

2021

La Jolla Pacific Consultants



Value-Add Multifamily / Commercial Real Estate Investments

Acquisition & Asset Management Focused
San Diego, CA



Overview



La Jolla Pacific Consultants LLC (LJPC) is a privately held real estate investment firm established in 2016, 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 data driven acquisition and superior asset management.

With over 25 years of real estate experience and over \$100 million dollars in transactions through its principals, 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.

Proven Local Operators || Qualified Buyers || Data Driven

Key principals with LJPC believe in giving back to its local community by donations and participation with various non-profit organizations throughout San Diego County.



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 5-15U
- 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

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 time frame. 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 respectfully 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 Purchases

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
2603 C St & 1071 26th St San Diego, CA 92102

Transaction Summary

Purchase Price: \$ 2,000,000
Property Type: Multifamily
Financing Type: Bridge Debt
Close of Escrow: 45 Days
Listing Brokerage: Marcus & Millichap

Overview:
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.

[CLICK HERE](#) for transition video



7 Unit | North Park Value Add
2993 - 2997 Thorn St San Diego, CA 92104

Transaction Summary

Purchase Price: \$ 1,975,000
Property Type: Multifamily
Financing Type: Bridge Debt
Close of Escrow: < 30 Days
Listing Brokerage: Owner Direct

Overview:
LJPC recently acquired this value add property portfolio in North Park area. The property had fell out multiple times with previous buyers. LJPC came in with its partners and closed within 30 Days



4 Unit | Spring Valley Value Add
9202-9208 Kenwood St Spring Valley, CA 91977

Transaction Summary

Purchase Price: \$ 575,000
Property Type: Multifamily
Financing Type: Bridge Debt
Close of Escrow: < 30 Days
Listing Brokerage: South Coast Commercial

Overview:
LJPC recently acquired this off market fourplex consisting of all 2 bed 1 bath units. Streamlined transaction with No challenges due to COVID-19.

[CLICK HERE](#) for transition Video



8 Unit | Office Conversion
1177 3rd Ave Chula Vista, CA 91910

Transaction Summary

Purchase Price: \$ 645,000
Property Type: Multifamily
Financing Type: Bridge Debt
Close of Escrow: < 75 Days
Rep. Brokerage: VOIT Commercial

Overview:
LJPC purchased this 8 unit office building damaged by a fire with plans to convert offices to a mixed use building consisting of residential studios.

Recent Transactions



4 Unit | Value Add

278 - 280 Ash Ave Chula Vista, CA 91910

Transaction Summary

Purchase Price: \$ 750,000
Property Type: Multifamily
Financing Type: Bridge Debt
Close of Escrow: < 30 Days
Rep. Brokerage: South Coast Commercial

Overview:

LJPC recently purchased this 4 unit property constructed completely out of concrete. Property was completely renovated < 6 months.

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3 Unit | Value Add

411 G St Chula Vista, CA 91910

Transaction Summary

Purchase Price: \$ 565,000
Property Type: Multifamily
Financing Type: Conventional Debt
Close of Escrow: 30 Days
Listing Brokerage: Keller Williams

Overview:

LJPC recently acquired this triplex from a seller that never completed renovation. Property had been vacant for over 13 years.

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12 Unit | Sober Living Facility Conversion

5558-5562 Dairy Ave, Long Beach, CA 90805

Transaction Summary

Purchase Price: \$1,850,000
Property Type: Multifamily
Financing Type: Bridge Debt
Close of Escrow: 30 Days
Listing Brokerage: Stepp Commercial

Overview:

LJPC successfully transitioned this property from a sober living facility to a traditional apartment complex in less than 6 months.

[CLICK HERE](#) for transition video



Mixed Use Commercial

3893 Imperial Ave San Diego, CA 92113

Transaction Summary

Purchase Price: \$ 605,000
Property Type: Commercial
Financing Type: Bridge Debt
Close of Escrow: <30 Days
Listing Brokerage: KW Commercial

Overview:

LJPC recently acquired this off market Mixed Use property and successfully improved and secured a NNN lease.

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8 Unit | Golden Hill Value Add

943 20th St San Diego, CA 92102

Transaction Summary

| | | | |
|---------------------------|------------------------|------------------|--|
| Purchase Price: | \$ 1,950,000 | Overview: | LJPC recently acquired this value add off market property in Golden Hill from a motivated seller that was looking for a discreet fast close. Property will be completely renovated and leased. |
| Property Type: | Multifamily | | |
| Financing Type: | CASH | | |
| Close of Escrow: | 5 Days | | |
| Listing Brokerage: | South Coast Commercial | | |



4 Unit | Chula Vista Value Add

81 Oaklawn Ave Chula Vista, CA 91910

Transaction Summary

| | | | |
|---------------------------|-----------------|------------------|---|
| Purchase Price: | \$ 957,000 | Overview: | LJPC recently acquired these 4 cottages in West Chula Vista. Seller was going through some family challenges and LJPC provided a stress free discreet close. Property will be completely renovated and held in portfolio. |
| Property Type: | Multifamily | | |
| Financing Type: | Bridge Debt | | |
| Close of Escrow: | < 30 Days | | |
| Listing Brokerage: | Keller Williams | | |

[CLICK HERE](#) for transition video



5 Unit | Texas St Value Add

4167 Texas St San Diego, CA 92104

Transaction Summary

| | | | |
|---------------------------|---------------------|------------------|--|
| Purchase Price: | \$ 1,855,000 | Overview: | LJPC recently acquired this 5 unit apartment building in the sought after North Park area. Seller was a trust who was looking for an easy streamlined transaction. Property was purchased all Cash "As Is" |
| Property Type: | Multifamily | | |
| Financing Type: | CASH | | |
| Close of Escrow: | < 30 Days | | |
| Listing Brokerage: | SD Properties Group | | |



Completed Over **\$100 Million**
in Small Balance **Transactions**



About Us



Fernando Famanía

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Fernando Famanía oversees all aspects of the investment firm. He brings an all-encompassing approach to Real Estate acquisitions, utilizing his 12+ years experience and over 100+ transactions totaling over \$55MM+ in a wide arrange of small balance real estate transactions.

Fernando emphasizes conservative financial analysis, capital market conditions, value add based principles, and the re-positioning of distressed assets and development opportunities. Fernando takes a macro-economic outlook and implements it into LJPC's objectives to achieve a high level of success.

Graduate of San Diego State University with a Bachelors in Economics and former licensed Financial Advisor. Fernando continues to pursue a wide arrange of real estate investment designations.



Bill Sereda

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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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