



## Brownstone developers Property Management

**“We will Assess, Protect and Maintain your Asset”**

[www.brownstonedevelopersllc.com](http://www.brownstonedevelopersllc.com)

**BUSINESS SUMMARY:** Brownstone Developers LLC is a Florida Real Estate Company that develops, manages real estate properties through-out the state of Florida. The Company recently formed a new management subsidiary, Brownstone Developers Property Management Division, which will provide valuable assistance to Banks and other Lenders with foreclosures and bank owned real estate by managing their foreclosed properties. In its 10+ year history, Brownstone has built strong lasting relationships with contractors and other professionals in development and construction, as well as other fields that they can leverage & utilize in managing properties for their clients. This entity will provide Banks and Lenders for a set monthly fee its professional services which include:

- ◆ Supervise repossession of the property eliminating costly vandalism & theft.
- ◆ Change out locks to ensure property safety.
- ◆ Assess any damage, estimate repairs and perform work.
- ◆ Monitoring property for suspicious activity.
- ◆ Supervise the post-foreclosure process to ensure that the Utilities get placed under Brownstone.
- ◆ Maintain the properties yards and pools and schedule the cleaning of the home preparing it for sale or auction.
- ◆ All of this will be maintained until the property sells.

**HISTORY:** Kyle Brown and Brent Brown partnered together in 2004 to form **Brownstone Developers**. They combined their experience and relationships to focus on the purchase and development of land in Jacksonville and South Florida. Brownstone is headquartered in Jacksonville and maintains a regional office in Coral Springs, Florida. After enjoying tremendous success in South Florida, Brownstone set its sights on the Jacksonville market acquiring land in the Goodby's Creek area for its Project, La Terrazza, ([www.laterrazzavillas.com](http://www.laterrazzavillas.com)). This luxury property, currently under construction, features 8 Mediterranean Style Townhomes, 28 zero lot line luxury homes, 8 boat slips and a luxurious amenity pool area. Brownstone also recently partnered with **Nomad Development** and **Damon Brush** to develop and construct Goodby's Landing, a 30,000 square foot office building with retail and a restaurant. Since its inception in 2004, with minimal outside funding, BSD has become one of Florida's premier Real Estate Developers. To date BSD has successfully developed, managed and sold projects ranging from individual residential remodeled properties, luxury town homes, custom homes and luxury estates to developing entire luxury residential communities. In its history, BSD has acquired, developed, built and sold \$250MM in Real Estate Development projects throughout the state. Brent Brown, a Managing Partner was recently ranked by the Jacksonville Business Journal as one of Jacksonville's Top Businessmen under 40. BSD is an active member of the North East Florida Builders Association (NEFBA), an association that established an industry-wide standard of conduct, ethical rules and procedures to protect the public and foster a positive perception of the building industry. The Company maintains a web-presence [www.brownstonedevelopersllc.com](http://www.brownstonedevelopersllc.com).

**EXISTING MARKET OPPORTUNITY:** Currently Banks and Lenders are facing challenges of historic proportion. Aside from real estate values plunging, the number of homes either in or entering the pre-foreclosure process are at historic levels. With millions of homes in foreclosure, developers sitting with unfinished and un-sold homes throughout the country, chances are these properties are being vandalized, left in un-inhabitable conditions causing further declines in property values. Brownstone feels the opportunity is two fold, first and foremost by managing this process, banks and lenders will have one Company managing the entire process, without having to put any additional capital switching utility service from owner to lender, having someone responsible to ensure the foreclosed property is not vandalized and is maintained in pre-foreclosed condition. Banks and Lenders can focus their efforts in selling the property.



## Brownstone developers Property Management

**“We will Assess, Protect and Maintain your Asset”**

[www.brownstonedevelopersllc.com](http://www.brownstonedevelopersllc.com)

**COMPETITION:** Brownstone is not aware of any other Company in Jacksonville offering this type of service. Brownstone will face many forms of existing traditional competition including Cleaning Services Firms, Lawn Maintenance Company's, Property Management Company's and Building Maintenance Company's. To the best of the Company's knowledge none of which offer complete one source services, combining all of these services with the added value of having someone who has vast real estate experience who has the ability to ensure the property maintains its integrity. Many banks have reported that vandalism, destruction of property and squatting is at record levels, Brownstone services offer Banks and Lenders peace of mind protecting its assets.

**MANAGEMENT TEAM:** Brownstone brings over 40 years of combined experience in real estate, finance and business consulting to bear in creating this exciting first to market facility. The complementing strengths and balance of its Managing Partners coupled with that of its contracted advisors and consultants will ensure that from start to finish, the attention to detail will ensure timely decisions and flawless execution.

**Brent Brown – Managing Partner** - With 14 years experience in Real Estate Acquisition, Re-zoning, Rental Management and an Investment Banking career spanning 15 years, Brent brings valuable start-up finance, project development, and complex real estate development experience having completed, assisted with, and developed numerous real estate development projects, managed million dollar portfolios as well as raising millions of dollars in public and private venture capital for start-up company's. Brent has 7 years of successful Project Development-New Construction-Land Handling. Jacksonville Business Journal ranked Brent in Top 40 Businessman under 40 in Jacksonville in 2008. Brent is a Veteran of the Armed Services where he graduated in the Top of his class at the US Naval Academy in Annapolis. Brent is active in the Jacksonville Community and serves on the South East Vision Committee for the City of Jacksonville.

**Kyle Brown – Managing Partner** - Kyle brings over 16 years experience in Real Estate Acquisitions, Investments, Development, Construction Management, Property Purchasing & Management, On-and Off Site Construction Supervision and Land Development. As founder of Brownstone Developers, Kyle has successfully Developed, Constructed, Completed and sold numerous Real Estate Projects throughout the State of Florida. Kyle is a graduate of University of Pittsburgh, is active in the Ft Lauderdale Community.

**Damon Brush – Managing Partner** - Damon Brush Brings over 10 years experience in real estate acquisition, re-zoning, rental management as well as 7 years in project development, new construction, land acquisition, re-zoning, design, marketing, budgets, construction supervision, and project financing. Damon has worked effectively with architects, engineers, bankers, contractors, inspectors, city officials, interior designers, agents, and homebuyers. Damon has managed, developed and completed millions of dollars of real estate projects ranging from \$100k to \$2 million remodeled homes, luxury estates, and river front property to Luxury Condominiums. Damon, a graduate of Florida State University, has proven himself as a premier home remodeler and is a Jacksonville native.

### **FEE SCHEDULE:**

- 1.0 BSD WILL ASSESS PROPERTY WITH FULL REPORT OF CURRENT PROPERTY CONDITION WITH RECCOMENDED REPAIRS AND ESTIMATES**
- 2.0 BSD WILL MONITOR PROPERTY AND PRODUCE MONTHLY REPORTS**
- 3.0 MONTHLY FEE WILL RANGE FROM \$750.00 TO \$1500.00 DEPENDING ON PROPERTY AND ANY ASSN DUES**
- 4.0 BSD WILL PUT UTILITIES IN BSD NAME AS WELL AS TAKE CARE OF SECURITY MONITORING AND LAWN MAINTENANCE (THIS IS INCLUDED IN MONTHLY FEE)**
- 5.0 BSD WILL ALSO ASSIST BANKS WITH MARKETING AND SELLING THE HOMES IF NEEDED AT AN ADDITIONAL FEE TBD. BSD CAN LIST THE HOMES ON MLS THROUGH BROKER PARTNERHIP WITH FISHER & CO.**