

2020

La Jolla Pacific Consultants



Value-Add Multifamily Real Estate Investments

Acquisition & Asset Management Focused
San Diego, CA



Overview

La Jolla Pacific Consultants LLC (LJPC) is a privately held investment firm established in 2015, focused on value-add, income producing investment opportunities throughout Southern California. LJPC targets high-yield passive cash flow and short-term capital appreciation through strategic acquisition and superior asset management.

With over 25 years of real estate experience, La Jolla Pacific Consultants LLC is capitalizing on opportunities created by market conditions to own value-add investment properties in workforce housing locations. Our target properties generate strong ongoing cash-flow income after repositioning as well as long-term wealth potential. Our success and reputation as local real estate operators has been built on conservatism, ethics, passion, attention to detail, responsibility, and our belief that trust starts and ends with honesty and integrity.

Value Add Real Estate

Facts support our belief that Southern California is experiencing a significant demand for rental product. The prior recession resulted in an unparalleled shift away from home ownership and toward a strong demand for rentals. Unaffordable housing and stringent lending guidelines continue to make any decision other than renting difficult for most people in Southern California. Additionally, the prior recession significantly hindered and reduced the supply of new housing.

While construction financing has become easier and new supply is on the rise, the pipeline for new construction is expected to lag Southern California population growth over the long term. All of these factors contribute to continued demand for rental stock and LJPC and its partners are poised to take advantage of these economic and demographic factors by acquiring value-add properties with high potential cash flow and short-term appreciation.

Strategy

While the market has come back strong since the Great Recession, our strict investment criteria along with the current economic environment presents a unique and continued opportunity to acquire quality real estate assets in prime locations at prices which are conservatively underwritten with exciting yet realistic growth and appreciation expectations. We expect these opportunities to increase in the coming years as climbing interest rates and changing market conditions will force some properties on the market at lower prices.

Our strategy is to smartly and patiently acquire, manage and operate value-add real estate assets that generate high-yielding, passive cash flows. We aim to position ourselves and our partners to be able to seize the opportunity to acquire opportunities in any market condition achieving strong, short-term cash flow as well as upside potential and appreciation.



Our Offer Commitment

Straight forward data driven approach focusing on local operations and vast experience giving sellers a certainty of close in a short time frame



Acquisition Criteria

We are currently targeting properties where we can create significant value by optimizing current cash flow potential, renovation, and efficient asset management.

Target Size

- \$250k - \$5 Million

Asset Type

- B+ to C- Class Multi-family 5-20U
- Mixed Use Buildings
- Industrial / Commercial Yards
- Residential / 2-4 Units
- Foreclosure Properties
- Burned down houses
- Homes w/adjacent lots
- Multi-family zoned lots (20+ Units)
- Non-Performing Notes

Age

- Preference is 1978 and newer, but will consider all age properties.

Target Markets

- San Diego County
- Los Angeles (Non-Rent Controlled)

Location

- Workforce Housing Areas
- Strong Demographics
- Economic Diversity
- Nearby New Developments

Preferred San Diego Areas

- West Chula Vista
- Imperial Beach
- National City
- Logan Heights
- Paradise Hills
- La Mesa
- Linda Vista
- University/Normal Heights
- College Area
- Golden Hill
- Clairemont / PB
- Undervalued SD Areas

General Criteria

- Potential high-yielding income streams
- Value-add opportunities sought
- Below replacement cost
- Cash Equity - "All Cash"
"Cash to Existing Debt"

Property Criteria

- Utilities - individual metered units
- Roofs- Prefer pitched roof
- Any deferred maintenance ok



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Our Acquisition Process



STEP:
01
Scrub #'s

1: SCRUB THE NUMBERS

We thoroughly analyze all of our deals in our markets. Qualification means we can create significant value to the targeted property. Being local operators, we can analyze properties within 24 hours. This local knowledge ensures we will follow through on the purchase of the property once all of our initial assumptions are confirmed.



STEP:
02
Submit Offer

2: SUBMIT THE OFFER

Once we scrub the numbers and we are 100% confident we can close, we then submit our offer with a short close of escrow timeframe. The majority of our acquisitions are closed with all cash or with bridge financing with no loan contingencies. We have closed in as little as 7 days or more importantly, whenever it is convenient for the seller.



STEP:
03
Offer Accepted

3: ACCEPTED OFFER | DUE DILIGENCE PERIOD

When our offer is accepted, we begin our due diligence process immediately. We respectively ask the seller to provide all requested documents to enable us to confirm the marketed information in the offering by the seller/ real estate agent. Being a local operator allows us to quickly schedule and perform a physical inspection of things that can't be seen like plumbing. Also having strong relationships with local construction vendors allows us to buy a property in any condition which ensures to seller we will close regardless of what we find.



STEP:
04
The Close

4: CLOSE OF ESCROW | TRANSITION

After our due diligence is complete, we will prepare for a prompt closing. Preparation for closing includes ensuring title is clean, escrow docs are accurate, and selection of one of our holding entities. Once we have officially recorded, we will immediately notify any existing tenants and transfer all remaining utilities making sure the hand off for the seller is smooth.

We will ensure all existing tenants are well taken care of through our transition.



Qualified Buyer | Recent Case Studies

Our real estate investment firm takes a hands on approach to creating significant value to properties through renovations and efficient management.



Recent Transactions



9 Unit | Golden Hill Portfolio (Under Construction)
2603 C St & 1071 26th St San Diego, CA 92102

Transaction Summary

Purchase Price:	\$ 2,000,000	Overview:
Property Type:	Multifamily	LJPC recently acquired this value add property portfolio in Golden Hill from a motivated seller that was looking to trade up on a 1031 exchange. Property will be completely renovated and leased.
Financing Type:	Bridge Debt	
Close of Escrow:	45 Days	
Listing Brokerage:	Marcus & Millichap	



3 Unit | Value Add
411 G St Chula Vista, CA 91910

Transaction Summary

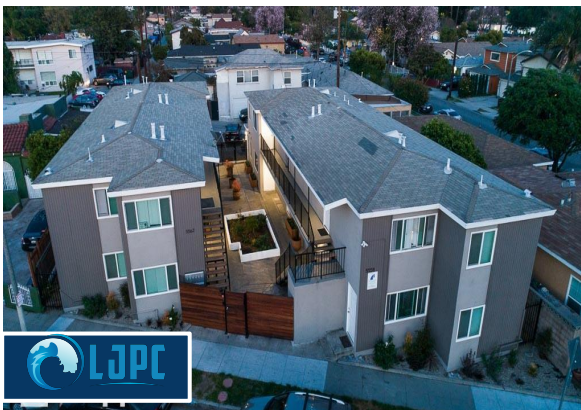
Purchase Price:	\$ 565,000	Overview:
Property Type:	Multifamily	LJPC recently acquired this triplex from a seller that never completed renovation. Property had been vacant for over 13 years.
Financing Type:	Conventional Debt	
Close of Escrow:	30 Days	
Listing Brokerage:	Keller Williams	CLICK HERE for transition video



4 Unit | Value Add
278 - 280 Ash Ave Chula Vista, CA 91910

Transaction Summary

Purchase Price:	\$ 750,000	Overview:
Property Type:	Multifamily	LJPC recently purchased this 4 unit property constructed completely out of concrete. Property was completely renovated < 6 months.
Financing Type:	Bridge Debt	
Close of Escrow:	< 30 Days	
Rep. Brokerage:	South Coast Commercial	CLICK HERE for transition video



12 Unit | Sober Living Facility Conversion
5558-5562 Dairy Ave, Long Beach, CA 90805

Transaction Summary

Purchase Price:	\$1,850,000	Overview:
Property Type:	Multifamily	LJPC successfully transitioned this property from a sober living facility to a traditional apartment complex in less than 6 months.
Financing Type:	Bridge Debt	
Close of Escrow:	30 Days	
Listing Brokerage:	Stapp Commercial	CLICK HERE for transition video



Completed Over **\$50 Million** in Small Balance **Transactions**



Managing Members



CEO / Founder
Fernando Famanía

Fernando Famanía founded La Jolla Pacific Consultants LLC in 2015, overseeing, underwriting and managing operations for all aspects of the investment firm. He brings an all-encompassing approach to real estate investing, utilizing his experience in a wide range of real estate asset classes.

Fernando emphasizes strategic financial analysis, capital markets, value-add based principles and the repositioning of assets. Fernando takes a macro-economic outlook and implements it into La Jolla Pacific Consultants objectives to continue to achieve a high level of success.

Graduate of San Diego State University with a bachelor's degree in economics and continues to pursue a wide range of real estate investment designations.



Acquisitions & Asset Management

Bill Sereda
CalBRE 01325483

Bill Sereda is an experienced real estate professional having been in the industry for over 15 years. Bill has a diverse real estate background with involvement in numerous residential investments throughout the United States.

As an investor, Bill is well experienced in distressed assets taking a hands-on approach with managing the construction from beginning to end. With more than a decade under his belt, Bill's expertise has become a vital asset in maximizing value through deferred maintenance and management inefficiencies.

In addition, Bill is a California Distressed Property Expert (CDPE) and holds an active California real estate license.



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