

# 262 Los Robles Ave. Project Real Estate Alchemy

262 Los Robles Ave

Pasadena, California 91101



**This is a 3 story Multi Family, Grade A 93 unit, In Pasadena, California 91101.**

**This investment sold a few years back for a \$27,000,000+, plus. This investment yield a projection of over \$165,000.00 monthly in rents. With Our creativity and knowledge in General Contracting we know we can t give this unit a UPSCALE EXECUTIVE look for minimal cost**

**Exclusively Presented By:**

**Saul Lujan**

**LUJAN-WAKEMAN, LLC**

**628 FRANCIS ST.**

**EL PASO,, Texas 79905**

**915-247-8784**

**projectrealestatealchemy@gmail.com**



# PROJECT SUMMARY

## PROJECT SUMMARY - FLIP

<b><u>PURCHASE/REHAB ASSUMPTIONS</u></b>	
Purchase Price	12,000,000.00
Rehab Cost	1,000,000.00
Total Closing (not inc. Sale) and Holding Costs	260,000.00
Total Financing Costs	-
Projected Cost of Sale	-
Total Project Cost	13,260,000.00
Total Amount Financed	-
Total Cash Committed	13,260,000.00
<b><u>RESULTS</u></b>	
Projected Resale Price	28,000,000.00
Total Project Cost Basis	13,260,000.00
Lender Split of Profits	
Flip Profit	14,740,000.00
ROI	111.16%
Annualized ROI	333.48%

## PROJECT SUMMARY - HOLD/RENT

<b><u>PURCHASE/REHAB ASSUMPTIONS</u></b>	
Purchase Price	12,000,000.00
Rehab Cost	1,000,000.00
Total Closing (not inc. Refi) and Holding Costs	260,000.00
Total Financing Costs	-
Total Project Cost	13,260,000.00
Total Amount Financed	-
Total Cash Committed	13,260,000.00
<b><u>NEW LOAN ASSUMPTIONS</u></b>	
Projected After-Repair Appraisal	28,000,000.00
New Loan Amount	23,800,000.00
Closing Costs on New Loan	714,000.00
<b><u>RESULTS</u></b>	
Cash-Out at Refi	23,086,000.00
Lender Split of Cash-Out Profit	
Profit at Refi	9,826,000.00
ROI on Downpayment/Cash Invested (Annualized)	222.31%
Original Investment Tied up in Deal after Refi	-
Equity Left in the Deal after Refi	4,200,000.00
Monthly Cashflow (Pretax)	(53,651.15)
Cash-on-Cash Return (Annual)	infinite

### **Breakdown of Financing Costs:**

Origination/Discount Points	-
Other Closing Costs for Loan	-
Interest on Original Loan	-
Interest on Rehab Money	-
Total Cost of Financing	-

### **Breakdown of Financing Costs:**

Origination/Discount Points	-
Other Closing Costs for Loan	-
Interest on Original Loan	-
Interest on Rehab Money	-
Total	-

# BUYER MARKETING SHEET (FLIP)

## 262 Los Robles Ave. Project Real Estate Alchemy

Property Address: **262 Los Robles Ave**  
 Property City, State, ZIP: **Pasadena, California 91101**  
 Bedrooms: Baths: Sq.Feet: **41712** Built: **1949**  
Notes:

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**Project Description:** This is a 3 story Multi Family, Grade A 93 unit, In Pasadena, California 91101. This Investment sold a few years back for a \$27,000,000+, plus. This investment yield a projection of over \$165,000.00 monthly in rents. With Our creativity and knowledge in General Contract

**Additional Notes:** we know we can t give this unit a UPSCALE EXECUTIVE look for minimal cost of around \$ 5,000 per unit. Some of the upgrade would be Bamboo wooden floors, with Polyurethane water resisted black stain colored, Keeping the High-end look we would install granite counter tops and in the bathrooms vanities.

<b>PURCHASE/REHAB ASSUMPTIONS</b>			<b>PROJECTED RESULTS</b>	
		% of ARV		
After-Repair Value (ARV)	28,000,000.00		Projected Resale Price	28,000,000.00
<b>Purchase Price (Offer Price)</b>	<b>12,000,000.00</b>	<b>42.86%</b>	Total Project Cost Basis	13,260,000.00
Rehab Costs	1,000,000.00	3.57%	<b>Flip Profit</b>	<b>14,740,000.</b>
Total Closing and Holding Costs	260,000.00	0.93%	ROI	111.16%
Total Financing Costs	0.00	0.00%	Annualized ROI	333.48%
Projected Cost of Sale	0.00	null	<u>Timeline Assumptions</u>	
<b>Total Project Cost Basis</b>	<b>13,260,000.00</b>	<b>47.36%</b>	Time to Complete Rehab	2 Months
Total Amount Financed	0.00		Time to Complete Sale	2 Months
Total Cash Committed	13,260,000.00		Total Time	4 Months



# BUYER MARKETING SHEET (HOLD)

## 262 Los Robles Ave. Project Real Estate Alchemy

Property Address: **262 Los Robles Ave**  
 Property City, State, ZIP: **Pasadena, California 91101**  
 Bedrooms: Baths: Sq.Feet: **41712** Built: **1949**  
Notes:

**Presented by:**

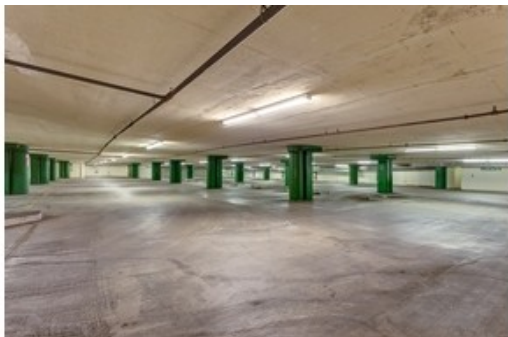
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**Project Description:**

<b>PURCHASE/REHAB ASSUMPTIONS</b>	%	of ARV
After-Repair Value (ARV)	28,000,000.00	
<b>Purchase Price (Offer Price)</b>	<b>12,000,000.00</b>	43%
Rehab Costs	1,000,000.00	4%
Total Closing (not inc. Refi) and Holding Costs	260,000.00	1%
Total Financing Costs	-	0%
<b>Total Project Cost Basis</b>	<b>13,260,000.00</b>	<b>47%</b>
Total Amount Financed	-	
Total Cash Committed	13,260,000.00	

**PROJECTED RESULTS**

Projected Monthly Rent (net of vacancy)	186,000.00	Projected New Loan Amount (for Refi)	23,800,000.00
Projected Monthly Expenses	55,130.00	Cash-Out at Refi (net of closing costs)	23,086,000.00
Projected Monthly Net Operating Income	130,870.00	Profit at Refi	9,826,000.00
		Cash Left in the Deal after Refi	-
Cap Rate Based on Cost Basis	11.8%	Equity Left in the Deal after Refi	4,200,000.00
Cap Rate Based on ARV	<b>5.6%</b>	Monthly Cash Flow (before-tax)	(53,651.15)
Assumed Time to Complete Rehab	2 Months	Cash-on-Cash Return (before-tax)	infinite
Assumed Time to Complete Refi	2 Months	<b>DCR of New Loan</b>	<b>0.71</b>
Total Time between Acquisition and Refi	4 Months	<i>Assuming 7% Rate and 20 Year Amortization</i>	



## STABILIZED INCOME AND EXPENSES (HOLD)

262 Los Robles Ave Pasadena, California 91101				Saul Lujan LUJAN-WAKEMAN, LLC 915-247-8784			
OPERATING INCOME							
Unit Type #	# of units	Unit type	Square Ft	\$/Ft/Mth	Monthly	Annual Rent	% of GSI
1	93	2br	1,400		2,000	2,232,000	100.0%
<b>Total</b>			130,200				
Gross Schedule Income					186,000	2,232,000	100%
VACANCY LOSS					0.0%	0	0
Other Income					0	0	
Gross Operating Income (Effective Gross Inc)					186,000	2,232,000	
OPERATING EXPENSES		Cost/Unit /Year	Total Monthly	Total Annual	% of Total Expenses	% of GOI	
Management Fee (% of Gross income)		13.0%	3,120	24,180	290,160	43.9%	13.0%
Advertising							
Insurance Hazard			271	2,100	25,200	3.8%	1.1%
Janitorial			129	1,000	12,000	1.8%	0.5%
Landscape Maintenance			929	7,200	86,400	13.1%	3.9%
Legal			32	250	3,000	0.5%	0.1%
Miscellaneous							
Referrals or commissions							
Repairs and Maintenance							
Reserves							
Taxes - Property			2,065	16,000	192,000	29.0%	8.6%
other							
electric			155	1,200	14,400	2.2%	0.6%
Gas			129	1,000	12,000	1.8%	0.5%
<b>Utilities:</b>							
Water/Sewer			129	1,000	12,000	1.8%	0.5%
Electricity			155	1,200	14,400	2.2%	0.6%
Gas							
Fuel Oil							
Other Utilities							
<b>Total Operating Expenses</b>			<b>7,114</b>	<b>55,130</b>	<b>661,560</b>	<b>100%</b>	<b>30%</b>
<b>Net Operating Income</b>			<b>16,886</b>	<b>130,870</b>	<b>1,570,440</b>		<b>70%</b>

## CASH FLOW SUMMARY (FLIP)

**262 Los Robles Ave. Project Real Estate Alchemy**  
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**Pasadena, California 91101**

**Saul Lujan**  
**LUJAN-WAKEMAN, LLC**  
**915-247-8784**

Month	0	1	2	3	4	5	6	7	8
Purchase	(12,000,000)								
Purchase Closing Costs	(240,000)								
Orig/Disc Points and Loan Closing Costs									
Holding Costs		(5,000)	(5,000)	(5,000)	(5,000)				
Rehab Draws/Expenses	(1,000,000)								
Interest (Paid or Accrued)									
Total Cash Spent in Period	(13,240,000)	(5,000)	(5,000)	(5,000)	(5,000)				
Cumulative Cost Basis	(13,240,000)	(13,245,000)	(13,250,000)	(13,255,000)	(13,260,000)				
Sale Price					28,000,000				
Selling Costs					(0)				
Profit Split to Lender									
Flip Profit to Investor (Pre-Tax)					14,740,000				
Total Cash Committed					13,260,000				
Return on Cash Investment (annualized)					333.48%				

## CASH FLOW SUMMARY (HOLD)

<b>262 Los Robles Ave. Project Real Estate Alchemy</b> <b>262 Los Robles Ave</b> <b>Pasadena, California 91101</b>	<b>Saul Lujan</b> <b>LUJAN-WAKEMAN, LLC</b> <b>915-247-8784</b>
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Month	0	1	2	3	4	5	6	7	8
Purchase	(12,000,000)								
Closing Costs	(240,000)								
Orig/Disc Points and Loan Closing Costs									
Holding Costs		(5,000)	(5,000)	(5,000)	(5,000)				
Rehab Draws/Expenses	(1,000,000)								
Interest (Paid or Accrued)		0	0	0	0				
<b>Total Cash Spent in Period</b>	<b>(13,240,000)</b>	<b>(5,000)</b>	<b>(5,000)</b>	<b>(5,000)</b>	<b>(5,000)</b>				
Cumulative Financed	0	0	0	0	0				
Cumulative Cost Basis	(13,240,000)	(13,245,000)	(13,250,000)	(13,255,000)	(13,260,000)				
Refinance: New Loan Amount						23,800,000			
Closing Costs on New Loan						(714,000)			
PayOff Existing Loan						0			
Cash Out at Refi						23,086,000			
Profit to Investor at Refi						9,826,000			
Return on Cash Investment						222.31%			
Cash Tied up in Deal						0			
Equity Left in Deal						4,200,000			

# SHORT-TERM LENDER FUNDING REQUEST (FLIP)

## 262 Los Robles Ave. Project Real Estate Alchemy

Property Address: **262 Los Robles Ave**  
 Property City, State, ZIP: **Pasadena, California 91101**  
 Bedrooms: Baths: Sq.Feet: **41712** Built: **1949**  
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<b>PURCHASE/LOAN ASSUMPTIONS</b>		% of ARV	<b>Timeline Assumptions:</b>	
After-Repair Value (ARV)	28,000,000.0		Time to Complete Rehab	2 Months
Purchase Price	12,000,000.0	42.86%	Time to Complete Sale	2 Months
Rehab Costs	1,000,000.00	3.57%	<b>Total Time:</b>	<b>4 Months</b>
Closing/Holding Costs	0	-		
<b>Total Funds Needed:</b>	-	-		
Points/Interest (Deferred)	-	-		
Total Loan Amount	-	-		
<b>Points Offered to Lender</b>		<b>4.00%</b>		
<b>Interest Rate Offered to Lender</b>		<b>10.00%</b>		

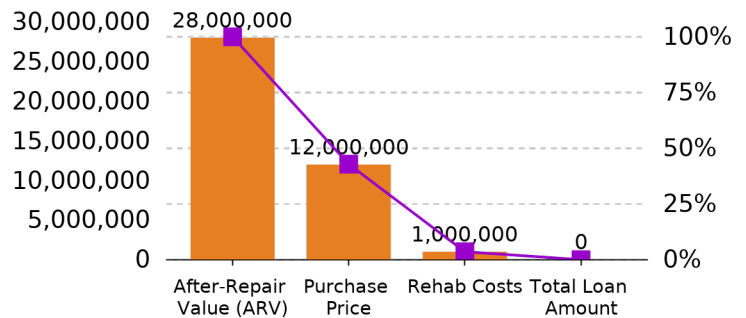
### Project Description:

### Additional Notes:

#### **PROJECTED FINANCIAL RESULTS FOR LENDER:**

Total Interest Income	-
Points, Fees	-
Profit Split to Lender	-
Total Income to Lender	-
Cash-on-Cash Return (annualized)	-
Internal Rate of Return (annualized)	-

### Loan to Value Breakdown



# SHORT-TERM LENDER FUNDING REQUEST (HOLD)

## 262 Los Robles Ave. Project Real Estate Alchemy

Property Address: **262 Los Robles Ave**  
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<b>PURCHASE/LOAN ASSUMPTIONS</b>		% of ARV	<b>Timeline Assumptions:</b>	
After-Repair Value (ARV)	28,000,000.0		Time to Complete Rehab	2 Months
Purchase Price	12,000,000.0	43%	Time to Lease Up	2 Months
Rehab Costs	1,000,000.00	4%	<b>Total Time</b>	<b>4 Months</b>
Closing/Holding Costs	-	-		
<b>Total Funds Needed:</b>	-	-		
Points/Interest (Deferred)	-	-		
Total Loan Amount *	-	-		
<b>Points Offered to Lender</b>		<b>4.0%</b>		
<b>Interest Rate Offered to Lender</b>		<b>10.0%</b>		

### Project Description:

### Additional Notes:

#### **PROJECTED FINANCIAL RESULTS FOR LENDER:**

Total Interest Income	-
Points, Fees	-
<b>Total Income to Lender</b>	-
Cash-on-Cash Return (annualized)	-
Internal Rate of Return (annualized)	-

### Loan to Value Breakdown

