



LUXURY RESIDENTIAL STRATEGY

PCP Acquisition and Development

DISCLAIMER

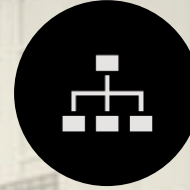
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AGENDA



COMPANY
INFORMATION



MANAGEMENT



DIFFERENTIATION



THE
OPPORTUNITY



MARKETS



CURRENT
PROJECTS



TRACK RECORD

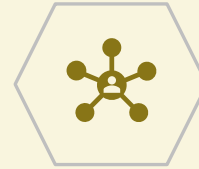


INVESTMENT
STRUCTURE



A foundation in real estate finance

Founded in 2015 to provide non-conventional financing for real estate transactions



Systems and process

We utilize cutting edge best practices in policy, process, systems, and technology



Decades of experience

Our core management group offers decades of finance and real estate experience



Accountability

We are an industry leader in process accountability and financial transparency



Our business is growing

We have expanded to over a dozen major markets across the U.S.



A track record of success

We have an impressive track record of successful and profitable projects

For detailed information, please visit www.pacificcp.com

NATIONAL FOOTPRINT





PACIFIC CAPITAL PARTNERS
LAUNCHED THE ACQUISITIONS
AND DEVELOPMENT DIVISION
IN 2019, LEVERAGING THE
DECADES OF AGGREGATE
EXPERIENCE OF ITS
MANAGEMENT GROUP TO
CAPITALIZE ON THE LUXURY
REAL ESTATE REHAB MARKET
IN KEY GEOGRAPHIES.

<https://www.pacificcp.com/development>



THE PACIFIC CAPITAL PARTNERS DIFFERENCE



Market expertise

- With decades of combined experience and deep relationships in the luxury residential market, we know where to find the opportunities and how to buy them, including "pocket" off market listings, and how to sell them profitably.

A keen eye for style

- Experience and attention to current market trends provides a unique and superior dedication to implementing a dramatic and pleasing style in our project designs. A style that sells properties at top dollar.

Construction efficiency

- We run our own highly skilled crews and source quality materials from decades-old vendor relationships for fast, efficient, high-quality production. We keep costs down and profits up.



STRATEGIC ALLIANCES AND ACQUISITIONS



With combined management experience exceeding 50 years, and hundreds of projects under their belt, The Resto Group is a well-established, full-service construction company bringing years of talent and a distinctive track record of success to the table. Launched in 2006, it is now considered one of the premier service providers in California, providing complete construction and custom design build services for luxury residential projects of varying scope, budget, and complexity.



Ladbrook Capital LLC

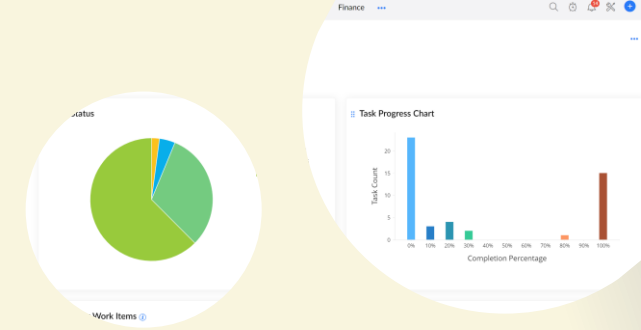
Ladbrook Capital is a boutique real estate investment company founded in 2009 that focuses on providing real estate investment opportunities from coast to coast. Led by industry veteran Zac Eglit, who over the past two and half decades has had the opportunity to touch over 10,000 properties, and a small but curated team of individuals, Ladbrook has built a successful investment strategy encompassing single-family fix & flip, to SFR and multi-family buy-and-hold opportunities for long-term growth and stabilized income.

The Curb Gardner Creative Group

Established in 2015 by renowned designer Curb Gardner, the creative force behind Marriott's Signature hotel brand, and with offices in New York, Miami, and Los Angeles, the Curb Gardner Creative Group is a full-service design, architecture, and engineering firm serving the needs of luxury residential real estate clients throughout the U.S. The Curb Gardner Creative Group provides cutting-edge design concepts with premier architectural and engineering capabilities, to create a seamless process from concept to completion for each project.



SYSTEMS AND PROCEDURES

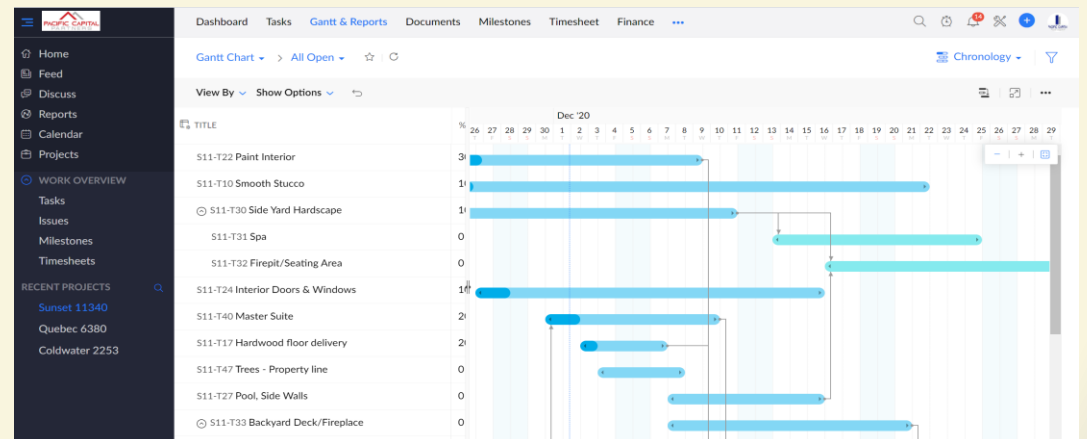
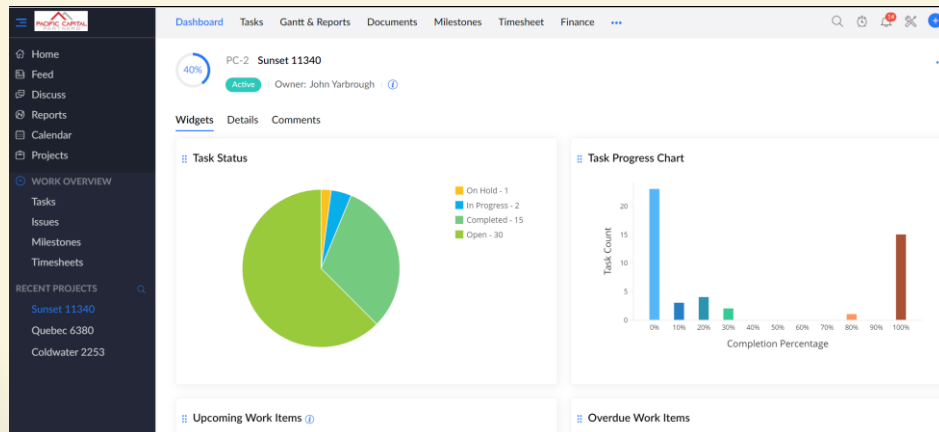


Integrated Systems

- From finance and communications to project management, Pacific Capital Partners leverages a cutting-edge cloud-based technology platform that seamlessly integrates all major management functions and creates critical efficiencies over broad business functions and geographies.

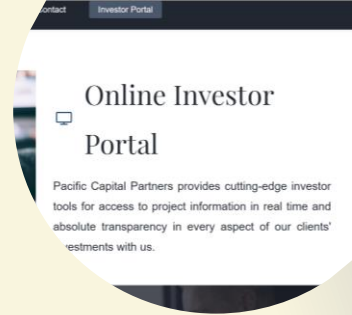
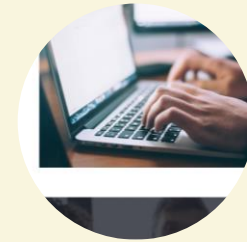
Project Management

- Multiple project management, detailed task and time management, real-time communications, Gantt chart analysis, and expert supervision allow for efficient procedures and high quality, on-time, on-budget project delivery.





TRANSPARENCY AND ACCOUNTABILITY



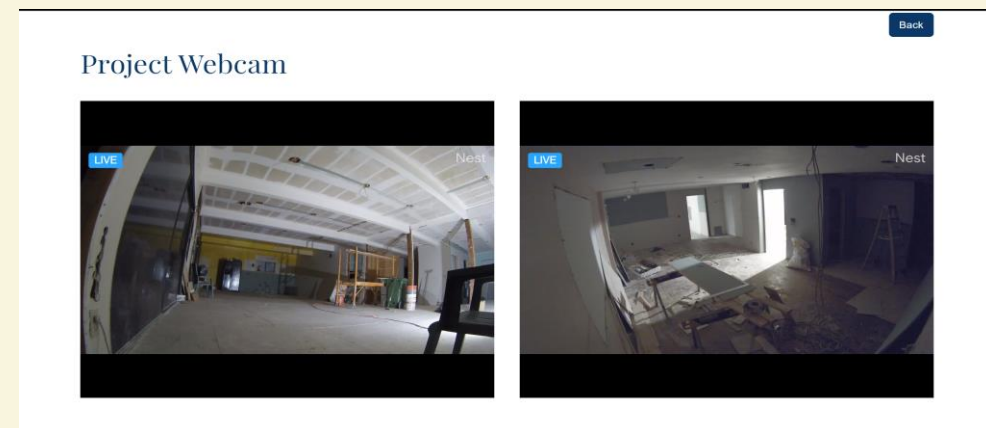
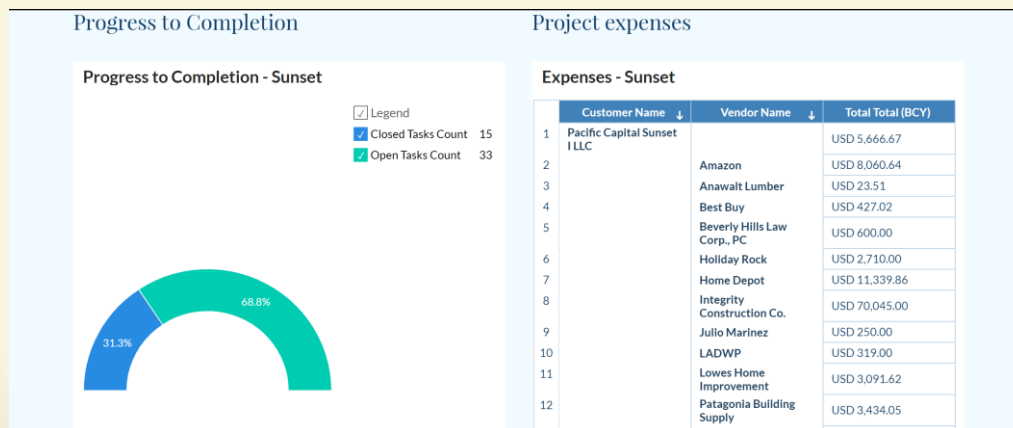
The Investor Portal

- Pacific Capital Partners employs a unique and cutting-edge project information delivery technology – the Investor Portal. Information on project status and financial data are available to view in real time from the Pacific Capital Partners website:

www.pacificcp.com/investor-portal.

Project and Financial Visibility

- Project investors and managers can log in at any time and view project status, documents, financials, and live-feed webcams from the project sites – all in real time. Investors no longer have to ask the questions – “When will it be done? Is anyone working? Are we on budget?”





THE OPPORTUNITY

Despite the onset of the Covid-19 pandemic, the market for high-end residential real estate in key markets including Beverly Hills, Bel Air, Orange County, Miami, the Silicon Valley, and Las Vegas remains strong. What has changed is the willingness of banks to lend in uncertain markets, which creates opportunity to buy luxury properties that have fallen out of escrow at significant discounts. Additionally, at our target price points, many remarkable yet dated properties remain unrestored in these challenging times. Our ability to acquire off-market distressed properties at steep discounts and rehab them quickly and cost effectively, through in-house labor and material vendor relationships, creates a steady flow of quality project exits and outsized returns for investors.



THE MARKET

“THE COVID-19 PANDEMIC HAS REINFORCED THE RESILIENCE OF THE HOUSING MARKET AND UNLIKE PRIOR DOWNTURNS, THE LUXURY MARKET IS LEADING THE RECOVERY.”- DANIELLE HALE, CHIEF ECONOMIST, REALTOR.COM

“DEFINED AS THE TOP 5% OF HOMES LISTED, THE UPSCALE HOUSING SECTOR SAW THE LISTING PRICE ENTRY POINT ACROSS THE NATION GROW 6.1% YEAR-OVER-YEAR TO \$2.97 MILLION.” – FORBES MAGAZINE

- LUXURY MONTHLY MARKET REVIEW -

A Review of Key Market Differences Month Over Month

September 2020 | October 2020

SINGLE-FAMILY HOMES

	September	October		September	October
Median List Price	\$1,599,999	\$1,675,000	Total Inventory	44,864	41,913
Median Sale Price	\$1,275,600	\$1,332,500	New Listings	13,492	12,894
Median SP/LP Ratio	97.77%	98.00%	Total Sold	15,067	15,820
Total Sales Ratio	35.15%	37.74%	Median Days on Market	32	29
Median Price per Sq. Ft.	\$366	\$367	Average Home Size	3,585	3,496

Median prices represent properties priced above respective city benchmark prices.



CURRENT PROJECTS



11340 Sunset Blvd, Bel Air, CA



- 5 Bedroom, 5 Bath, 5,065 SF
- Acquisition price: \$2,500,000
- Rehab budget: \$556,000
- Exit price (est): \$4,887,000

6380 Quebec Drive, Los Angeles, CA



- 5 Bedroom, 4 Bath, 3,502 SF
- Acquisition price: \$1,690,000
- Rehab budget: \$377,000
- Exit price (est): \$3,327,000



COMPLETED PROJECTS

Beverly Hills, CA

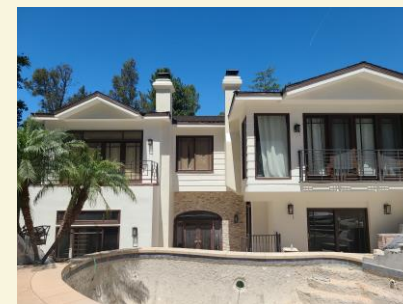
- 7 BR, 5 BA, 5,450 SF
- Acquisition price: \$2,500,000
- Rehab cost: \$460,000
- Exit price (est): \$5,900,000



Before



After





COMPLETED PROJECTS

Studio City, CA

- 4 BR, 4 BA, 4,178 SF
- Acquisition price: \$805,000
- Rehab cost: \$425,000
- Exit price: \$1,910,000



Before



After





COMPLETED PROJECTS

Encino, CA

- 5 BR, 4 BA, 4,000 SF
- Acquisition price: \$540,000
- Rehab cost: \$450,000
- Exit price: \$1,570,000



Before



After



A more thorough listing of completed projects can be found at www.pacificcp.com or by contacting our office.



INVESTMENT STRUCTURE



Equity Requirement

- Each project requires an equity investment equal to approximately 20% of the purchase cost of the property plus the rehab budget, with an additional operating capital amount, generally equal to 10% of the rehab budget to launch the project.

Return on Investment

- The return on invested equity, paid at sale of the property, is equal to 25% of the net revenue of the project. This amount is distributed after return on invested capital to the investor, and before any other distribution.

Minimum Yield

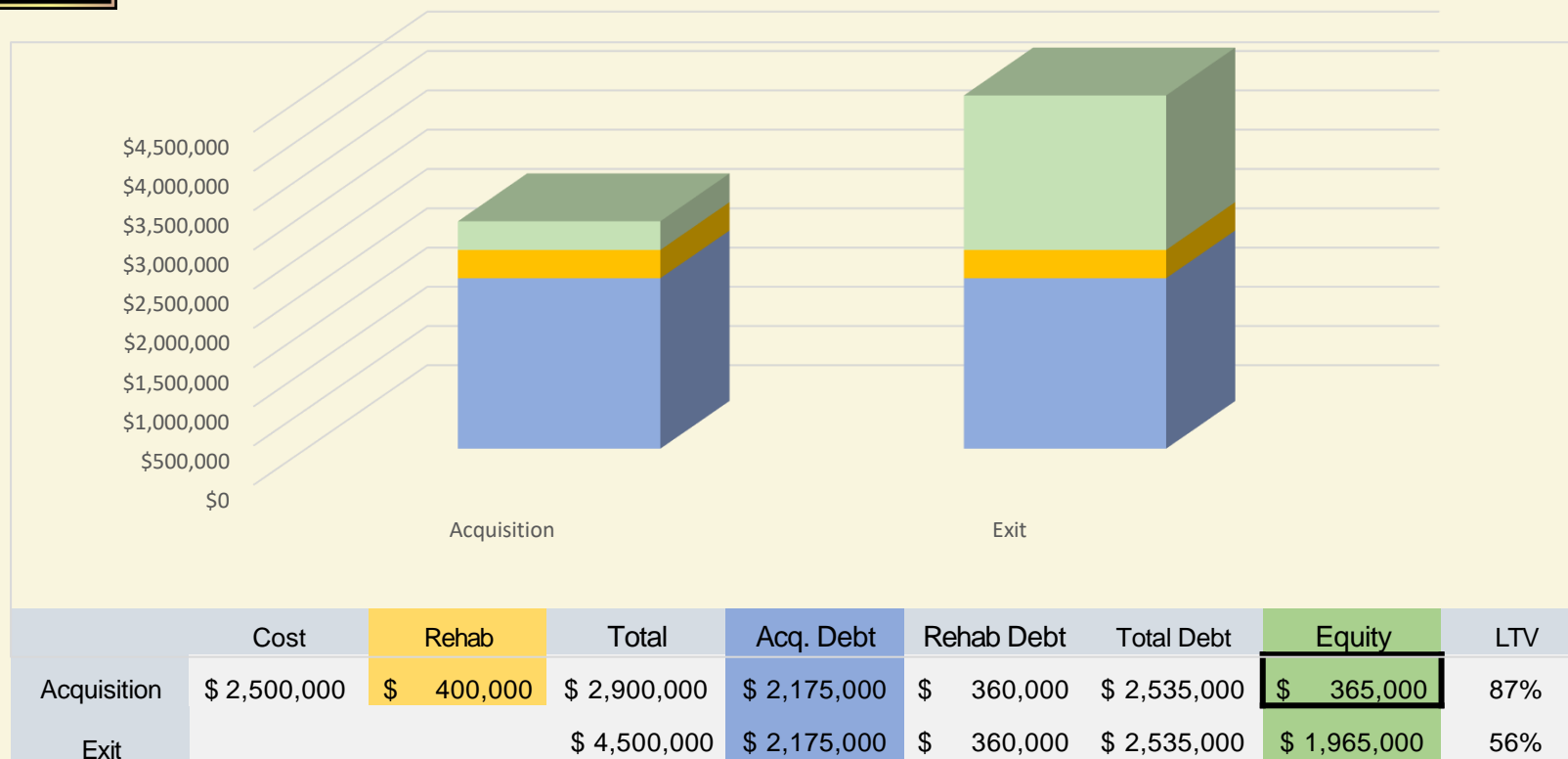
- Investors are guaranteed a minimum annualized yield on their investment of 10% for the term of the project. Anticipated returns on each presented project, however, are expected to be significantly higher. Please see investment offering documents for details.

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INVESTMENT STRUCTURE

Capital Structure - Example



* Figures are approximate and for illustrative purposes only

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CLOSING

Thank you for your consideration. We look forward to putting our expertise, experience, and unwavering commitment to an impeccable standard of investor satisfaction to work for you. We look forward to a long and prosperous working relationship.

- John Yarbrough

Managing Director

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