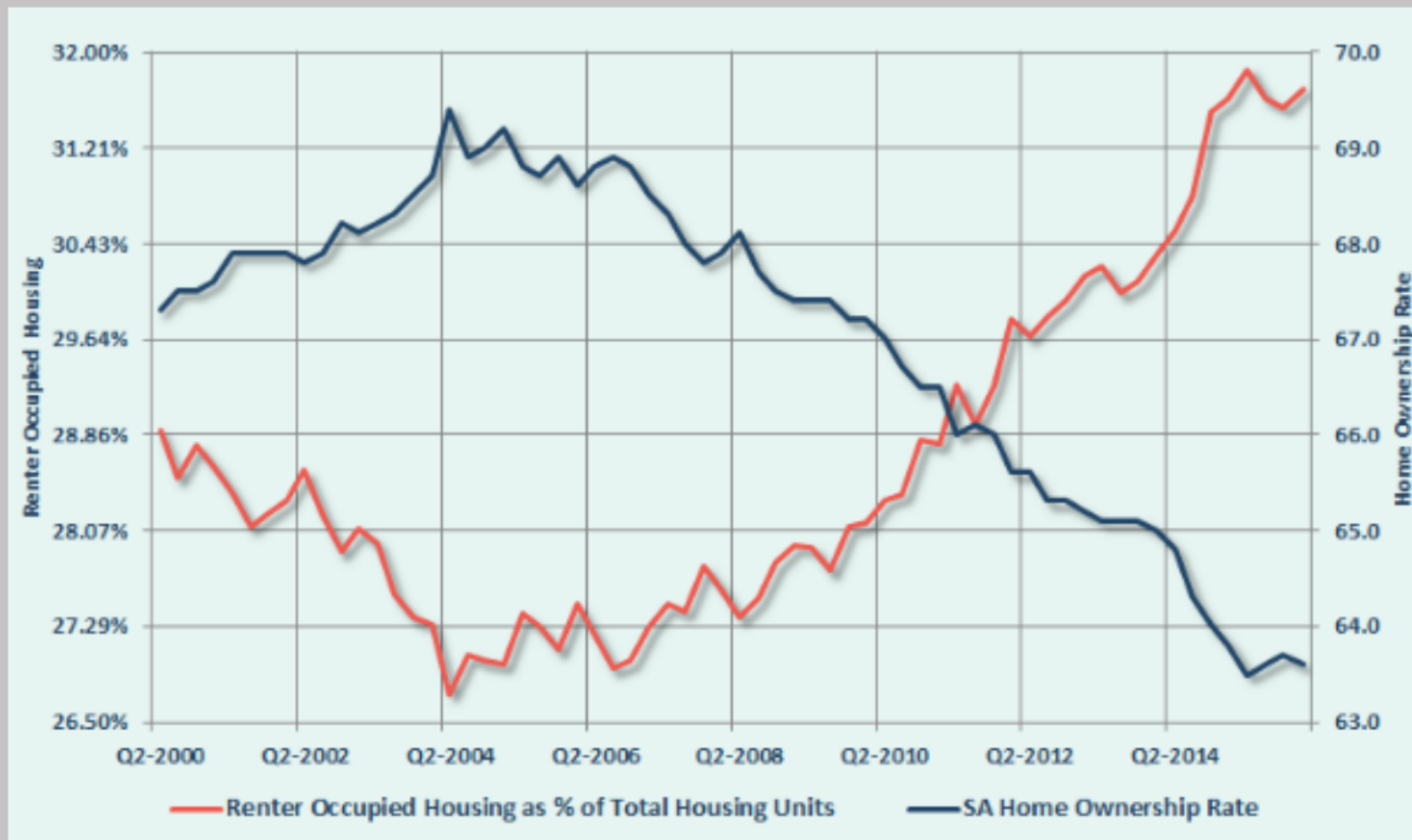
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Source: <http://www.immigrationeis.org/eis-documents/us-demographic-projections-future>

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Source: Realinvestmentadvice.com



TARGET MARKETS

BLD Capital Group focuses on the acquisition of multi-family properties in MSA's (Metropolitan Statistical Areas) with three main characteristics:

1. Growth of Real GDP – The MSA must not only be growing, but this growth must be consistently above average.
2. Low Vacancy Rates – Ideally less than 7%
3. Moderate Cap Rates – MSA's that have average to slightly higher than average cap rates allow us to show attractive returns to our investors from day one.

Other Considerations:

- Submarket must have high barriers to entry and a population growth sufficient enough to absorb scheduled future supply.

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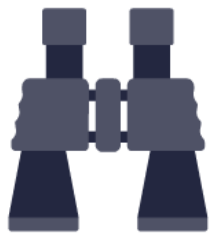


INVESTMENT ID AND ANALYSIS

Identifying sound value-add investment opportunities with excellent revenue growth potential is one of the primary goals.

Advanced market research from a high level in combination with a detailed bottom-up analysis of the properties and due diligence process allow us to uncover the underlying value of every potential investment opportunity.

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100

Sourcing



30

Underwriting



10

Offers



1

Acquisition



ACQUISITION

At BLD Capital Group we consider and implement creative acquisition strategies:

- Direct purchase with commercial financing
- Master Lease with Option to Purchase
- Seller Financing
- Joint Ventures
- Others

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