



**Retain control,  
give up responsibilities.**

Monthly Cash Flow • 100% Ownership  
100% Passive • 100% Control

## Contact

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DECADES OF  
MULTIFAMILY EXPERIENCE

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## Who We Are

IDEAL Capital Group (“IDEAL”) is a private real estate investment firm focused on generating recurring, passive income and long-term generational wealth by owning and operating multifamily properties.

IDEAL and its affiliated companies have an extensive track record having developed and acquired over \$3 billion of real estate representing over 15,000 units, presently operating over 160 partnerships on behalf of institutional investors and private equity clients alike.

Average Annualized Return (IRR)

< 30%+

Transaction Volume

< \$3B

5



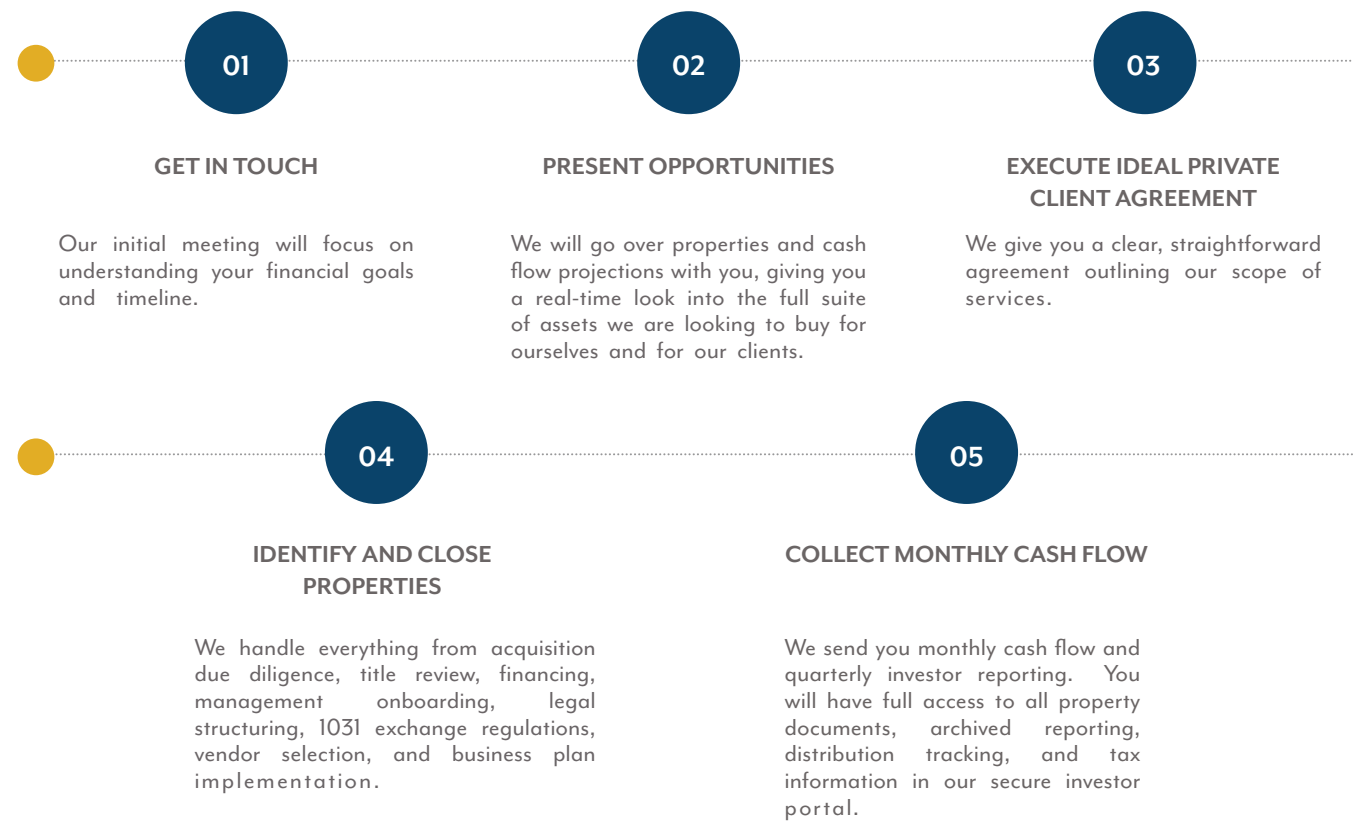
# Directly Own Institutional-Quality Real Estate on Your Terms

## Retain control, give up responsibilities.

IDEAL Private Client is a real estate investment structure that allows you to directly and passively own institutional-quality multifamily real estate.

With IDEAL Private Client, we will identify, acquire, and manage high-quality multifamily property on your behalf, providing you monthly cash flow and institutional-quality asset management and reporting — all while you remain the sole owner and key decision maker of the real estate.

With IDEAL Private Client, you will benefit from the economies of scale and pricing power of our multi-billion-dollar multifamily portfolio, saving money on everything from appliance replacement to insurance costs.







VINTAGE AT SLO



ARTISAN SQUARE

CASE STUDY #1

# Vintage at SLO & Artisan Square

Exchanged Old, Low Cash Flowing Assets Into New, High Cash Flowing Assets

## Before Exchange

- Cash flow: \$686k
- Equity: \$20.2M
- Asset Quality: C-
- Location: C-

## After Exchange

- Cash flow: \$1.3M
- Equity: \$45.1M
- Asset Quality: A+ and B
- Location: A+ and B

OLD CASH FLOW

\$686K

NEW CASH FLOW

\$1.3M



IDEAL facilitated the sale of several small, rural dilapidated assets for a family that was looking to increase their cash flow, grow their equity, upgrade their assets, and become passive investors. IDEAL facilitated the 1031 exchange of the family’s assets into Union North in Manteca, California and Artisan Square in Sacramento, California. IDEAL implemented a full property renovation program at Union North and made several strategic operational changes at Artisan Square, materially increasing the cash flow and value at both properties. Two years later, IDEAL sold Union North for the client, turning their original \$7,000,000 of equity into more than \$16,000,000. IDEAL 1031 exchanged Union North into Vintage at SLO, swapping 91 units of 1975 construction in Manteca into 105 units of 2020 construction apartment townhomes in San Luis Obispo. IDEAL currently manages Artisan Square and Vintage at SLO for the client, providing monthly cash flow and quarterly updates.



# Jade, Entrada, Upper West, & Village at Gracy Farms

Exchanged 313 Units of Old Section 8 Housing Into 974 Units of Class A Properties

### Before Exchange

- Cash flow: \$4.8M
- Depreciation: \$1M
- Asset Quality: C-
- Location: B
- Asset Value: \$223M
- 313 Units

### After Exchange

- Cash flow: \$5.5M
- Depreciation: \$17M
- Asset Quality: A
- Location: A
- Asset Value: \$354M
- 974 Units

2021 DEPRECIATION

\$1.1M



2022/2023 DEPRECIATION

\$17M

IDEAL facilitated the sale of Kings Village Apartments in Pasadena, California, a 1971 constructed affordable housing apartment with millions in deferred maintenance. The client wanted to diversify their holdings, increase cash flow, increase depreciation, and increase their units owned. Through its extensive brokerage relationships and direct relationships with owners, IDEAL was able to successfully 1031 exchange Kings Villages into four assets (974 units) across California, Nevada, Utah, and Texas, increasing cash flow by \$700,000 and depreciation tax savings by more than \$16M. IDEAL currently manages Jade, Entrada, Upper West, and Village at Gracy Farms for the client, providing monthly cash flow and quarterly updates.



JADE



VILLAGE AT GRACY FARMS

# Scope of Work

## Sale of Old Property

- facilitate sale of your property
- negotiate brokerage commissions
- negotiate purchase and sale agreement
- coordinate due diligence
- maintain escrow timelines
- manage settlement of transaction
- create disposition sales proceeds waterfall
- coordinate with 1031 exchange accommodator

## Evaluate New Properties

- create priority list of optimal property characteristics, geography, type, and financial profile
- coordinate with legal and tax teams on compliance with the 1031 exchange rules, including the proper allocation of debt/equity and the decision to identify replacement properties using the “three-property” rule, the “200%” rule, or the “95%” rule
- create multi-variate financial analysis with our proprietary modeling tools
- present and recommend prospective properties
- tour prospective properties with our capital team
- obtain multiple loan quotes from a variety of lenders, selecting the best option for your goals
- write offers on properties and, as applicable, negotiate purchase and sale agreement

## Acquire New Property

- evaluate all due diligence materials
- coordinate all property due diligence inspections on behalf of you and your lender, including those for the appraisal, environmental study, property condition assessment, zoning report, pest control report, seismic study, ALTA survey, and other reports, as applicable
- coordinate with legal team to form acquisition LLC’s, partnership documents, and other legal entities
- review, edit, create and/or advise on loan agreements and organizational charts for the exchange
- review and address third party reports (appraisal, zoning, survey, environmental, property condition assessment, etc.)
- review and address property title
- obtain competitive insurance coverages
- negotiate and finalize capital expense outlays
- onboard property management
- obtain loan and close escrow

## Asset Management of New Property

- create and distribute the business plan for the property to owners and property management
- grow rents and implement new streams of property income, as applicable
- grow property net operating income and asset value
- manage the on-site property management team
- create, edit, and oversee the implementation of the property budgets, including hosting calls with management
- conduct site visits to the asset, including evaluation of deferred maintenance, marketing plans, tenant engagement, curb appeal, and business strategy
- oversee the physical condition of the property and/or other management needs, including creation of a preventative maintenance plan
- work with outside accounting teams to prepare a cost segregation study, yearly K1’s, and other tax documents
- compile and distribute key data metrics on property performance
- periodically analyze the equity in the property, presenting opportunities to add supplemental financing or ultimately initiate a disposition
- distribute on a monthly basis the cash flow from the property operations





## Certainty of Execution



We are trusted by publicly traded companies, institutional investors, and hundreds of individuals to successfully manage their capital.



We underwrite and aggregate data from hundreds of assets annually across the Western United States.



Our Delaware Statutory Trusts can serve as a 1031-eligible investment option or backup for your exchange.



We have a singular focus on multifamily properties.



We have never defaulted on a loan.



We have never failed a 1031 exchange.







## Why IDEAL Private Client

- **Passive, Hands-Off Investing**
- **You Retain Control**
- **Institutional, At-Scale Management**
- **Complex Estate & Tax Planning, Simplified**
- **Diverse Market Expertise**
- **100% of Net Cash Flow & Equity Growth**
- **Track Record of Success**



### Passive, Hands-Off Investing

You earned your success, now it is time to enjoy it. Let IDEAL handle the day-to-day management of your real estate so you can spend time doing what you desire.

### You Retain Control

Any major decisions are yours to make. We will report on our performance to budget. We will recommend changes to capital expenditures, business plan changes, and refinance or sale opportunities. Our Investor Relations team is accessible seven days a week and can be reached directly by phone.

### Institutional, At-Scale Management

With IDEAL Private Client, you receive the same high-end, quality asset management and reporting that we give to our publicly traded institutional partners.

### Complex Estate & Tax Planning, Simplified

From drop and swap partnership splits to minority interest estate planning tools, we will work with your CPAs and attorneys to implement the same tax efficient, generational wealth planning tools that we use ourselves.

### Diverse Market Expertise

We operate a vast multi-billion dollar portfolio across the Western United States, giving us expertise in a variety of urban, suburban, and tertiary markets in multiple dynamic regions.

### 100% of Net Cash Flow & Equity Growth

With IDEAL Private Client, your property works for you, not us. You keep 100% of all net cash flow and equity growth. We do not promote off your capital. Our fee structure is flat, fair, and transparent.

### Track Record of Success

We have achieved an average full-cycle annual internal rate of return of more than 30%. We have never failed a 1031 exchange and are trusted by hundreds of investors nationwide for continued high-level performance.



# Own the Future, Not the Past

People always need a place to live. Unlike retail space, offices, or hotels, apartments cannot be exported, done online, or done away with. Even supposedly “safe” investments like triple net properties are at a high risk of losing value due to the continued growth of ecommerce. Only apartments have the five key “IDEAL” characteristics:

- INCOME
- steady, monthly rental income that rises with inflation
- DEPRECIATION
- tax write offs from owning real estate
- EQUITY
- steady mortgage principal paydown
- APPRECIATION
- growth in long-term asset values
- LEVERAGE
- long-term, fixed rate debt



## Investor Portal Preview

All investors get access to a customized portal where they can track their investment, tax documents, distributions, financials, property updates, and more.

IDEAL

Dashboard

Distributions History

Investing Entity	Invested	Unreturned Capital	Distributions
Amanda and Chad Brown Trust	\$20,000.00	\$18,960.00	\$34,341.91

IDEAL

Dashboard

Distributions History

Investment	Investing Entity	Invested
Garden Plaza LLC	Amanda and Chad Brown Trust	\$20,000.00

Assets

**Key benefits:**

- Access important investment information 24/7.
- Have an up-to-date view of your investment positions.
- See a list of current and past investments with details.
- Get a summary of all investment positions and capital invested and distributed.



# IDEAL At A Glance

Average Annualized Return (IRR)

30%+

## PROVEN TRACK RECORD

IDEAL and its affiliated companies have an extensive track record having developed and acquired over \$3 billion of real estate representing over 15,000 units, presently operating over 160 partnerships on behalf of institutional investors and private equity clients alike.

DEVELOPMENT VOLUME

\$3B



INVESTOR EQUITY PLACED

\$1B



YEAR HISTORY

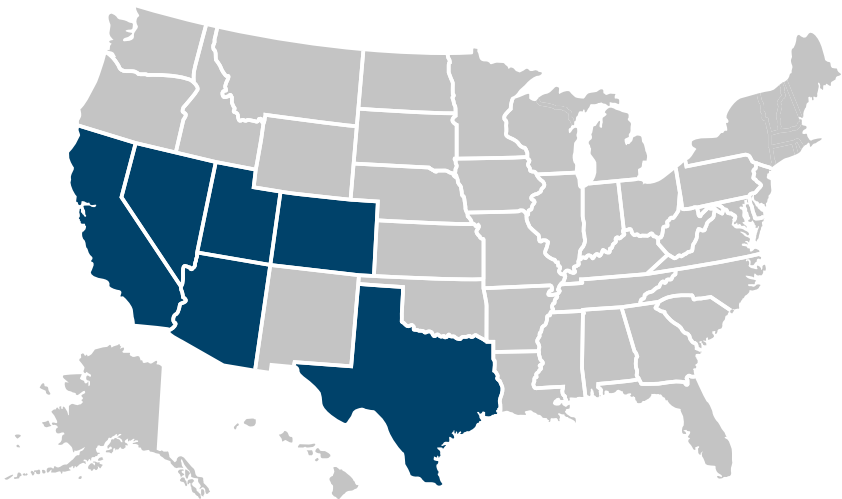
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1031 EQUITY PLACED SINCE 2020

\$490M



WESTERN UNITED STATES FOCUS



## DISCLAIMER

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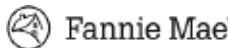
## FORWARD LOOKING STATEMENTS

The information contained herein contains statements about operating and financial plans, terms and performance of the Property and other targets of future results. Forward-looking statements may be identified by the use of words such as "expects," "anticipates," "intends," "plans," "will," "may" and similar expressions. The "forward-looking" statements are based on various assumptions, for example, the growth and expansion of the economy, projected financing environment and real property market value trends, and these assumptions may prove to be incorrect. Accordingly, these forward-looking statements might not accurately predict future events or the actual performance of an investment in the Interests. In addition, Investors must disregard any projections and representations, written or oral, which do not conform to the information contained herein.



## OUR PARTNERS

We're relationship people, which means that the strength, integrity and duration of our partnerships with our clients, lenders and investors matters to us.





# RETAIN CONTROL GIVE UP RESPONSIBILITIES

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