

Shawn Hugh's real estate Bio

I am part of the Nick Vertucci organization. I went to a 1 day seminar in Utah given by Gus Fernandez, then a 3 day seminar in Utah given by Gene Dinger, after that we flew to Irvine California to have a 4 day intense training with Nick Vertucci in November of 2016. In that same month I had a personal field trainer come out and train me for 3 days and then another 3 day training in Las Vegas for asset protection. I have many mentors that are willing to help at any time I need.

Property #1 NOV 2016 I was an integral part of finding and purchasing and developing **Address:** 2127 25th Street Sacramento, CA 95818, **purchase price:** \$339,000 with \$-18k in concessions, **Rehab:** \$62,000 **Sales price:** \$471,000 **Profit:** \$56,553 (split between developer and gap funders and HML)

Property #2 JAN 2017 Sold Dec 2017 **Address:** 5917 Burgess Ave, Baltimore MD 21214, **purchase price:** \$86,000 **Rehab:** \$89,975 **Sales price:** \$235,000 **Profit:** \$42,350 (split between developer and gap funders and HML)

Property #3 JUL 2017 Sold April 2018 **Address:** 106 Cente Ave, Towson, MD 21286, **purchase price:** \$182,000 with -17k in concessions **Rehab:** \$71,000 **Sold price** \$333,000

Property #4 MAR 2018 Sold March 2019 **Address:** 5600 Carter Ave, Baltimore MD 21214, **purchase price:** \$82,000 **Rehab:** \$95,000 **ARV:** \$235,000 **Projected profit:** \$36,695

Property #5 APR 2018 Waiting for inspection **Address:** 5626 Frankford Ave, Baltimore MD 21206, **purchase price:** \$50,150 **Rehab:** \$45,000 **ARV:** \$140,000 **Projected profit:** \$31,695

Property #6 MAY 2018 Currently under Development with Rick Benson **Address:** 7900 Shore Rd, Baltimore MD 21219, **purchase price of 4 waterfront lots:** \$650,000 **Construction per lot:** \$350,200 **After Construction Value per house:** \$650,000 each house (total \$2.6M)

Property #7 JUN 2018 Currently under construction **Address:** 4839 Bowland Ave, Baltimore MD 21206, **purchase price:** \$52,000 **Rehab:** \$45,000 **ARV:** \$145,000

Property #8 Acquired: Aug 2018 Closing: April 2019 Address: 4943 Schaub Ave, Baltimore MD 21206, **purchase price:** \$42,000 **Rehab:** \$35,000 **ARV:** \$125,000 **Projected profit:** \$30,256

Property #9 Acquired: Nov 2018 Currently Rehabbing **Address:** 2603 Eastern Ave, Baltimore MD 21224, **purchase price:** \$180,000 **Rehab:** \$140,000 **With CHAP Historical Value ARV:** \$502,000 **Projected profit:** \$72,115

Please Visit my website to see my full bio: <http://hughtkd.com/Welcome/ABOUTTHEHUGHFAMILY.aspx>



Rick Benson's real estate Bio

Richard Benson / TDG, Corp. has been in business for the past 25 years with over 30+ years of experience, From commercial, residential to waterway restoration, rehab to complete builds. With the experience and high standards of owner, Richard Benson, no Job is too big or too small for TDG, Corp. Every Job TDG, Corp. has touched has been profitable. Mr. Benson has been in the construction/ real estate business his whole life. From his Father buying and selling, to his Mother who had over 50 rental properties. He chose to go the construction route and it has proven to be a very good choice for him.

Grey Box build outs for Walmart. –Build outs in Maryland, New Jersey, Georgia and California. 2011

Bailey Banks & Biddle Stores. – Demolition and Rebuild. 2007

Foot Locker Stores. – Demolition and Rebuild. 2007

Appletree Homes – Berrywood Estates of over 70 homes. 2004

8420 Kavanaugh rd. Dundalk, MD Paid \$20,000; Sold for \$72,000. 1996-1997

238 S. Madeira St. Baltimore, MD –Paid \$20,000; Sold for \$169,900. 1997-1999

9 S. Castle St. Baltimore, MD – Paid \$15,500; Sold for \$109,000. 1996-1999

301 S. Robinson St. Baltimore, MD – Paid \$40,000; Sold for \$65,000. 1995-1999

500 N. Clinton St. Baltimore, MD – Paid \$17,500; Sold for \$50,000. 2000-2001

1818 Fleet St. Baltimore, MD – Paid \$7,621; Sold for \$45,000. 2004-2005

825 Cliffedge Rd Baltimore, MD – Paid \$56,540; Sold for \$102,000. 2004-2005

8101 Shore Rd, Dundalk, MD – Paid \$119,900; Sold for \$825,000. 2001-2006

8103 Shore Rd, Dundalk, MD – Paid \$350,000; Sold for \$455,000. 2005-2006

7911 Shore Rd, Dundalk, MD – Paid \$150,000; Sold for \$400,000. 2004-2006

1411 Division St. Baltimore, MD – 88 units Paid \$1M; Sold for \$3M. 2015-2015

2634Edgemere Ave. Balimore, MD – Paid \$90,000; Sold for \$269,000. 2017-2018

7900 Shore Rd. Sparrows Point, MD – Paid \$250,000; Current MV \$860,000. 2015- present

7350 Hughes Ave. Sparrows Point, MD – Paid \$250,000; Current MV \$860,000. 2015- present

2601 NE 8th Ct. Pompano Beach, FL – Paid \$350,000; Current MV \$550,000. 2015- present

2708 6th St. Sparrows Point, MD – Paid \$360,000; Current MV \$1.1M. 2015- present

2708 6th St. Sparrows Point, MD – Paid \$360,000; Current MV \$1.1M. 2015- present

Executive Summary

We are seeking investors for any of the following scenario:

Investment: \$250,000 (we will take care of the closing costs / construction and selling)

Construction Budget per house: \$350,200 / **After Construction Value per house:** \$600,000-\$675,000

Square Ft: 2550 sq ft / **Year Built:** 2019 / **Beds/Baths:** 4/3.5

Total Cash Investment: \$250,000 **Total Returned after Sale :** \$300,000

The property is located at 7900 Shore rd, Sparrows Point Maryland 21219 on a **waterfront property**. The property is needing 4 new separated Tax ID Lien Certificates , which are already done by DEFINITIVE TITLE by Bret Devich, as soon as we pay for them. There is a current structure on the property that needs to be torn down. The sewer has already been capped and a power pole is in place and receiving power from BGE. The county has already approved 3 homes with a provisional 4th home. We only need to pay the city to file the drawings, which will only take 45-60 days instead of 3-4 months because the paperwork just needs to be paid for. The lots will be anywhere from .184 acres to .275 acres (bigger than the comps)

The home will be constructed with High Mid-end finishes, and buyers may upgrade if they so choose to High-end finishes. New waterfront construction does not allow basements any longer. The level of the land is 13 feet above sea level, so there will be no flooding issues like in the current home. The construction budget for 1 home is \$350,200. We will be using a well-known contractor, **Rick Benson, that also has a vested interest**. The house will finish with **4 bedrooms and 3.5 bathrooms**. We will be selling this in the Summer market.

The finished value of this home will be \$600,000 (Mid-end finishes) to **\$675,000** (High-end Finishes) I have found comps that will support \$600,000 but they are also older homes and not new construction. The average days on the market for new construction homes selling in this area is right after it goes **“under-roof”** during construction around 45-60 day mark into construction process **(before this home is even finished)**. With the \$250,000 investment, we will pay off all liens and loans, so that we may own these lots FREE and CLEAR and file all necessary paper work with the County and State. With the payoff of these lots we will be able to obtain construction loans from banks and lenders and move forward with construction on all lots. The 1st lien position will be given on any one of the four lots that the investor desires \$250,000 Insurable Lien and an investment lien of \$50,000 for a total of **\$300,000** is yours and will come back to you, when that house or lot sells. This is a **WIN-WIN situation** that will greatly benefit all involved.

There is a new Trade Point Atlantic that is being renovated for 3 Billion dollars that is transforming a former steel mill into one of the largest most strategically significant intermodal global logistics hubs in the country. Amazon Fulfillment Center and Under Armour will be bringing 18,000 High paying jobs to this area and houses are at a premium in the 21219 zip code because they don't have to pay for \$16.00 on a toll road per trip to get to this areas job market.

Timeline for construction

1st day of investment.
\$250k goes into
Definitive Title Escrow

45-60 days for
Permits and
Paperwork.

45-60 days to put
“under-roof” when
contract is sellable.

60-90 days to
finish house
completely.

Property Pictures



Arial View



Approved Building Plans



Peninsula off of North Point Creek



Plat Layout



Proposed Layout (All waterfront)



Arial View

Scope Of Work For:
NEW CONSTRUCTION
 7900 Shore rd Sparrows Point, MD 21219

Site prep, ground works, engineering, permits, footers, plans, survey, foundation.	\$40,000
Vinyl NC Windows.	\$15,000
Caulking of all interior seams.	\$7,700
Electrical. All 12 gauge interior wiring (no 14 gauge) Recessed lighting throughout.	\$17,500
Insulate all walls, including interior walls & floors for soundproofing, as well as stabilized level by level R factor.	\$16,000
Plumbing. Install Jacuzzi tubs in all bathrooms except 1 st floor.	\$20,000
Sprinklers.	\$15,000
HVAC 2 zone system.	\$19,000
Flooring to be natural woods, stones, marbles, & granites. Bathrooms to be marble. Bedrooms to be carpet. Kitchen to be marble floors with granite countertops. Living room, dining room & hallways to be natural wood floors.	\$20,000
Sheetrock to e 5/8 throughout.	\$20,500
Paint entire house using Sherwin Williams paint.	\$13,500
Kitchen	\$19,500
Finish grades	\$12,500
DL 5 siding	\$27,000
Trim, punch out, molding to be real wood	\$15,500
Stone front	\$16,000
Blacktop driveway	\$13,000
Final grade/seed/sod	\$13,000
Exterior stairs.	\$29,500
Total Construction Expenses	\$350,200

Profit Breakdown

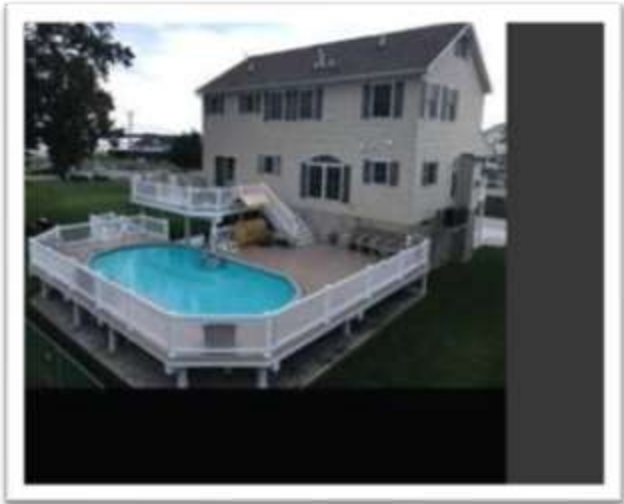
***This INVESTMENT WILL BE SECURED BY AN INSURABLE 1ST LIEN POSITION FOR \$250,000 AND AN INVESTMENT LIEN FOR \$50,000 AND WITH MEMORANDUM OF UNDERSTANDING FOR THE DEAL.**

After Construction Value	\$600,000
Investment Price	\$250,000
Purchase Closing Costs to you	\$0
Ground Work Costs to you	\$0
Total Monthly Expenses to you	\$0
Total Funds for New Construction Project	\$250,000
Selling Closing Costs & Commissions to you	\$0
PROJECTED PROFIT for you	\$50,000
Projected Time For The Project (Months)	6

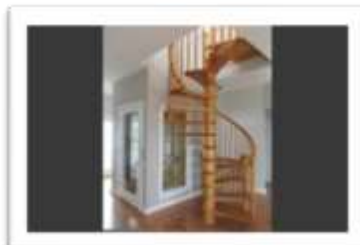
Disclaimer - Projected numbers are based on estimates and evaluations made by the drafter of this document. You should consult your own professionals for advice regarding the projections. You understand that the drafter is not making any professional recommendations whether accounting, legal, real estate, or otherwise.

SOLD COMPARABLE PROPERTIES

Comp #1	
9208 Cuckold Point Rd Sparrows Point, MD 21219	
PRICE: \$599,000	
Bed/Bath: 3/3	Year Built: 2007
Sq. Ft.: 2,400	Lot: .14 acres
DOM: 105 \$250/Sq.Ft	List Date: 12/27/18 Contract Date:
Comments: NOT WATERFRONT 150 Sq.ft smaller than subject property. On a double yellow line which reduces the Appraisal by 10%	



Comp #2	
2811 Bay Drive Sparrows Point, MD 21219	
SOLD PRICE: \$650,000	
Bed/Bath: 3/4	Year Built: 2009
Sq. Ft.: 2504	Lot: .14 acre
DOM: 179 \$260/Sq.ft	List Date: 06/10/17 Contract Date: 12/10/17
Recent flip in this area. Row end home.	



SOLD COMPARABLE PROPERTIES (continued)

Comp #3	
425 Walnut Grove Rd Essex, MD 21221	
PRICE: \$650,000	
Bed/Bath: 4/2.5	Year Built: 2011
Sq. Ft.: 3,148	Lot: .19 acre
DOM: 182	List Date: 10/09/18
\$206/Sq.ft	Contract Date:
Not as desirable zip code but on the waterfront	



Map of Subject Property and Comparable Sold Properties



	Comp #1 Price \$599,000	9208, Cuckold Point Road, Millers Island, Wildwood Beach, Baltimore County, Maryland, 21219, USA
	Comp #2 Price \$650,000	2811, Bay Drive, Millers Island, Wildwood Beach, Baltimore County, Maryland, 21219, USA
	TRADE POINT ATLANTIC	Amazon Fulfillment Center, 1700, Sparrows Point Boulevard, Tradepoint Atlantic, Sparrows Point, Edgemere, Baltimore County, Maryland, 21219, USA
	Subject Property \$625,000	7900, Shore Road, Lodge Forest, Edgemere, Baltimore County, Maryland, 21219, USA