

# **Solicitation for Debt Investors in the Ultimate Down Market**

Business Plan

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Intended for distribution to investors

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## **Introduction**

**CORE BUSINESS:** Our business is centered on the acquisition and rehabilitation of investment real estate (single family residences – apartment buildings). We buy select properties that will meet stringent cost to re-sale guidelines to ensure our investment of time and money will be a profitable one.

We are currently purchasing 2-3 properties per month. Once purchased/closed, we immediately begin the rehabilitation (rehab) and pre-marketing analysis. As we near rehab completion, we begin marketing for the sales and rental market simultaneously. Marketing the property on both tracks will ensure the property moves soonest.

Our business model is centered on velocity. As a result, we do not purchase or rehab homes at the median home price of \$150,000 because of the limited exit strategy for the property. We are focused on bread and butter properties that are best suited for rental or first time home buyers. We buy / rehab to 70% Assessed Retail Value (ARV). At that price point the property will cash flow as a rental or provide a nice profit as a retail deal. Properties that are retained rentals are also listed for sale to investors at retail prices with goal of liquidation at close to retail prices.

We need debt investors to fund our acquisition of property at 50-70 cents on the dollar. We use a title company as our intermediary to handle your money. We are not affiliated with the title company. Your money is placed in an escrow account, we find and lock the property into contract (you can see the property if you are in town or we can share photos and market data about it as well), we do our due diligence, papers are prepared (your mortgage note is generated) and is backed by a first mortgage position, we close, we rehab, we sell, we distribute monies to the investor...we take our profit after all others have been paid.

## **Executive Summary**

The current down market is expected to last for a couple of years according to industry experts. The long term prospects for the Texas real estate market is best indicated by the past 70 years—slow and steady growth. We are attempting to take full advantage of what many have called “the perfect storm” that has resulted in a loss of market confidence and liquidity to purchase properties at substantial discounts. These properties will in-turn pay themselves off through our diligent management. Ever increasing cash flow is expected due to the normal cost of living (rent increases) that are commonplace in our markets.

We offer debt investors a guaranteed 10% return backed by real property that is bought at substantial discounts. The investor’s worst case scenario for their profit is the 10% simple interest we are offering for our debt partners. You receive a mortgage just like the banks do.

## **Benefits to the Community**

### **Economic Development**

Texas in general, and San Antonio in particular, are still good markets. Local real estate values have resisted the deflationary pressures for the most part. Due to the mortgage market crisis, today is a strong buyer's market. Rentals are in increasing demand. The majority of San Antonio residents are sub-prime borrowers and are now trapped in the rental cycle or forced to turn to owner financed deals at a higher than average interest rate.

National media hype on inflated real estate values (that tend to be focused on the US coastal regions) has exacerbated the problem. The fear factor is high and some credit-worthy consumers, are inhibited by their own economic uncertainty fears. Properties are getting disproportionately undervalued, sometimes below actual construction costs. I propose we take full advantage of these circumstances.

Our company will help lenders liquidate investment grade "non-performing" real property. Our company will be one of the few volume buyers active, ready and willing to buy and close FAST. Our ability to move fast due to our pooled resources represents a market advantage and an incredible value to distressed lenders / banks. This liquidity is why we will have the leverage to negotiate highly favorable deals. Coupled with our experience in how to communicate with lenders is why we will be a preferred buyer. We will make it extremely easy on the lender's entire team from the listing agent, to the liquidating asset manager. Due to the high volume of foreclosures, the people in these disciplines are worked extremely hard. We know what information to present, and how to present it to ensure our interests are represented effectively.

### **Community Development**

We will be responsible for the rehabilitation and regeneration of property in markets we decide to enter because of the potential for cash flow, appreciation, immediate ability to realize enhanced value through targeted rehab / value added features, and proactive property management. Timely refinancing will allow us cash out debt investors. In addition, for those who choose to re-invest we will be able to pyramid our holdings / monies through these same refinancing actions. Current lending guidelines generally require we hold properties for 6-12 months before we refinance to more favorable cash flowing terms (e.g. 30 year fixed mortgages).

Our efforts will generate jobs for trade craftsmen. We will provide modern, clean, and efficiently administered housing for everyone in a sector with growing demand.

### **Human Development**

Investor development opportunities are available on a case by case basis. By design, this is a latch key business proposal for "angel" investors, and busy professionals that need someone who finds, structures, and manages business opportunities like these professionally, while offering a superior return of 10%.

## **Company Analysis**

### **Form of Business Ownership**

The form of business ownership will be Limited Liability Corporation (LLC). We will use local attorneys to create the LLC. This will enable us to containerize our risk, allow for individual investors to sell off their fractional ownership share, and address concerns / decisions in a predefined manner. If you are going to be a debt partner the LLC/company is already established--BJT Properties Incorporated.

Licensing for the buy and sell of the property is not required, but the general partners maintain active real estate licenses for the purpose of identifying, purchasing and marketing the property.

This Business Plan is to spell out how we intend to expand upon our current purchase and rehab business in this environment causing limited access to credit due to the turmoil in the mortgage market and also to gain greater economies of scale by buying properties and supplies at more substantial discounts.

Investor customer needs will be met by identification of properties that offer the greatest potential for enhanced value / cash flow due to rehabilitation, targeted improvements, market repositioning, and new management efficiencies.

Depending on the size of the project, rehab timeline, and access to traditional sources of financing, investors should expect total cash out upon refinancing within 13 months of original property purchase due to lender seasoning guidelines. At that time, debt partners will receive their principal + 10% simple interest.

### **Industry Analysis**

The real estate industry has poor liquidity due to the limited number of lenders willing to finance investors who have more than 4 financed properties (new FNMA guidelines). This offering is to counter that underwriting guideline to provide liquidity and cash where there is little.

Market activity is dropping off due to limited financing options. Cash is king, but interest rates are poor to non-existent as inflation often exceeds prevailing interest rates. The result is contracting savings for those investors seeking haven in FDIC insured savings accounts.

As we near the winter months, it will become an even better buyers market. The usual seasonal buyer slowdown is aggravated by the ample supply of foreclosure properties. Bank Asset Managers are eager, in the 4th quarter, to get as much of the non-performing assets off their books as possible for year close out reporting and are willing to take less. In addition, part-timer rehabber/investors tend to do less at this time of year due to seasonal changes, less daylight, the upcoming holidays. Novices spurred on by shows like "Flip this House" were getting into the market at an alarming pace, which drove up

prices. These novices are now falling out of the market at a much faster pace than new ones are coming in.

Many investors use "Hard Money Loans" to fund their deals. Most of these lenders (~75%) of these lenders have either shut their doors or have suspended lending in the last 18 months. The remaining ~25% have raised their underwriting guidelines and increased their fees and interest rates making it harder to qualify for this type of financing or making it too costly to justify the risk given the uncertainty of finding an end user / end buyer. Many investors that were finding distressed properties, fixing them up, renting and/or refinancing the property to get their investment back and do the next deal are no longer able to qualify for the loans due to credit restrictions. Even the cash buyers are slowing down because time on the market has increased. These are all factors that are working in our favor—they form the perfect storm. We have an uncertain amount of time before the tide changes and the market rebounds.

Consider this....

According to the Real Estate Center's chief economist, investors will return when:

1. they can believe bond ratings agencies again;
2. they can believe corporate accounting again;
3. they think the recession is nearing an end;
4. they think house prices are stabilizing nationally;
5. they regain confidence in the value of a contract and that the federal government will not change the terms of mortgages the investors may have invested in;
6. there is clarity regarding what the income tax rates and capital gains taxes will be in 2009 and beyond;
7. they have sorted out the massive government intervention and determined the unintended consequences; and
8. the return on short-term cash gets so low that corporate dividends and corporate bond interest become attractive again.

## **Management Team**

**Biographies:** The general partners--Bob Rufo and Tommy Ray are practicing real estate agents in the San Antonio metro market.

Bob has an extensive background in buying, selling and value added rehabilitation of properties. He has experience as a loan officer as well as an accounting background. Bob has rehabbed over 400 properties!

Tommy has extensive experience in real estate investing, marketing, creative financing, and property management. In addition, Tommy is a real estate broker, loan officer and member of lending team for Profolio Home Mortgage (mortgage banker). Tommy has been an active real estate investor for 18 years. He is has completed the H&R Block tax

preparer's course and is familiar with the tax code, and tax impacts of investment decisions. He owns a substantial portfolio of investment property and has done property management for 5 years. His Masters Degree is in Business Security Management. His Master's thesis was on a property management company.

Kyle Ray is a practicing property manager managing a portfolio of 6 million dollars worth of new build townhomes in the San Antonio Metro area. He is the marketing rep as well for the team. Kyle is pursuing his 2 year degree in real estate at San Antonio College. He intends to pursue his 4 year degree in Marketing at Texas A&M. His day-to-day job is marketing intensive and complements the team's functions.

This real estate investment group is formed to take advantage of this market anomaly. Our contribution to your investment capital is our market situational awareness, ability to identify cash flow/value opportunities, management of the rehab teams, in house property management, and in house marketing. You bring the capital. **Your position is secured by a first mortgage on the property that we buy at significantly reduced prices.** It is a win-win. When we sell, you are paid your principal plus 10% annual interest. Interest is calculated:  $\text{Interest} = \text{Principal} \times \text{Rate} \times \text{Time}$ .

Process: This company will apply rigid property selection criteria to ensure we only purchase properties with the highest probability of selling at the right price or if we portfolio the deal for the full 13 months showing significant cash flow and appreciation.

Our compensation will be from any profit remaining once your principal and interest are paid and only then. We will serve as the buyer's agent for the initial purchase and the final liquidation to control expenses and to ensure performance to the greatest extent possible.

## **Operations Plan**

### **Location and Space Requirements**

The space requirements of the company are nil due to our ability to leverage our real estate offices for this purpose as well. Our office locations in the San Antonio Metro area allows us project oversight to ensure timely project completion.

### **Equipment**

No additional equipment is needed; we will leverage the equipment we use in our daily real estate practices.

### **Labor Force**

We will identify local skilled workers / trade craftsmen to meet the demands of the job. These contractors are a critical choke point in any rehab specialist's plan. We have our teams lined up and are ready to press forward.

### **Inventory Control**

Properties are placed on simultaneous tracks for sale and for rent to ensure their quick and timely movement.

### **Labor Force**

#### **Labor Requirements**

Our team can handle a throughput of 4 properties in the rehab process at any given time.

#### **Selection, Orientation, and Training**

We select service providers based on a balance of the price and quality of service.

### **Marketing Plan**

#### **Target Market(s)**

Our primary target market is first time homebuyers. Our secondary target market is renters with the local military bases providing the optimal tenant. Military tenants tend to be accountable, responsible and collectible. Local industry, colleges, medical center are all equally well “courted” via our internet marketing campaign.

#### **Environment**

As previously discussed this is THE BUYER’S MARKET. If you have access to cash you can buy at deep discounts.

#### **Marketing Objectives**

Our objective is to timely move our rehabbed properties to provide substantial early payout profits to reinforce investor confidence so that future deals are enabled through credibility. We intend to do exactly as we promise at all costs. Then and only then will we realize access to an unlimited stream of funding from word of mouth referrals, repeat customers, and conventional lenders.

Marketing will take many forms from signs in the yards, huge internet presence in breadth of sites posted, upgraded realtor.com service, loopnet.com, open houses, and the like.

We anticipate 120 days from buy to sell as a reasonable planning factor for our near-retail sells. Rentals will move much faster. Expect them to move w/in 30 days of marketing campaign commencement.

## **Financial Plan**

### **Startup and Operating Needs**

We have over \$300,000 in cash invested at this time. We feel we need up to \$1 million to fund our planned level of activity of having 12-15 properties in the pipeline at any given time. Our ideal investor will make a minimum investment of \$50,000 when needed. At this time, we only want to identify potential debt partners. We do not want to hold your money as we wait for the deal. We'd like to find the deal, lock it into contract, do our comprehensive value analysis, do our rehab cost estimates, shop the deal amongst our debt partners for a commitment, proceed to closing where the debt partner funds the deal and receives a mortgage for 10%. We rehab, retail, or rent, and the investor is paid within 13 months of property acquisition. Acquisition is defined as when we buy, close, and the purchase funds. After acquisition, we immediately begin the rehab process.

### **Financial Statements**

We will publish financials and project updates monthly to our investors.

### **Exit Strategy**

Our exit strategy is the retailing of the property as a first time homeowner's residence or as an investor bought rental property or portfolio of investment properties. Properties bought and placed in the portfolio would be refinanced at the 12-month market to ensure the investor receives their return as promised.

### **Critical Risks and Assumptions**

Our assumption is that buying properties significantly below the actual construction costs is fundamentally sound. Lumber, cement, and construction costs are what they are. Due to normal inflationary pressures that are always present to some degree in our economy we expect the replacement cost to continue upward. This in and of itself will affect future appraisals in our favor. Our second assumption is that we can't predict the absolute bottom of this market, but there are instances where values are unreasonably / irrationally too low now. Our third assumption is that this will not last forever and that rental demand will continue to grow because so many of San Antonio's buyers are sub-prime buyers and are now out of the market.


## **Appendix**

- Deal 1 synopsis 8742 Ridge Moon
- Deal 2 synopsis 5918 Campus Park
- Deal 3 synopsis 4439 Misty Springs
- Deal 4 synopsis 4434 Safe Harbor
- Deal 5 synopsis 4418 Safe Harbor
- Deal Flow Chart
- Screenprint of Website Cover Page w/contact info
- Screenprint of Dropshots.com/passiveincome4life

Check here to select this record

**Full - Report**

**Master**

**Address:** 8742 RIDGE MOON  (MLS)  
**City:**  
**Zip:**  
**Class:** SINGLE-STRUCTURE PROP W/O AGR  
**Map:** 554A7  
**Mail Address:** 8742 RIDGE MOON DR  
**Mail City St Zip:** SAN ANTONIO, TX 78239 - 4025  
**Census Tract:** 121506  
**Census Block:** 1  
**Acres:** 0.15  
**Owner Occupied:** Y

**CAN:** 050529090080  
**State:** TX  
**Owner:** RAY,TOMMY  
**School District:** NORTH EAST ISD  
**Owner Display:** TOMMY RAY  
**Owner2:**  
**Latitude:** 29.516627  
**Longitude:** -98.339687  
**Sale Date:** 12/05/2007  
**Year Built:** 1984  
**Living Area Sqft:** 1350

**Legal**

**Legal Description:** CB 5052J BLK 9 LOT 8 CAMELOT UT-83

**Property Values and Taxes**

Crtf NoCrtf:	Tax Year:	Land Value:	Improv Value:	Total Value:	Total Tax:
No	2008	\$14,390	\$66,240	\$80,630	\$1,786.37
Yes	2007	\$14,390	\$63,560	\$77,950	\$1,726.99
Yes	2006	\$14,390	\$55,860		\$1,740.79
Yes	2005	\$9,700	\$58,300		\$1,762.92

**Tax Jurisdiction**

NORTH EAST ISD

BEXAR COUNTY

UNIV HEALTH SYSTEM

ALAMO COM COLLEGE

BEXAR CO EMERG DIST #1

BEXAR CO RD & FLOOD

SA RIVER AUTH

**Tax**

\$1,131.15

\$237.94

\$191.42

\$108.48

\$78.89

\$25.60

\$12.86

**Exemptions:**

TaxYr Prelim:	Land Value:	Improv Value:	Total Value:
2008	\$14,390	\$66,240	\$80,630

**Sales History**

File Date	Deed Book	Deed Page	Instr Type	Grantor	Grantee	Consideration
09/19/2008	13687	1011	D/T	RAY TOMMY & SAMANTHA	RANDOLPH BROOKS FEDERAL CREDIT UNION	\$84,000
06/04/2008	13525	1186	SWD	NATIONSTAR MORTGAGELLC	RAY TOMMY	
10/25/2007	13185	1317	SWD	HEDGEPEETH PAMELA ANN	BRISENO JORGE	
10/25/2007	13185	1323	D/T	BRISENO JORGE	CENTEX HOME EQUITY COMPANY LLC	\$42,600
11/24/2003	1043	985	D/T	BRISENO JORGE	JAMAC CAPITAL INC	\$5,988
07/23/2002	9482	2484	SWD	HEDGEPEETH PAMELA ANN	BRISENO JORGE	
07/23/2002	9482	2487	D/T	BRISENO JORGE	CENTEX HOME EQUITY COMPANY LLC	\$42,600

**Land Features**

**Frontage:** 55  
**SqFt:** 6599  
**Type:**  
**Depth:** 120  
**Acres:** 0.15

**Residential Property Features**

**Beds:** 3  
**Full Bath:** 2  
**Half Bath:**  
**Fndtn:** Slab  
**Year Built:** 1984  
**Patio:** 21  
**Garage:** 312  
**Heating:** Forced Air  
**Deck:**  
**Stories:**  
**Style:**  
**C/P:**  
**Ext Walls:** Wood  
**Fireplace:**  
**Roof:** BUILTUP  
**Canopy:**  
**Living Area SqFt:** 1350  
**A/C:** Central

Purchased on 5/29/08 for \$50400

Appraised for 105000

Rented for \$950 for 2 yrs

Earnest Money	1000
Cost at Closing	49481.52
Insurance	726.31
Bob's buyer commission	1500
Bob reimbursement (utils/materials / services)	556.79
Bob reimbursement (materials / services)	11765.08
HVAC	3750
Contractor Gabe	2900
Interest	423.62
Interest	252.2
Interest	421.28
Bexarmet	30.55
Bexarmet	80.04
Mowing	50
Plumbing	90
Postage	22.65
pest control	102.84
Misc supplies	3.44
Misc supplies	29.73
Misc supplies	33.18
Garage Door Repair	104.95
Misc supplies	17.25
<b>Cost to date</b>	<b>73341.43</b>

## SUMMARY OF SALIENT FEATURES


File No. 098-2835  
Case No.

SUBJECT INFORMATION	
Subject Address	<u>8742 Ridge Moon Dr</u>
Legal Description	<u>CB 5052J, Blk 9, Lot 8, Camelot UT-83</u>
City	<u>San Antonio</u>
County	<u>Bexar</u>
State	<u>TX</u>
Zip Code	<u>78239-4025</u>
Census Tract	<u>1215.06</u>
Map Reference	<u>554A7</u>
SALES PRICE	
Sale Price	\$ <u>N/A</u>
Date of Sale	<u>N/A</u>
CLIENT	
Borrower	<u>Tommy &amp; Samantha Ray</u>
Lender/Client	<u>Randolph Brooks Federal Credit Union</u>
DESCRIPTION OF IMPROVEMENT	
Size (Square Feet)	<u>1,434</u>
Price per Square Foot	\$ <u>0.00</u>
Location	<u>Inside Lot/Avg</u>
Age	<u>24 yrs</u>
Condition	<u>Average</u>
Total Rooms	<u>5</u>
Bedrooms	<u>3</u>
Baths	<u>2</u>
APPRAISER	
Appraiser	<u>Rod Mitchell</u>
Date of Appraised Value	<u>09/10/2008</u>
VALUE	
Final Opinion of Value \$	<u>105,000</u>

Check here to select this record

**Full - Report**

**Master**

**Address:** 5918 CAMPUS PARK  (MLS) **CAN:** 153251480280  
**City:** SAN ANTONIO **State:** TX  
**Zip:** 78242 **Owner:** RAY,TOMMY  
**Class:** SINGLE-STRUCTURE PROP W/O AGR **School District:** SOUTH SAN ISD  
**Map:** 648B7 **Owner Display:** TOMMY RAY  
**Mail Address:** 5918 CAMPUS PARK **Owner2:**  
**Mail City St Zip:** SAN ANTONIO, TX 78242 - 2449 **Latitude:** 29.355116  
**Census Tract:** 161502 **Longitude:** -98.613109  
**Census Block:** 2 **Sale Date:**  
**Acres:** 0.12 **Year Built:** 2006  
**Owner Occupied:** Y **Living Area Sqft:** 2060

**Legal**

**Legal Description:** NCB 15325 BLK 148 LOT 28 (PARK SOUTH SUBD)

**Property Values and Taxes**

Crtf NoCrtf:	Tax Year:	Land Value:	Improv Value:	Total Value:	Total Tax:
No	2008	\$20,000	\$86,060	\$106,060	\$2,897.64
Yes	2007	\$15,000	\$113,650	\$128,650	\$3,514.81
Yes	2006	\$9,600			\$289.22
Yes	2005				

**Tax Jurisdiction**

	Tax
SOUTH SAN ISD	\$1,532.56
CITY OF SAN ANTONIO	\$606.98
BEXAR COUNTY	\$312.98
UNIV HEALTH SYSTEM	\$251.79
ALAMO COM COLLEGE	\$142.70
BEXAR CO RD & FLOOD	\$33.68
SA RIVER AUTH	\$16.91

**Exemptions:**

TaxYr Prelim:	Land Value:	Improv Value:	Total Value:
2008	\$20,000	\$86,060	\$106,060

**Sales History**

File Date	Deed Book	Deed Page	Instr Type	Grantor	Grantee	Consideration
09/30/2008	13699	1348	D/T	RAY TOMMY & SAMANTHA	RANDOLPH BROOKS FEDERAL CREDIT UNION	\$84,848
08/28/2008	13657	2479	SWD	FEDERAL HOME LOAN MORTGAGE CORP	RAY TOMMY	
04/09/2007	12797	1070	TRD	LACOUTURE W A MARTY	FEDERAL HOME LOAN MORTGAGE CORPORATION	
04/06/2006	12041	1460	SWD	FIELDSTONE COMMUNITIES SAN ANTONIO LLC	NUNEZ DONALDO GARNETT	
04/06/2006	12041	1463	D/T	NUNEZ DONALDO GARNETT	AMERICAS WHOLESALE LENDER	\$100,320

**Land Features**

**Frontage:** **SqFt:** 5245 **Depth:** **Acres:** 0.12

**Type**

**Residential Property Features**

**Beds:** 3 **Stories**  
**Full Bath:** 2 **Style:**  
**Half Bath:** **C/P:**  
**Fndtn:** Slab **Ext Walls:** Hardwood Siding  
**Year Built:** 2006 **Fireplace:**  
**Patio:** 52 **Roof:** BUILTUP  
**Garage:** 220 **Canopy:**  
**Heating:** Forced Air **Living Area SqFt:** 2060  
**Deck:** **A/C:** Central

Purchased on 8/29/08 \$58500

Tax Assessed for \$106k


Rented \$950 per month for 2 years

Earnest Money	1000
Cost at Closing	55983.52
Insurance--866 paid at closing	
HVAC	4250
Bob reimbursement (materials / services)	8518.02
Misc supplies	7.96
CPS	84.35
Misc supplies	25.38
Util	88.65
Rental sign	16.22
Batteries for smoke detector	9.78
Cleaning material	43.52
Interest	546.58
Plumber-Salas master bath toilet clog	100
<b>Costs to date</b>	<b>70673.98</b>

Check here to select this record

**Full - Report**

**Master**

<b>Address:</b> 4439 MISTY SPRINGS DR  (MLS)	<b>CAN:</b> 166110010140
<b>City:</b> SAN ANTONIO	<b>State:</b> TX
<b>Zip:</b> 78244	<b>Owner:</b> FEDERAL NATIONAL MORTGAGE ASSN
<b>Class:</b> SINGLE-STRUCTURE PROP W/O AGR	<b>School District:</b> JUDSON ISD
<b>Map:</b> 585B6	<b>Owner Display:</b> FEDERAL NATIONAL MORTGAGE ASSN
<b>Mail Address:</b>	<b>Owner2:</b>
<b>Mail City St Zip:</b> , -	<b>Latitude:</b> 29.470922
<b>Census Tract:</b> 131501	<b>Longitude:</b> -98.377029
<b>Census Block:</b> 2	<b>Sale Date:</b> 12/02/2006
<b>Acres:</b> 0.2	<b>Year Built:</b> 1996
<b>Owner Occupied:</b> N	<b>Living Area Sqft:</b> 1501

**Legal**

**Legal Description:** NCB 16611 BLK 1 LOT 14 (SUNRISE UT-1) "SUNRISE" ANNEXATN

**Property Values and Taxes**

<b>Crtf NoCrtf:</b>	<b>Tax Year:</b>	<b>Land Value:</b>	<b>Improv Value:</b>	<b>Total Value:</b>	<b>Total Tax:</b>
No	2008	\$13,920	\$65,600	\$79,520	\$2,144.71
Yes	2007	\$13,790	\$71,200	\$84,990	\$2,292.24
Yes	2006	\$12,770	\$63,720		\$2,247.85
Yes	2005	\$11,700	\$55,100		\$2,039.45

**Tax Jurisdiction**

	<b>Tax</b>
JUDSON ISD	\$1,121.23
CITY OF SAN ANTONIO	\$455.09
BEXAR COUNTY	\$234.66
UNIV HEALTH SYSTEM	\$188.78
ALAMO COM COLLEGE	\$106.99
BEXAR CO RD & FLOOD	\$25.25
SA RIVER AUTH	\$12.68

**Exemptions:**

<b>TaxYr Prelim:</b>	<b>Land Value:</b>	<b>Improv Value:</b>	<b>Total Value:</b>
2008	\$13,920	\$65,600	\$79,520

**Sales History**

<b>File Date</b>	<b>Deed Book</b>	<b>Deed Page</b>	<b>Instr Type</b>	<b>Grantor</b>	<b>Grantee</b>	<b>Consideration</b>
09/12/2008	13678	1637	SWD	CITIMORTGAGE INC	FEDERAL NATIONAL MORTGAGE ASSN	
09/11/2008	13677	418	TRD	MARTIN DEBORAH	CITIMORTGAGE INC	
02/16/2007	12698	1029	SWD	FANNIE MAE ETAL	VILLARREAL DAVID	
09/11/2006	12381	2330	TRD	LACOUTURE W A MARTY	FANNIE MAE ETAL	
02/15/2005	11228	1240	SWD	CRUZ BRETT ASHLY	CRUZ BRENDA C MENDOZA	
07/10/2003	1014	1639	D/T	CRUZ BRETT A	BANK OF AMERICA NA	\$66,953
04/26/2000	8393	686	D/T	CRUZ BRETT A	BANK OF AMERICA NA	\$64,066
04/26/2000	8393	683	WD	YBARRA ROBERT A	CRUZ BRETT A	

**Land Features**

**Frontage:** 62 **Depth:** 143  
**SqFt:** 8864 **Acres:** 0.2  
**Type:**

**Residential Property Features**

<b>Beds:</b> 3	<b>Stories:</b>
<b>Full Bath:</b> 2	<b>Style:</b>
<b>Half Bath:</b>	<b>C/P:</b>
<b>Fndtn:</b> Slab	<b>Ext Walls:</b> Wood
<b>Year Built:</b> 1996	<b>Fireplace:</b>
<b>Patio:</b> 30	<b>Roof:</b> BUILTUP
<b>Garage:</b> 240	<b>Canopy:</b>
<b>Heating:</b> Forced Air	<b>Living Area SqFt:</b> 1501
<b>Deck:</b>	<b>A/C:</b> Central

Purchased on 10/31/08 for \$45000

Tax Appraised for: \$79,520


Rented for \$850 for 1 yr starting Dec.1st

Earnest Money	4500
Cost at Closing	42854.49
Home Depot	5760
Appliances	896
To Bob	340
To Bob	1400
Roof Repair	150
Trash Removal	45
Patio Slab	1268
Labor	2200
HVAC serviced	304
Home Depot Bal.	150
SAWS-water bill	30.03
Insurance policy #OY6614202	574
CPS	26.21
Materials	341.98
WalMart Mat.	44.83
HD Materials	35.03
Materials	185.73
Window Repairs	360
House cleaning	100
Appliance DIF	100
Trash Dumping	45
Costs to date	61710.3

Check here to select this record

**Full - Report**

**Master**

**Address:** 4434 SAFE HARBOR  (MLS)  
**City:**  
**Zip:**  
**Class:** SINGLE-STRUCTURE PROP W/O AGR  
**Map:** 586A6  
**Mail Address:** 4434 SAFE HBR  
**Mail City St Zip:** SAN ANTONIO, TX 78244 - 3506  
**Census Tract:** 131604  
**Census Block:** 2  
**Acres:** 0.1  
**Owner Occupied:** Y

**CAN:** 050809620070  
**State:** TX  
**Owner:** OBeyJ,RUSSELL JR  
**School District:** JUDSON ISD  
**Owner Display:** RUSSELL OBeyJ JR  
**Owner2:**  
**Latitude:** 29.470707  
**Longitude:** -98.338686  
**Sale Date:**  
**Year Built:** 2005  
**Living Area Sqft:** 2060

**Legal**

**Legal Description:** CB 5080Q BLK 62 LOT 7 VALLEY VIEW UT-1 SUBD

**Property Values and Taxes**

<b>Crtf NoCrtf:</b>	<b>Tax Year:</b>	<b>Land Value:</b>	<b>Improv Value:</b>	<b>Total Value:</b>	<b>Total Tax:</b>
No	2008	\$24,000	\$93,560	\$117,560	\$2,497.89
Yes	2007	\$24,000	\$83,130	\$107,130	\$2,276.27
Yes	2006	\$31,000	\$97,400		\$3,030.51
Yes	2005				

**Tax Jurisdiction**

	<b>Tax</b>
JUDSON ISD	\$1,657.59
BEXAR COUNTY	\$346.92
UNIV HEALTH SYSTEM	\$279.09
ALAMO COM COLLEGE	\$158.17
BEXAR CO RD & FLOOD	\$37.33
SA RIVER AUTH	\$18.75

**Exemptions:**

<b>TaxYr Prelim:</b>	<b>Land Value:</b>	<b>Improv Value:</b>	<b>Total Value:</b>
2008	\$24,000	\$93,560	\$117,560

**Sales History**

**Land Features**

**Frontage:**  
**SqFt:** 4400  
**Type:**

**Depth:**  
**Acres:** 0.1

**Residential Property Features**

<b>Beds:</b> 3	<b>Stories</b>
<b>Full Bath:</b> 2	<b>Style:</b>
<b>Half Bath:</b>	<b>C/P:</b>
<b>Fndtn:</b> Slab	<b>Ext Walls:</b> Hardwood Siding
<b>Year Built:</b> 2005	<b>Fireplace:</b>
<b>Patio:</b>	<b>Roof:</b> BUILTUP
<b>Garage:</b> 220	<b>Canopy:</b>
<b>Heating:</b> Forced Air	<b>Living Area SqFt:</b> 2060
<b>Deck:</b>	<b>A/C:</b> Central

Bexar County 2007 tax values are from 2007 certified rates.

Purchased on 10/24/08 for \$60,000

Tax Appraised for \$117560  
Rented for \$1050 for 2 yrs

Earnest Money	5000
Cost at Closing	54707.39
insurance refund	60
To Bob	4385
Appl Delivery	48
Trash Removal	45
Carpet Clean	189.22
House cleaning	150
Home Depot Balance	1100
Insurance policy #OY6614200	617
SAWS	32.58
CPS	25.21
Materials	59.39


**Cost to date**

**66418.79**

Check here to select this record

**Full - Report**

**Master**

**Address:** 4418 SAFE HARBOR  (MLS)  
**City:**  
**Zip:**  
**Class:** SINGLE-STRUCTURE PROP W/O AGR  
**Map:** 586A6  
**Mail Address:** 4418 SAFE HBR  
**Mail City St Zip:** SAN ANTONIO, TX 78244 - 3506  
**Census Tract:** 131604  
**Census Block:** 2  
**Acres:** 0.1  
**Owner Occupied:** Y

**CAN:** 050809620030  
**State:** TX  
**Owner:** US BANK NA  
**School District:** JUDSON ISD  
**Owner Display:** US BANK NA  
**Owner2:**  
**Latitude:** 29.470267  
**Longitude:** -98.338703  
**Sale Date:**  
**Year Built:** 2005  
**Living Area Sqft:** 2773

**Legal**

**Legal Description:** CB 5080Q BLK 62 LOT 3 VALLEY VIEW UT-1 SUBD

**Property Values and Taxes**

<b>Crtf NoCrtf:</b>	<b>Tax Year:</b>	<b>Land Value:</b>	<b>Improv Value:</b>	<b>Total Value:</b>	<b>Total Tax:</b>
No	2008	\$24,000	\$118,750	\$142,750	\$3,033.12
Yes	2007	\$24,000	\$105,740	\$129,740	\$2,756.68
Yes	2006	\$21,490	\$68,840		\$2,131.98
Yes	2005				

**Tax Jurisdiction**

	<b>Tax</b>
JUDSON ISD	\$2,012.77
BEXAR COUNTY	\$421.26
UNIV HEALTH SYSTEM	\$338.89
ALAMO COM COLLEGE	\$192.07
BEXAR CO RD & FLOOD	\$45.34
SA RIVER AUTH	\$22.77

**Exemptions:**

<b>TaxYr Prelim:</b>	<b>Land Value:</b>	<b>Improv Value:</b>	<b>Total Value:</b>
2008	\$24,000	\$118,750	\$142,750

**Sales History**

<b>File Date</b>	<b>Deed Book</b>	<b>Deed Page</b>	<b>Instr Type</b>	<b>Grantor</b>	<b>Grantee</b>	<b>Consideration</b>
07/18/2008	13595	2361	TRD	MARTIN DEBORAH	US BANK NA	

**Land Features**

**Frontage:**  
**SqFt:** 4400  
**Type:**  
**Depth:**  
**Acres:** 0.1

**Residential Property Features**

**Beds:** 3  
**Full Bath:** 2  
**Half Bath:**  
**Fndtn:** Slab  
**Year Built:** 2005  
**Patio:** 66  
**Garage:** 220  
**Heating:** Forced Air  
**Deck:**  
**Stories:**  
**Style:**  
**C/P:**  
**Ext Walls:** Hardwood Siding  
**Fireplace:**  
**Roof:** BUILTUP  
**Canopy:**  
**Living Area SqFt:** 2773  
**A/C:** Central

Purchased on 10/29/08 for \$70,000

Tax Appraised for: \$142,750

Rented or Sold for:

Earnest Money	1000
Cost at Closing	68178.49
<b>Insurance (1160 paid at closing)--canx'd refund due--wil</b>	<b>58</b>
To Bob	385
Appl Delivery	48
Home Depot Balance	3914.67
Insurance policy #OY6614201	708
Labor	1700
Labor	1320
Roof Repair	125
Carpet Install	280
Window Repair	80
Plumbing Mat	68.42
Trash Dumping	45
HD Materials	941.02
House Cleaning	150
Costs to date	79001.6

# Steps in the process

We find investment property

Shop deal to investors w/financial analysis and funding requirements

Investor sends funding to title company (Independence Title, 210-651-4171)

Close on investment property in LLC name / investor receives mortgage for balance

Rehab starts on day of closing (ideally, NLT 3 days after closing)

Rehab completed 1 day-6 weeks later depending on nature of work to be done

Marketing of property for sale begins upon rehab completion

Property sells—investor gets entire balance forwarded + 10% annualized interest

# SA REAL ESTATE

The Premier San Antonio Real Estate Investing Website

**Tommy Ray, MA, Real Estate Broker/ Investment Consultant / Mentor/ Loan Officer**  
**San Antonio Real Estate Investors' Association Member, USAF Retired**  
**Texas Real Estate Commission Approved Instructor of Real Estate Investment**

# SA REAL ESTATE

The Premier San Antonio Real Estate Investing Website



## RESOURCES



**Networking**  
Networking forum for real estate investors and local businesses.



**Search the MLS**  
Get FREE access to properties in the San Antonio area!



**Current Deals**  
View current deals and properties we recommend to our investors



**Search Market Using an Automated Search Engine**  
Set me up on automatic update Email list (called a "drip" campaign)



**Real Estate Investing Blog**  
Real Estate Tips



**Real Estate Research Resources**

- Market News
- TX A&M Real Estate Research Center



**Real Estate Investor Clubs**



**Online Legal Forms**



**Free Agent Angel Advocate**  
check out the professional records for agents in my target market!



**Relocating? Check Out Our Moving Center**

- Helpful San Antonio Numbers
- Financing Forum
- School Reports

## REAL ESTATE INVESTING MADE EASY

Congratulations, you have found the real estate resource center for persons who are considering investing, buying or selling real estate in the San Antonio, Texas metro area. Most experts agree that Texas and San Antonio in particular has strong potential for appreciation and cash flow. I encourage investors (especially new investors) to learn everything they can before they invest their hard earned money. I have 18 years of practical real estate investing experience. I offer my investors: cash flow analysis, knowledge of tax implications, advice on how to structure financing and much more. I prefer investing in the multi-family market where the economies of scale assure superior cash flows. I enjoy routinely teaching complimentary real investment seminars for the buyers, sellers, and investors I represent. My business model is to help investors grow their real estate investment portfolio. I find that these investors inherently return the favor by helping me grow my client base. I live off of personal referrals. I welcome the opportunity to cooperate with referring agents. I pay the most competitive referral fees in the business!

Sellers, I can sell your home for FREE (if I am the buyer's agent on your home buy). In addition, I will give you a FREE Comparative / Competitive Market Analysis (CMA), FREE For-Sale-By-Owner (FSBO) Assistance, and if I can't help you sell your own home myself I offer a FREE Agent Screening Service where I'll refer you to the agent in your area/subdivision that sells for the highest per. sq. ft and buys for lowest per. sq. ft.

My goal is to provide a website that contains a wide range of relevant information that helps you become an empowered and informed consumer for when the time comes to make the decision about your relocation and/or real estate purchase. Whether you're buying, selling, or want to get into real estate investing I am the first person you should talk to. You can email me or sign up for the FREE Giveaway to get in touch with me. I offer you what others won't: updated real estate forms, access to the premier San Antonio real estate investing question / answer BLOG, an opportunity to schedule a one-on-one conference with a state approved real estate investment instructor, proven effective real estate tips, current San Antonio market news provided the by Texas A&M Real Estate Center, and much, much more. I offer all of this to my customers because I know when it's time to buy or sell real estate they will come to someone they trust to represent their interests fully.

Begin your real estate journey with me by searching the MLS. If you have any questions, comments, or want to schedule a real estate investing conference either email me, or call me, (210) 573-2538.

**Tommy Ray, MA**, Real Estate Broker/ Investment Consultant / Mentor/ Loan Officer  
San Antonio Real Estate Investors' Association Member, USAF Retired  
**Texas Real Estate Commission Approved Instructor of Real Estate Investment**

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by Date

- All
- 2008
- 2006

Albums

- Creates a New Album
- 8420 & 8422 Forest Ridge
- A-Ambush Grove
- Cam-5918 Campus Park-Art
- Cam-5918 Campus Park-Bef
- Cor-9031 Coral Trail-Bef
- E-7816 Encanto Vista-Bef
- King-Kingsbury
- Mis-4439 Misty Springs-Af
- Mis-4439 Misty Springs-Be
- Mo-9026 Mountainfield-Af
- Nac-Naco Townhome-Af
- New Album
- Ret-Retama
- Rid-6742 Ridge Moon-Af
- Saf-4434 Safe Harbor-af
- Saf-4434 Safe Harbor-Bef
- Saf-4418 Safe Harbor-Af

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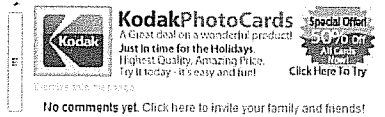
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