

# Villas Del Zocalo 3 – OVERVIEW



9680 Timberline Dr., Dallas TX 75220

506(c) – Accredited Investors Only

# FUND OFFERING

## SHARE TYPE

- The Fund will invest as an LP into to the deal

## INVESTMENT TERMS

- 8% Pref
- 5 Year Hold
- 80/20 – LP/GP Split

## EQUITY PARTNER RETURNS

- 2.3x Equity Multiple
- 25.7% AAR
- 7.8% Avg. Annual Cashflow
- 19% IRR

*\*Estimated - These estimation are not a guarantee of returns*

## MARIA ZONDERVAN, FUND MANAGER

- Capital Allocator - I work for the investors, not deal sponsors
- My husband & I own 2 Massage Envy clinic in Florida
- I invest in EVERY property that I invite others to invest in
- I currently hold investments in 6 different states, plus Puerto Rico
- In addition to my passive investments, I have a personal real estate portfolio worth millions of dollars (SFH & Apartment complexes)



Blue  
Vikings  
Capital



# Meet the Sponsors



## Paul Kalt

**Paul**, an experienced investor, has deep roots in the multifamily real estate industry, having been associated with Kalt Property Management since its inception in 1962 by his parents, Sam and Illona. Paul's investment portfolio includes ownership and management of hundreds of apartment units across Southern California. Starting in 2021, he extended his investment footprint to Dallas by acquiring an additional 500 units. With over 25 years of hands-on experience in residential, multifamily, and commercial construction, Paul is not just an investor but also a seasoned construction professional. Beyond his investments, he offers construction and retrofit services to numerous multifamily property owners, further solidifying his presence in the real estate and construction sectors.



## Jonathan Winick

**Jonathan Winick** has worked as a wealth management advisor and real estate entrepreneur. He has over 20 years of financial investment experience and was an Options Market Maker with the American Exchange on Wall Street, New York, the Pacific Exchange in San Francisco, and the Chicago Board Options Exchange. He has completed the CFA Level-II exam and has worked in investment management for Merrill Lynch. Jonathan received his Law Degree and was on Law Review at the University of Arizona, where he also obtained a B.A. in Mathematics and Economics. Jonathan is an equity owner of 3,682 apartment units across 17 multifamily properties. He has been the lead syndicator on three properties totaling 1,200 units and has raised \$50M in equity investment.



## Michael Bitton

**Michael Bitton** is experienced in acquisitions, repositions and operations. Mr. Bitton has served as Chief Operating Officer with The Standard Oil Investment Group and had responsibility of property development involving brokering, financing, repositioning and stabilization of the group's portfolio. Mr. Bitton has completed over \$500 million in California real estate transactions. Mr. Bitton has served as the project director for each acquisition, including overseeing the acquisition, overhaul, repurpose, and restructure of a 40,000- square-foot Los Angeles based commercial property. Mr. Bitton has a proven track record of acquiring undervalued properties, unlocking the greatest value, and delivering outstanding returns. Mr. Bitton is originally from France, travels to Europe frequently, and remains fluent in his native language.

## CONTACT

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## Current Real Estate Owned

Name	Units	City	Purchase Date	Purchase Price	Market Value	Risk Profile	Total Equity	Sponsor Role
Los Angeles County Properties	174	Beverly Hills, CA	Since 1964	\$ 35,000,000	\$ 108,000,000	Value Add	Value Add	Sole GP
Meadows Crossings	178	Dallas, TX	07/1/2022	\$ 22,800,000	\$ 24,800,000	Value Add	\$ 11,000,000	Sole GP
Ashley at Bluffview	100	Dallas, TX	03/1/2021	\$ 10,800,000	\$ 16,000,000	Value Add	\$ 1,350,000	Sole GP
New Horizons	52	Phoenix, AZ	07/01/2021	\$ 8,237,500	\$ 12,500,000	Value Add	\$ 2,690,000	Co-GP
Park Mesa	41	Mesa, AZ	07/01/2021	\$ 6,142,000	\$ 8,500,000	Value Add	\$ 2,010,000	Co-GP
Garden Park	252	Arlington, TX	10/1/2021	\$ 28,250,000	\$ 29,000,000	Value Add	\$ 8,687,000	Co-GP
Spanish Breeze	149	Dallas, TX	17 3/1/20224	\$ 17,300,000	\$ 19,500,000	Value Add	\$ 7,000,000	Co-GP

946 Units Owned

Total \$218,300,000

## Realized Assets

Name	Units	City	Purchase Date	Purchase Price	Total Equity	Sale Date	Sale Value	Class	Risk	Return to LP
Meadows	120	Dallas, TX	10/1/2019	11,700,000 \$	\$4,280,000	8/11/22	\$19,500,000	B	Value-Add	2.3X – 35% IRR
Tribeca Pointe	175	Hurst, TX	11/1/2019	15,700,000 \$	\$6,740,000	9/14/22	\$22,500,000	B	Value-Add	1.7X – 18% IRR
Esencia	200	Dallas, TX	3/1/2020	24,000,000 \$	\$8,360,000	11/30/22	\$33,000,000	B	Value-Add	1.7X – 18% IRR
The Hills	60	Dallas, TX	11/1/2021	4,400,000 \$	\$2,200,000	4/10/23	\$7,000,000	B	Value-Add	1.2X - 18% IRR

555 Units Sold

Total \$82,000,000



# Executive Summary

- 224 Unit
- Highly accessible location – just north of Dallas Love Field Airport; <1 mile to I-35
- Nearby Economic drivers include:
  - Dallas Love Field which supports 20,000 jobs
  - Shops at Bluffview
  - Dallas Southwestern Medical District
  - Downtown Dallas
  - NorthPark Center
  - The University of Dallas and more.
- Strong tenant base
  - Avg household incomes of \$96,000+
  - Home values avg > \$500,000
  - YOY rent growth of 13.60%
  - Avg occupancy rate of 95%



# Business Plan Highlights

## FINANCIAL HIGHLIGHTS

- All 224 have classic interiors, so LOTS OF UPSIDE!
- 18 units that have been impacted by fire damage
  - Insurance claim will cover costs of full refurbished
- Advantageous location combined with premium interior & exterior finishes will command higher future rents.

## BUSINESS PLAN

- Exterior Facelift: New Paint, Signage and Landscaping.
- Interior Renovations: Modern Paint, Vinyl Floors, Appliances, Lights and Plumbing Fixtures.
- Over \$250 of rent upside per unit. Through implementation of interior rehab.
- Economies of scale, 249 units owned within 1.3 Miles.
- Extremely low basis. 38% below sale price of similar vintage nearby properties
- Implementation of water saving devices.

## PURCHASE PRICE

- \$15.85M – \$71K/Door
- Cheapest price per door in this zip code. Zocalo phase one sold for more than \$85K/Door

# Offering Summary

<b>Purchase Price</b>	<b>Price Per Door</b>	<b>Occupancy</b>
\$15,850,000	\$70,750	95%
<b>Hold Period</b>	<b>Equity Required</b>	
2-5 Years	\$9,871,775	

# Sources & Uses Of Capital

Sources	
SeniorMortgage	\$ 10,400,000
Equity	\$ 9,871,775
<b>Total</b>	<b>\$ 20,271,775</b>

  

Uses	
Purchase Price	\$15,850,000
Cap-Ex	\$3,000,000
Closing Costs:	
Acquisition Fee*	\$ 475,500
Loan Origination Fees	\$ 104,000
Loan Rate Buy Down	\$ 208,000
Legal Fees and due diligence	\$ 80,000
3rd Part Reports, Survey, DD	\$ 60,000
Insurance Escrow	\$ 102,500
Tax Escrow	\$ 85,473
Working Capital	\$ 206,299
	<b>\$ 20,171,772</b>

Fixed Rate Agency Debt 5.9%, 3 Years Interest Only, 3 Years Yield

1. Acquisition Fee is paid to sponsors

2. Underwriting estimates are the best estimates utilized by the sponsor. Actual income Growth and Other Income growth could be lower. In addition, Stabilized economic vacancy and expense growth could be higher.



# Upside Portfolio



THE ACE APARTMENTS  
BEFORE



# Upside Portfolio

THE ACE APARTMENTS  
AFTER



THE ACE APARTMENTS  
BEFORE

# Upside Portfolio



# INVESTMENT PROJECTIONS (\$100K INVESTMENT)

Fund Investor Return	Investment	Yr1	Yr2	Yr3	Yr4	Yr5
<i>Investor Return on Investment (%)</i>		2.5%	6.2%	10.0%	9.7%	10.6%
<i>Investor Return on Investment (\$)</i>	\$100,000	\$2,500	\$6,200	\$10,000	\$9,700	\$10,600
<i>Profit Share</i>		\$0	\$0	\$0	\$0	\$89,725
<i>Retun of invested Capital</i>						\$100,000
<b>Investor Total Return</b>	<b>\$100,000</b>	<b>\$2,500</b>	<b>\$6,200</b>	<b>\$10,000</b>	<b>\$9,700</b>	<b>\$200,325</b>
					<b>GRAND TOTAL</b>	<b>\$228,725</b>

Cap Rate	IRR	Equity Multiple	Avg. COC*	Annualized**
6%	19.3%	2.29	7.8%	25.7%

## Notes\*

\*Excludes proceeds from sale

\*\* Includes proceeds from sale

Fund investors have an 8% preferred return which will accrue over the life of the deal.

# NEXT STEPS: INVESTMENT PROCESS

Villas Del Zocalo 3



## REVIEW

To review the deal, perform due diligence and decide how much to invest

STEP #1



## COMMIT

Please complete all of the paperwork including the subscription agreement, PPM, operating agreement, and questionnaire.

STEP #2



## FUND

The team will review your submission and reach out to you with wiring instructions.

STEP #3



## CLOSE

All set to be a part of Villas Del Zocalo 3! We are excited to partner with you on this asset.

STEP #4



# Questions?

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