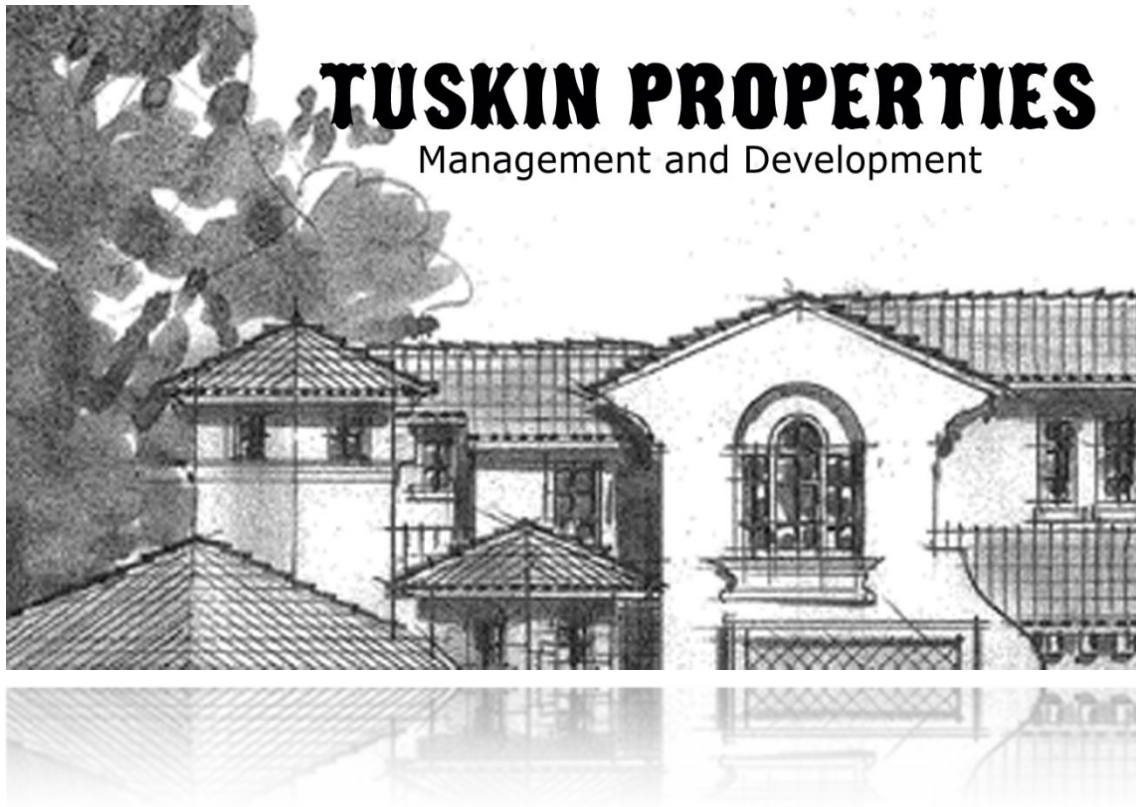


# TUSKIN PROPERTIES

## Investment Prospectus



**Tuskin Properties Investments**  
mail@tuskinproperties.com

## I. A Proven Plan – Investment Strategy

Tuskin Properties is a real estate syndicate that purchases multifamily, industrial and retail properties for profit maximization, repositioning, and eventual sale. Our investment strategy relies on decades of collective experience in property management, development, and real estate finance. Specifically, we look for value-add opportunities where we can create an immediate impact upon NOI through various courses of action. In selecting prospective properties, we consider, among other things, the following criteria:

- Financial distress of owners
- Low occupancy
- Depressed rents
- Poor management
- Unwanted inheritances
- Emerging markets
- Deferred maintenance
- Poor customer service of tenants/residents
- Non Rent-controlled markets/properties

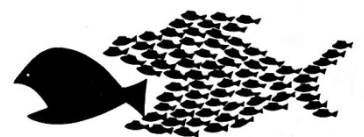
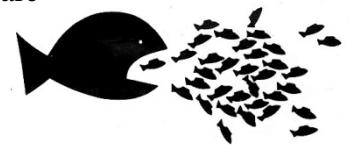


It is our knowledge of current market and submarket conditions, along with our experience in management that allows us to identify candidate properties with the potential to exceed their current performance.

## II. Our Process – Small Done Large

Our process draws upon years of managing large-scale, “Class A”, institutionally owned developments and incorporates applicable philosophies and concepts to smaller properties. While some elements of larger developments obviously do not translate to smaller ones, there are many areas where common ground can be found and exploited to create value or mitigate cost. The mismanagement of “mom and pop” (24-50 units) sized properties is responsible for lower net income of these buildings. By consolidating and optimizing processes, policies and procedures, we can ensure greater returns and lower expenses. Some examples of this optimization are:

- Use of a PMS (property management software) and accounting software
- Limiting the number of investors on each property to 3-5
- In-house management team
- Tested and trusted contractors, and renegotiation of vendor contracts
- Lease expiration management
- Regular market and submarket surveys



### III. Investing With Us

Prior to identifying any specific property, Tuskin Properties will build a fund of committed investors, utilizing our sample data, previous experience and investment criteria. When a property has been identified, investors will receive a full package which will show the MLS listing on the property (if any), property photos, contractor budget, sales comps in the area, a market write up on the subject's surrounding area, and a disposition or hold strategy based upon recent market activity. Investors will have a period of 48 hours to review the package and vote to approve the purchase or not. A majority vote will decide. Following approval of a specific deal, investors will need to provide funds within 36 hours to secure financing and facilitate the purchase.

Once a property has been acquired and placed under management, Investors will receive monthly reports, detailing operational and financial results as well as a summary of property activity and leasing. Reporting will also include any capital project updates, with applicable costs and projected completion dates. Annual capital distributions will occur in accordance with the investor agreement for each specific fund, and will include a full accounting of such.

### IV. Sample Investment

The information below represents a fictional sample property which would meet our investment criteria. The current statistics, along with pro forma data illustrate what our returns could be on a similar investment property.

**SUBJECT: 810 Freeman - Long Beach - 36 Units**

Unit Mix: 20 studios, 16 one beds

Current price: \$4,000,000 (\$111,000/door)

Down payment required: \$1,200,000

Amount Financed: \$2,800,000

Mortgage Payment (at 5%, 30 year ammort.): \$15,500/month (\$186,000/year)

Current Rents: \$384K/ year (\$800 studio, \$1,000 1x1)

Expenses: \$198K/year

Current NOI: \$186K/year

Current Cap Rate: 4.65%

**PRO FORMA (With NO RENOVATIONS)**

Market Rents: \$480K/year (\$1000 studio, \$1250 1x1)

Expenses: \$200K/year

NOI: \$280K/year

Cap Rate: 7%

Property Value: \$6,021,505 (per original cap)



**PRO FORMA (With RENOVATIONS)**

Market Rents: \$588,000 (\$1250 studio, \$1500 1x1)

Expenses: \$225K/year

NOI: \$363K

Cap Rate: 9.1%

Property Value: \$7,806,451 (per original cap)

## V. Founding Principal Biographies



### **MATT TUCKER – CA BRE #01886424**

Matt brings more than 14 years of experience managing multifamily, industrial, commercial, and mixed use properties to the Tuskin Properties team. He has extensive experience with lease ups, property development, construction, budgeting, pro forma modeling, and repositioning underperforming assets.

Prior to forming Tuskin Properties, Matt worked extensively with property management companies, both large and small, having managed teams of 30+ and overseeing portfolios of 12 or more buildings at a time. Matt's product knowledge includes work on high rise and garden-style multifamily, light industrial, office, adaptive reuse, student housing, public storage, mixed use, and retail shopping center projects. He has also managed the successful lease up of eight large scale multifamily developments, working with management companies like Lincoln Property Company, Legacy Partners, Riverstone Residential and Forest City Residential. Matt has also worked with local and national developers such as The Bond Companies, Amidi Real Estate Group, Capital Foresight Development and Wood Partners.

Matt received his education at Michigan State University and Berklee College of Music in Boston, MA. He holds an Accredited Residential Manager (ARM) certification from the Institute of Real Estate Management, a Real Estate Salesperson's license in the State of California, and is certified as a Los Angeles High Rise Fire Safety Director. Matt lives in Santa Monica with his wife and two children.



### **ASHLEY TUCKER - CPA, MBA**

With over 20 years of experience in public and private accounting, Ashley brings a wealth of diverse skill and knowledge to her role at Tuskin Properties. In addition to her role at Tuskin Properties, Ashley serves as Controller with Allied Argenta Multifamily Real Estate Development. She is heavily involved in implementing PMS systems, introducing cost saving measures, as well as onboarding new properties as the company expands. Prior to joining Allied Argenta, Ashley was with INOVx Solutions, where she served as Corporate Controller and Interim Chief Financial Officer. Before that, Ashley served as Controller for Bersin and

Associates, where she played an integral role in the company's successful acquisition by Deloitte Consulting in 2013.

Ashley's professional experience also includes successful endeavors within the Corporate Controllershship at The Walt Disney Company, civil litigation with Gurse, Schneider and Co., private equity fund accounting with The Gores Group, and KPMG where she acted as Senior Auditor. In addition to her professional endeavors, Ashley is a licensed CPA, a notary public, and holds an MBA in Finance and Investments from the University of Southern California. Ashley lives in Santa Monica with her husband and two children.



### **BRYAN RISIGLIONE**

Bryan has a solid background in sales, as well as experience in the technology and banking industries, which has fashioned him into the consummate dealmaker. His natural knack for developing relationships and his approachable, disarming demeanor combine seamlessly to bring people, situations and ideas together. In addition to his sales expertise, Bryan adds 10 years of property management experience to the Tuskin Properties team. Bryan was born and raised in Southern California and has used his local upbringing to cultivate an impressive network of contacts in all facets of the business world. Bryan assists with market research, due diligence, asset management, and deal underwriting, though his primary focuses are capital fundraising, business development, and relationship management.

Bryan is very active in the local landscape, and frequently engages in community service projects in his neighborhood. He received his education from California State at San Bernardino. Bryan lives in the vibrant Koreatown area, and enjoys finding new and undiscovered hotspots.