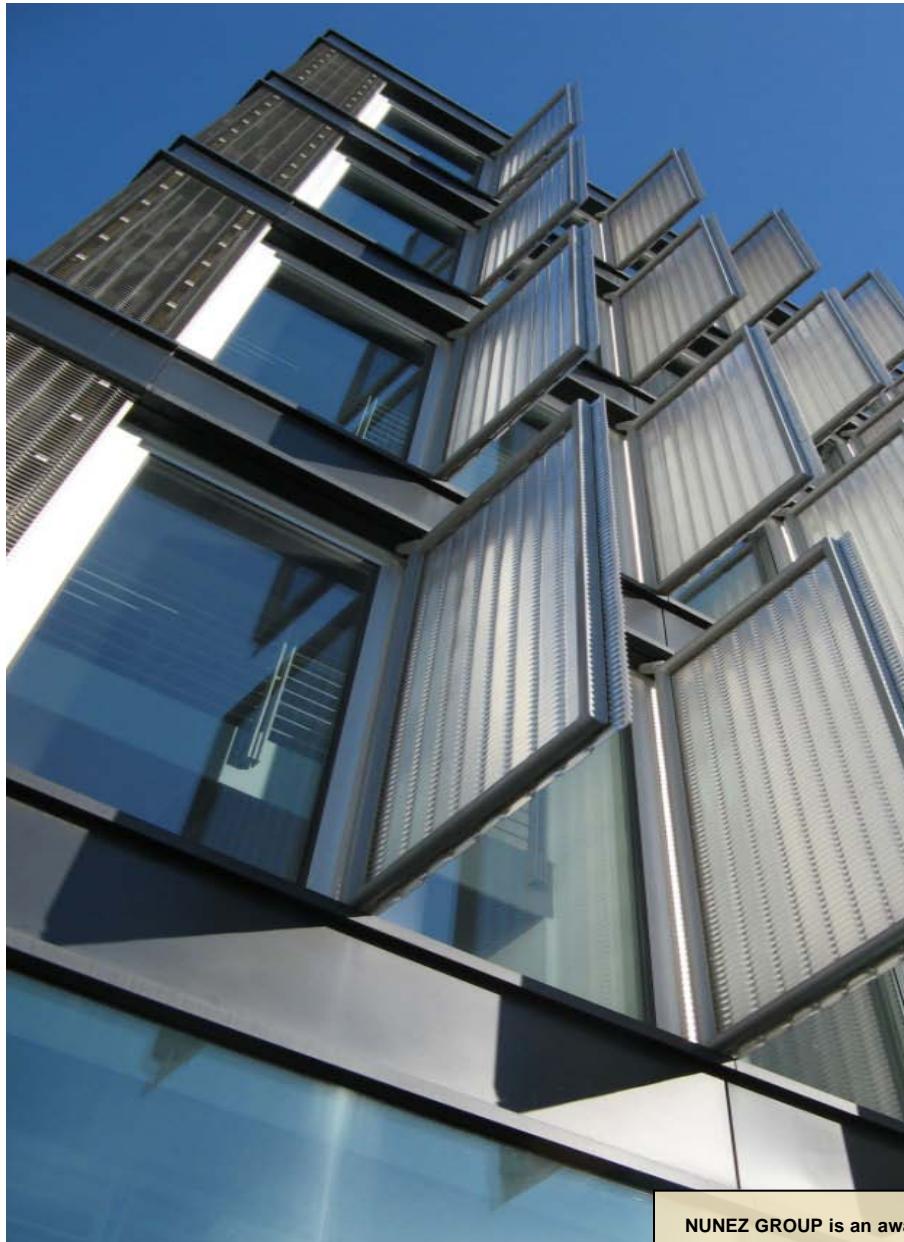


# FIRM PROFILE



**NUNEZ GROUP** is an award-winning real estate development firm dedicated to creating innovative, smart and sustainable real estate development solutions in today's ever-evolving real estate industry. Our practice combines the unique spectrum of experience as architect, builder and owner with the resolve to create sustainable enlightened environments.



The Nunez Group offers comprehensive and diversified real estate services throughout all of southern California to investors and partners, homebuyers and commercial customers. From commercial development to homebuilding, and asset management to the realization of capital investments, the Nunez Group prides itself in being a premier full-service real estate development and project delivery management firm.

The Nunez Group services range from residential and commercial real estate development, to overall project management and entitlement delivery to specific project tasks such as land development, master planning and entitlement management and oversight, due-diligence investigations, feasibility analyses, cost estimating, scheduling, and hands-on construction management from inception to project completion and occupancy. The firm also provides asset management and economic, land use, real estate and forensic consulting services.

Nunez Group's clients and partners include investors and equity institutions, developers, merchant builders, entrepreneurs and public entities.

Nunez Group staff and principals have, collectively, literally hundreds of years of project planning, design, and development management experience and have participated in transactions valued in excess of a billion dollars. It is this expertise and commitment that enables the Nunez Group to deliver projects on time and on budget and to maximize value for the firm's clients, partners and investors.





## Henry Nunez FOUNDER & PRESIDENT



Henry Nunez, founded the Henry Nunez Real Estate Co. Inc. in 1998 after twelve years in the residential in-fill development field. Prior to starting his own company, he was Director of Development for Baldwin Real Estate Services and responsible for development and sales of over 200 new homes each year. In 1999, Henry enrolled in the Master of Real Estate Development program at the School of Policy, Planning and Development of the University of Southern California and graduated in May of 2001. This degree provided him the knowledge and sophistication to compete with the tops in the development industry.

In 2002, Henry expanded his firm to include divisions in traditional residential sales, commercial/investment, public real estate, development and mortgage brokerage.

In 2005, he was a finalist for the bi-annual national Hope Award for promoting minority homeownership in the residential sales division. By 2007, his accomplishments included growing to a total of 80 staff members and agents in the firm. The public real estate division was one of the primary consultants for the Los Angeles Unified School District's real estate department. They conducted over 500 acquisition and relocation cases in the districts mandate to build new schools. The development division was primarily involved in land entitlement and land brokerage for exclusively in-fill development. This belief of understanding and mastering various disciplines in real estate has provided Henry a foundation of knowledge in our industry that is truly unmatched.

In 2007, he was the first Latino President of the Arcadia Association of Realtors 84 year history. In this regard, he was very involved in the California and National Association of Realtors representing the San Gabriel Valley and the Development Industry's interests. He directed the Arcadia Association of Realtor's in a Community Involvement Program that has continued to this day. In his tenure, the Arcadia Association of Realtor's was the first non-profit to receive "Business of the Year" from the city of Arcadia. In 2008-2009, Henry became the Chairman of the San Gabriel Valley Economic Partnership. In this position, he worked closely with the 31 city governments of the San Gabriel Valley to further cooperation, communication and share solutions to the financial crisis they faced. As Chairman, he championed the interests of the San Gabriel Valley in causes of economic development and the foothill extension of the MTA Goldline. Henry has testified multiple times to the Board of the Metropolitan Transit Authority, the Board of the AQMD and our State Legislators for AQMD on behalf of the Partnership.

In 2011, after closing all other divisions, his sole interest is leveraging the experience and relationships he has fostered to provide opportunities for urban in-fill development. The firm has taken a new name of the Nunez Group for this new direction. The firm's plan is to utilize the City of Los Angeles Small Lot Subdivision Ordinance to breathe a new excitement and vitality to our urbanscapes..

Henry has a Bachelor of Science with a major in Marketing and minor in Business Administration from Southwest Oklahoma State University and undergraduate from San Diego State University. Master in Real Estate Development from the University of Southern California's School of Policy, Planning and Development. He is also fluent in Spanish.



**Michael C. Mathews A.I.A.  
LEED GA  
SVP – DEVELOPMENT**



Michael Mathews, Nunez Group's SVP of Development, brings the best of the architectural and real estate development world to the firm. He is award winning architect with more than 25 years experience in the design, construction and renovation of for-sale and rental multi-family housing, custom and for-sale single family residences, resort, retail, commercial, industrial, theme park, entertainment, mixed use and urban infill projects throughout the United States and internationally.

As a development executive, he has overseen and provided leadership in complex and large-scale real estate projects for both Fortune 100 Builders and various prominent design, development and construction organizations. He has strategic and tactical knowledge of overall project management, including initial project due diligence investigation, entitlement management, project scheduling and budgetary development and management of consultants and associated team members

Prior to joining the Nunez Group, Michael was Principal of Studio 4100 Development Group, who's firm provided a broad range of professional design, management and development services, including architectural design consultation, fee based developer, design / build and project / construction management consultation.

Prior to Studio 4100, Michael was the Vice President of Design and Construction for the Clarett Group, a New York Development Company. He was responsible for all design and construction activities for all the development projects within the Los Angeles office and was the executive in charge for the Blvd 6200 project, a \$650M 1,024 unit mixed-use project located in Hollywood, California.

Michael was also the Senior Project Manager / Project Executive for KB Urban, where he was part of the executive team responsible for the design and construction of the \$800M LA Live Hotel and Residences, a 54-story tower with more than 1000 hotel rooms, ballrooms, nightclubs and restaurant facilities, as well as 224 Ritz Carlton-branded residences.

In addition, his past experience includes executive positions at Forest City Commercial, Century Housing Corporation and Adventure Studios, among others.

Michael graduated with a Bachelor of Architecture Degree from the University of Southern California (USC). He is a licensed Architect in the state of California, and is a member of the Urban Land Institute (ULI) and the American Institute of Architects (A.I.A.).

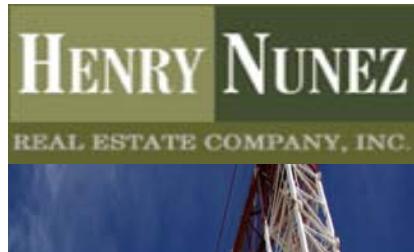
# Experience



Henry Nunez  
FOUNDER & PRESIDENT

Project Name	Project Cost	Role	Responsibilities
Allesandro - Silverlake: 15 Units Small Lot Subdivision	\$6,375,000	Land Developer	Overall management of the entire design and entitlement process
Cordova Condominiums - Pasadena 132 Units Condo Conversion	\$35,000,000	Sales and Marketing	Overall management of the sales and marketing program
Sierra Vista Homes - Pico Rivera PUD SFR - 40 Units	\$16,000,000	Land Developer / Head of Sales and Marketing	Overall Management of Development and Sales and Marketing Team
Sunrise Homes - Duarte In Fill PUD - SFR's : 32 Units	\$13,000,000	Land Acquisition / Sales and Marketing	Identification of Land Asset and Management of Sales and Marketing Team
Heritage: Upland In-Fill PUD SFR's : 115 Units	\$45,000,000	Land Developer / Head of Sales and Marketing	Overall Management of Development and Sales and Marketing Team
Sunnyslope Housing - Duarte In-Fill PUD SFR's : 15 Units	\$9,750,000	Land Acquisition / Sales and Marketing	Identification of Land Asset and Management of Sales and Marketing Team
Park View Homes, - Whittier In-Fill Townhomes : 15 Units	\$7,250,000	Land Developer	Overall Management of Development
Grandview - Alta Loma: In Fill SFR Lots - 6 Units	\$2,000,000	Land Developer	Overall Management of Development
Mountain Pine Homes - Monrovia In Fill Project - PUD SFR's : 8 Units	\$4,000,000	Land Developer	Overall Management of Development
Longden - Arcadia 2 Custom Homes	\$3,000,000	Land Developer / Head of Sales and Marketing	Overall Management of Development
New York Drive - Arcadia In Fill 2 Custom Homes	\$3,000,000	Land Developer / Head of Sales and Marketing	Overall Management of Development

# Experience



Michael C. Mathews A.I.A.  
SVP - DEVELOPMENT

Project Name	Year	Project Cost	Role	Responsibilities
Hollywood Condominiums Mixed use Project : 65 Units	2008	\$90,000,000	Vice President – Design and Construction : Clarett Group	Overall management of the entire design and entitlement process
BLVD 6200 Mixed Use Project : 1024 Units	2008	\$410,000,000	Vice President – Design and Construction : Clarett Group	Overall management of the entire design and construction process
Residences at Laguna Hills Mall Mixed Use Project : 180 Units	2007	\$101,000,000	Development Manager KB Urban	Overall management of the entire development process
Pasadena Gateway Mixed Use Project : 252 Units	2007	\$118,200,000	Development Manager KB Urban	Overall management of the entire development process
Ascent at Warner Center 191 Units	2006	\$104,000,000	Senior Project Manager KB Urban	Overall management of the design and construction process
LA Live Hotel and Residences 1,000 Hotel Rm's / 224 Residences	2006	\$880,000,000	Senior Project Manager KB Urban	Overall management of the design process and manager of residential unit construction process
Runway Lofts – Playa Vista 52 Units : For Sale	2006	\$48,000,000	Senior Project Manager KB Urban	Overall management of the design and construction process
Towncenter at Mansfield, TX. – Retail : 1.2 Million SF Retail Center	2006	\$215,800,000	Development Executive / Consultant : Forest City Comm.	Lead all architectural design and pre-construction activities
Towncenter at Frisco, TX. – Mixed Use : 1.5 Million SF Retail Center	2006	\$350,000,000	Development Executive / Consultant : Forest City Comm.	Lead all architectural design and pre-construction activities
Bella Montagna :Condo Conversion 82 Attached Town-Home Units	2005	\$51,000,000	Vice President of Development Silverstone Communities LA	Overall management of the design and construction process
Villages at Cabrillo – 206 Unit Homeless Veteran Housing	2004	\$14,000,000	Director of Development / Design Services : Century Housing	Overall management of the entire development process and Architect of Record
Little Italy Residential Project – Aqua Vista : 390 Condo Units	2003	\$225,000,000	Owners Representative – Welbro Construction	Acted as Owner's Representative during design, value engineering and construction phases

# Process and Philosophy



SOUTH ELEVATION  
SCALE: 1'0" x 1/2"

Through our development projects, it is our belief that good design and planning can provide betterment to our communities and the environment. It is our wish to utilize smart development practices like the City of Los Angeles Small Lot Subdivision Ordinance, that will benefit buyers' lives and breathe a new excitement and vitality to our urban landscapes. To use our experience and ability to understand the demographics and the wants of the urban residents will allow us to design a product that expands this demand and transforms urban areas into flourishing communities.



## HENRY NUNEZ REAL ESTATE COMPANY, INC.

### DUE DILIGENCE SERVICES

- Adjacency Property Issues
- Budgets and Pro Forma Review
- Construction Means and Methods
- Entitlement & Regulatory Matters
- Feasibility Studies
- Professional Team Evaluation
- Professional Team Selection
- Utilities and Infrastructure
- Value Engineering

### PRE DEVELOPMENT

- Market Definition & Analysis
- Strategic Planning
- Program Development
- Site Identification
- Site Analysis & Site Selection
- Zoning Applications & Submittals
- A&E Team Review & Assembly
- Life Cycle Cost Analysis

### PROJECT & CONSTRUCTION MANAGEMENT

- Project Management
- Construction Management
- Design / Build
- Environmental Team Assembly & Management
- Budget Review
- Constructability Review
- Cash Flow Forecasting
- Bid negotiation / Management

### DEVELOPMENT SERVICES

- Fee Developer
- Owner Representation
- Development Pro Forma Analysis Including all Hard & Soft Cost Components
- Professional Team Management
- Budget / Hard & Soft Cost Monitoring
- Contracting Strategy
- Entitlement Management