Sunshine Housing
Richmond, VA

Real Estate Investment

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CoreLogic Home Price Index Rises by 10.5 Percent Year Over Year in March

May 07, 2013, Irvine, Calif. –

—Pending HPI Projects 9.6 Percent Growth Year Over Year in April—

CoreLogic® (NYSE: CLGX), a leading residential property information, analytics and services provider, today released its March CoreLogic HPI® report. Home prices nationwide, including distressed sales, increased 10.5 percent on a year-over-year basis in March 2013 compared to March 2012. This change represents the biggest year-over-year increase since March 2006 and the 13th consecutive monthly increase in home prices nationally. On a month-over-month basis, including distressed sales, home prices increased by 1.9 percent in March 2013 compared to February 2013*.

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Home Prices in 20 U.S. Cities Climb by Most Since May 2006

By Alex Kowalski - Apr 30, 2013 9:29 AM ET

27 COMMENTS + QUEUE

Residential real-estate prices increased in February by the most since May 2006, showing the U.S. housing market is strengthening.

The S&P/Case-Shiller index of property values in 20 cities rose 9.3 percent from February 2012, more than forecast, after advancing 8.1 percent in the year ended in January, the group said today in New York. The increase exceeded the 9 percent median forecast in a Bloomberg survey. Compared with the prior month, prices rose the most since October 2005.

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INVESTMENTS

Rental demand to grow by 6.6 million through 2016

By Christina Mlynski • January 25, 2013 • 5:42pm

The demand for rental housing is expected grow by nearly 6.6 million units through 2016, with about 4.2 million new renters attributing to the total.

Author

Christina Mlynski
Reporter
@ChristinaMlynsk

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"If I had a way of buying a couple hundred thousand single-family homes… I would load up on them because single family homes are cheap now."

Real Estate Investment Strategy

1. Goals & Plan

- Joint venture real estate investing
- Provide passive, residual investment opportunities to earn 5 – 7x current bank rates
- Invest in income producing assets and fix and flip opportunities
- Invest in distressed real estate acquisitions that provide instant built-in equity
- Customize strategies to maximize equity and cash flow

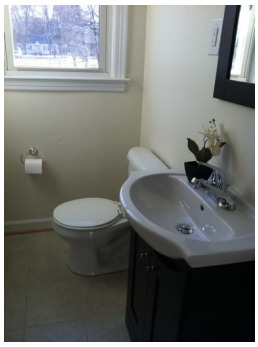
2. Acquisition Strategy

Joint venture to buy and hold single family homes throughout Richmond, VA. We rent them out to working class families in working class neighborhoods or flip them to first time home buyers. We typically buy houses below 70% loan to value (LTV) which means we are buying them at least a 30% discount. As an example, if a house is worth a $100,000 we may pay $50,000 and put in $20,000 in renovations for a total investment of $70,000. This house will rent for $1,000 a month.

3. My story

My husband Luke and I are a great team. Luke is my Realtor and handles the property management. I work on finding the right houses, negotiating them and getting them ready to go. My team and I have renovated 6 homes in 2012 and plan to renovate about 10 in 2013. Our plan is to flip some of the houses while also working to build our rental income portfolio for long-term cash flow and equity.

4. Recent Investments…

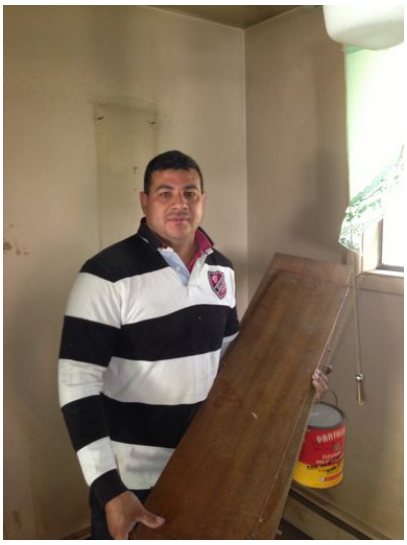


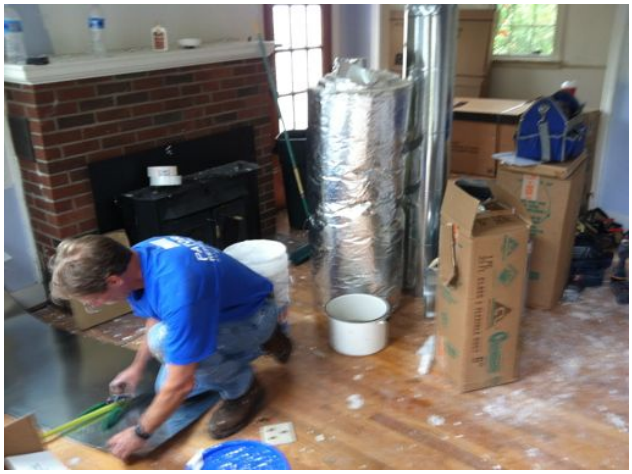
Team

I have a created a fantastic team:

Real Estate Team – Luke Catron – Refine Properties

Contracting team:





Legal Team

Apex Title – Linda Roland

Keith Pagano – Pagano and Marks

Keith A. Pagano
Pres./CEO, Pagano & Marks, P.C.

"Jim - is a hard-working, fast-paced real estate "guru." I have had the pleasure of working with him on multiple occassions and would recommend Jim and his services without hesitation.

Financial Team – Self directed IRA Custodian – Quincy Long Quest IRA

5. Risk management

All investment opportunities have risk associated with them. We minimize risk in real estate investments by:

1. Buying the right house for the right price. Typically this means buying the house with a minimum of 30% discount.
2. 1st position lien on property that is recorded at the courthouse.
3. Property insurance – Named as mortgagee on property insurance policy
4. Title Insurance
5. Experienced Real Estate, Contracting, Legal Financial Teams
6. Local, hard assets

"Risk comes from not knowing what you're doing."
Warren Buffett

"The most powerful force in the universe is compound interest"
Albert Einstein

"IF I had a way to buy a few hundred thousand houses right now, I would load up on them"
Warren Buffett

What others are saying…

David Phelps
Founder at David Phelps International LLC

"Jim is the quintessential real estate investor and business person. His engineering background gives him the unique ability and framework to quickly analyze financial transactions and creatively produce workable solutions and turn them into opportunities for himself and his clients. I know Jim as a man of integrity and principle and would not hesitate to trust him with my bank account if I should ever need a competent asset manager in the future. **less**

February 14, 2010, David was with another company when working with Jim at Carmel Properties

Andy Klemm
Principal Broker at Equity Realty

"Jim is highly motivated and driven Real Estate Entrepreneur who has been very successful in building his growing real estate portfolio. Through his honesty and reliability he has developed a large following of investors seeking his professional help and advice.

I strongly recommend Jim because you can trust him.

Nathan Long
CEO at Quest IRA, Inc.

"Jim is a great man to do business with. His knowledge is far above almost anyone in the field, he has worked with our clients and maintained a professional insight to every deal. I love working with Jim.

Ryan Kimura
Private Equity Real Estate Fund, Hard Money Lender, Purchaser of Real Estate Rentals, Rehab & Resale

"Jim is one of the true honest real estate professionals with integrity out there. Not only does he have a vast experience in real estate investment himself but he has a passion for passing on his knowledge to help others find the benefits of investing in real estate. If you are a new real estate investor and are looking for a great resource for knowledge Jim is your man.... **more**