

# Who Are We?

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Dreamhaven Investments is a full service real estate solutions firm that purchases and sells properties throughout the greater West Tennessee region. Founded in 2015 by David and Angela Woodward, and son Johnathan Gibson . Dreamhaven Investments is proud to provide real estate services in the following areas:

- Residential Redevelopment
- Short Sales/Loss Mitigation
- Real Estate Investment
- Foreclosure Solutions

Since its inception, Dreamhaven Investments looks forward to passionately pursuing our goal to help people in our community find solutions to their real estate needs. Our organization is well-funded, purchasing properties with CASH; and quickly renovating and listing to re-sell those properties to retail homebuyers and landlords. Since 2015, Dreamhaven Investment is excited to be part of the area's renaissance, and we aspire to continue contributing to the economic rejuvenation of North West TN and its neighborhoods.

Our goal is to achieve many strong partnerships with buyers with the same goals in mind as us. At Dreamhaven, we place high value on the knowledge and expertise of good real estate agents. We strive to build relationships with qualified, experienced agents who have both a passion for real estate and an uncompromising drive to succeed. We believe that by working together, we will not only develop a history of successful win-win transactions, but also create a powerful and lucrative collaboration that adds value and serves our community.

## ***Facts About Dreamhaven Inv.***

- *Purchase properties at a discount, renovate them quickly, and list to resell*
- *Ability to make CASH offers for houses and create fast, hassle-free transactions, closing in as little as 10 days*
- *Focused on providing solutions for clients and value for investors by locating and renovating distressed properties*



**David Woodward**



**Angela Woodward**

# Who Are We?

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## THE STORY OF DREAMHAVEN INVESTMENT

After Graduating from NADC, and working as a diesel teck, founder and CEO, David Woodward set his sights on real estate investing. He turned to his wife Angela Woodward, and son, Johnathan Gibson, and sold them on the vision. The three founded Dreamhaven Invetments, LLC in 2015.

At Dreamhaven, our team is highly motivated, knowledgeable, ethical, and resourceful. Qualified to handle any real estate transaction, our dedicated staff is committed to helping people with their real estate needs and making successful deals happen. Our team of professionals has the integrity to follow up on their promises, and the expertise to navigate any transaction to ensure you're fully informed for making the best decision possible.



DAVI & ANGELA WOODWARD

# COMPANY CREDENTIALS

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## PROOF OF FUNDS

We offer CASH to close on all of our homes, purchase properties as-is, and can close in as little as 10 days if needed. Unlike other companies, we do have the funding lined up to purchase properties in even shorter timeframes if the opportunity is right.



# *Company Credentials*

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## **OUR EDUCATION & TRAINING**

As always, having the correct knowledge is essential in order to carry out any mission. We have invested a great deal of time, energy and capital investment into our real estate education to make sure we not only protect ourselves, but also provide you with the peace of mind knowing that we are a legitimate company with sound knowledge and experience.

We've been mentored by the nations' premiere Real Estate Investment Company, CT Homes, LLC, also featured on the hit TV show "Flip This House". Our real estate investing mentorship involved a comprehensive 6-month curriculum, covering all the ins and outs of creative real estate investing. Beyond the principles of sound investing, we were also thoroughly trained on how to build a successful business based on systems and predictability.

Having been involved in thousands of real estate transactions, our personal investing coaches have created the necessary systems and tools to allow us to strategically invest in real estate; and grow and expand our business. These tools are readily available for us to leverage when analyzing our real estate deals.

# Benefits of Working With Us

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## DREAMHAVEN INVESTMENTS VS. TRADITIONAL BUYER

Here are a few benefits your sellers have when working with Dreamhaven to sell their home:

- ✓ **CASH BUYERS**
- ✓ **QUICK CLOSE**
- ✓ **WE BUY HOUSES AS-IS**
- ✓ **NO APPRAISAL**
- ✓ **NO LENDING RESTRICTIONS**
- ✓ **WE DON'T SUBMIT LOW OFFERS**
- ✓ **WE'LL WAIT ON SHORT SALE APPROVALS**

As an agent, you can take advantage of many unique opportunities when it comes to working with investors. Many agents view working with investors as a waste of time – however, we know you have a business to run and can't afford to waste your time with investors who aren't serious. Dreamhaven Investments, we pride ourselves on having a systemized buying process; which eliminates the need to waste your time on tedious tasks. You can rest assure that we are serious buyers who close with cash and very quickly.

We believe that good investors are those who place high value on the knowledge and expertise of good agents. In turn, we hope to share our knowledge with you and help to provide you with a lucrative and consistent stream of income. So if you can shift your thinking and learn how to leverage working together with investors, you'll realize there are many potential benefits – creating win-win situations for everyone.

### How Do We Compare To A Traditional Buyer?

	Traditional Buyer	Dreamhaven Investments
Method of Payment	Bank Financing	CASH
Cost of Repairs	1-8% of Homes Value	None (Bought AS-IS)
Closing Timeframe	45+ Days	10-14 Days
Amount of Business For You	Typically only one purchase	Repeat Buyers (2-10 deals per yr)
Repairs Needed	Repairs, no matter how big or small are important to owner occupants – often times, making it difficult to find a house quickly & make the sale	We look for homes that are not perfect and need improvements
Appraisal	Mandatory	None
Re-Listing the Home	Years down the road	2-4 Months on Average

# *Benefits of Working With Us*

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## **GAIN REPEAT BUSINESS**

One of the main benefits of working with an investor is the potential for repeat business throughout the course of a year. By working consistently with a successful investor who actively buys and sells properties, you can predict a steady revenue stream based on their level of activity. Although it varies, most real estate agents typically close between 2 to 10 deals per year with investors. A good agent will be able to leverage those deals into even more deals, just by working with the buyers who purchase investment properties.

## **OPPORTUNITY TO MAKE BOTH SIDES OF COMMISSION**

By acting as a dual agent in a transaction, representing both the buyer and seller, you can earn both sides of the commission. For example, let's say that you as a licensed agent have an REO property listed. Our goal is for the agents we work with to be excited to work with us which is why we're happy for you if you received both sides of the commission. That merely means you were great at your job!

*Representing Both Sides Of A Transaction Allows  
You To Make Double Commission!*

## **BECOME A DISTRESSED PROPERTY SPECIALIST**

There are a number of properties in the marketplace needing renovations – anything from cosmetic repairs to full-gut rehabs. Often times, you as the agent are the first contact for sellers behind on payments, who need to sell quickly, or don't have equity in their home. These are exactly the types of opportunities we are looking for. If you or someone in your office have these types of listings, we may be able to quickly purchase the homes with CASH. After a few successful transactions, you can utilize that success to gain more exposure in your market and build your credibility as a distressed property specialist – ultimately, increasing your income opportunity.

### ***What's In It For You?***

- Opportunity to make double commission
- Consistent business (we buy 24-36 properties a year)
- Obtain referral leads
- Access to property inventory before listed
- Opportunity to host open houses
- Short sale referrals
- Ease of transactions – we use electronic signatures
- Become a distressed property specialist in your area
- Free training & joint venture potential
- Enhance your profile as an agent in your community

# Benefits of Working With Us

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## ACCESS TO PROPERTY INVENTORY BEFORE LISTED

A successful and active investor will constantly have an inventory of completely renovated properties; and **YOU will have access to that inventory BEFORE that property is listed on the MLS.** This creates a great opportunity for buyers – especially a first-time homebuyer, as they would have the chance to purchase a newly renovated and fairly priced property. In some cases, your buyers can also have the benefit of giving input on certain features of their home and choosing custom finishes BEFORE renovations are fully complete. By providing this option to your buyer, it completely differentiates you from other agents – therefore, directly impacting your bottom-line!

## OPPORTUNITY TO HOST OPEN HOUSES

Newly renovated vacant properties generate a lot of interest from potential buyers – like a neighbor or anyone else looking for properties priced aggressively and in pristine condition. By acting as a seller's agent, this creates a great opportunity to host open houses for these properties; allowing you to meet many new potential buyers that you can add to your database, and possibly cultivate as buyer clients of your own



## Short Sale Referrals

Successful investors are excellent marketers and generate a lot of leads – many of which are short sales. In most cases, investors aren't too interested in working with sellers whose properties are over-leveraged and in short sale situations. The short sale process can be lengthy, so many investors prefer to refer those leads to a specialist rather than work with the sellers themselves. This creates a huge opportunity for you to become a "*short sale specialist*" – by listing these properties and getting the commission when they sell. As a short sale specialist, you also have the opportunity of working with multiple investors, which provides you with more of an revenue stream ten fold!

## FREE TRAINING & JOINT VENTURE POTENTIAL

At Dreanhaven Investment, we pride ourselves on having a strong foundation of real estate knowledge and training. Our core business lies within our systems, education and knowledge of the real estate industry. We did not just buy a CD off the Internet and become a real estate investor overnight. We have spent thousands of dollars to learn how to be successful in this business and do it the right way the first time.

By working with us, you can benefit from our knowledge, gain REAL LIFE investing experience and have an amazing opportunity to learn all the ins-and-outs of the other side of real estate. To us, this is invaluable. If you should decide to take interest in becoming more involved directly with real estate investing, there are a few unique opportunities that can create an **additional income stream for you** – and you can either take a hands on or hands off approach. Let us know if you're interested in a possible joint venture opportunity, and we can discuss it in great detail.



# Many Ways To Work With Us

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## BECOME A PART OF OUR TEAM!

In working with us, there are several benefits and different ways you can generate revenue:

- ✓ **Represent Us As Our Buyer's Agent**  
*We Are CASH Investors & Buy 24-36 Properties A Year*
- ✓ **Represent Us As Our Listing Agent**  
*Re-List Our Fully Renovated Vacant Properties In Your Area*
- ✓ **Be Our Referral Agent**  
*Tap Into Our List of Buyer, Seller & Short Sale Leads*
- ✓ **Generate Buyers Via Open Houses**  
*Market our "Pocket" Listings*

Although many of our offers will be typically lower than retail clients, we serve as a great benefit for hard-to-sell properties or those requiring the bank or seller to move quickly. We are also a good fit if you have listings that have difficulty qualifying for traditional financing based on the current condition of the property. We are not the perfect fit for everyone; but for the seller with the right motivation, these features are a necessity.

### ***How Much Additional Time Will It Take Working With An Investor?***

As an agent working with an investor, you can increase your profit; but not necessarily increase the amount of work you need to do to close each deal. Your goal should be to:

- Spend no more than a few hours per day finding and making offers on our behalf
- Automate most of the work –utilizing our documents such as repair sheets and deal analyzer
- Specialize in a very specific, relatively small, geographic area – therefore, not spending your time driving all over looking at houses

## Property Showcase

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## RENOVATION PROJECTS

When working with our company, you can be rest assured that we're very qualified and experienced in fully renovating properties. In order to ensure our success in residential redevelopment, we reached out to learn from the best, developing a close mentoring relationship with the owners of CT Homes, LLC. Since the inception of their company, they have literally remodeled hundreds if not thousands of homes. We were able to learn from their experiences and immediately implement their techniques here in our backyard. Here are just a few of our past rehab projects:

### *Scope of Work - Single Family, San Diego, CA*

#### **Project Introduction and Overview**

Gorgeous renovation in the central neighborhood of El Cajon. This 3BR, 2BA 1 story home is located near Granite Hills High and Wells Park.

#### **Rehab Overview**

The home needed a few cosmetic repairs and updates throughout including kitchen and master bath. Electrical and plumbing upgrades were completed as needed to comply with code regulations.

#### **Contractor Overview**

Licensed contractors were hired to complete all renovations

#### **Demo (Exterior):**

1. Remove all debris in front and back yard
2. Remove roof off full covered patio (use structure to create pergola)
3. Remove temporary roof over side yard
4. Remove lighting from covered patio

#### **General:**

1. Construct 4' fence around pool equipment
2. Build pergola off existing full covered patio structure
3. Paint entire house per color scheme

Color	Location	Color Code	Finish
Valspar/Lowes Stone Manor	Exterior	6006-2A	Flat
Extra White Sherwin Williams	Exterior Trim	7006	Flat
Black	Front Door/Pergola		
Extra White (Sherwin Williams)	All ceilings	7006	Flat
Navajo White (Sherwin Williams)	Bathrooms	SW 6126	Semi Gloss
Navajo White (Sherwin Williams)	Living/ Dining/ Halls, Laundry, Kitchen, Bedrooms	SW 6126	Flat
Extra White (Sherwin Williams)	All Trim & Doors	SW 7006	Semi Gloss



# Property Showcase

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## Roof:

1. Remove existing roof
2. Replace any damaged sheathing or starter board
3. Install new 15 lbs felt paper
4. Install new dimensional composite shingle roof (Charcoal color)
5. Paint all roof penetrations black

## Landscape:

1. Removal all debris in front and back yard
2. Remove all weeds in front and back yard
3. Install sod in the front and back yard
4. Cut in planter boxes next to house and fence in front and back yard and plant drought tolerant plants.
5. Test irrigation system and repair where needed or install one in front yard

## Windows:

1. Replace all windows with retro fitted windows
2. Replace all sliders with retro fit

## Demo (Interior):

1. Remove all trash in house
2. Demo kitchen and remove all cabinets
3. Demo existing bathroom toilet, vanity, tile floor and shower surround
4. Remove all tile flooring
5. Scrape popcorn ceiling
6. Remove all window coverings
7. Do not damage wood floor as we are keeping it (install rosin paper to protect flooring)



## General:

1. Construct new bathroom where existing bedroom is (see layout)
2. Construct new stackable laundry closet in hallway (see layout)
3. Change all door hinges and hardware with brush nickel
4. Retexture ceiling
5. Install new ceiling fans in all bedrooms
6. Combine both back bedrooms to create large master suite (see layout)
7. Close off door to existing bathroom and construct new door going into master suite (see layout)
8. Change front door hardware – Home Depot #640-064 \$169
9. Install carpet in all bedrooms Home Depot Full Throttle Suede

# Property Showcase

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## KITCHEN (See attached layout):

1. Install backsplash – DalTile Travertin 3" x6" honed \$6.11/ sqft T711361U (installed subway style and to the bottom of the cabinets)
2. Install backsplash accent tile 4" strip – DalTile American Olean Legacy Glass Celedon 2" x2" LG03
3. Install new stainless steel appliances
  - A. Frigidaire FFFTR2126LS 21 CF Top Freezer Refrigerator - \$625.00
  - B. Frigidaire FRFMV162LS 1.6 CF 1,000 Watt range Microwave - \$269.00
  - C. Frigidaire FFFBD2406NS 24" Built in Dishwasher - \$295.00
  - D. Frigidaire FFFGF3047LS 30" Free Standing Gas Range - \$556.00
4. Install new faucet - Proflo® XC8011BN Single Handle Kitchen Faucet w/ Pullout Spray (Low Lead Compliant) - \$180.65
5. Install new countertops – Rainbow Stone "New Venetia" Solid Granite
6. Install new cabinets – Home Depot American Classics Harvest Finish
7. Install 4 recessed lights
8. Paint as per color scheme



## HALL BATH:

1. Install new vanity (espresso finish)
2. New Faucet - Grohe G20209002 "Eurostyle Cosmopolitan" 8" Widespread Bathroom Sink Faucet - \$160.10
3. New toilet (Elongated Bowl)
4. New tub - Sterling S610411100 "ALL Pro" 60" Soaking Tub – 128.90
5. Shower head and trim kit - Grohe G26017000 "BauLoop" Tub & Shower Faucet Trim - \$130.95
6. New shower valve - Grohe G35015000 Tub & Shower Valve - \$67.50
7. Install Tile surround – DalTile Rittenhouse Square 3"x6" Matte Almond \$2.70/sqft X735 (installed subway style, tile to ceiling)
8. Accent Tile 12" Strip – DalTile Stone Radiance Whisper Green Blend (installed roughly 5" up the wall)
9. Tile floor – DalTile Travertin 18" x18" honed \$1.99/ sqft Installed Subway Style)

# Property Showcase



## MASTER BATH:

1. New toilet (Elongated Bowl)
2. New tub – Home Depot #693-952 \$209
3. Install new vanity (espresso finish)
4. Tub spout - Grohe G13611000 "Eurodisc" Tub Spout - \$14.65
5. New Faucet - Grohe G20209002 "Eurostyle Cosmopolitan" 8" Widespread Bathroom Sink Faucet - \$160.10
6. Install Rain shower head and regular shower head - Moen MS6360 2.5 GPM Flat Rain Showerhead - \$125.10 & Grohe G19595000 "BauLoop" Shower Head with Trim Kit - \$47.25
7. Install 2 new shower valves - Grohe G35015000 Tub & Shower Valve - \$67.50
8. Install Tile Surround— DalTile Fabric#12" x24" \$3.70/sqft P687 (installed subway style, tile to ceiling and tile ceiling)
9. Accent Tile on control wall— DalTile Class Reflection Subway Mint Jubilee 3" x6" 9.06/sqft GR15 (installed subway style)
10. Tile back splash behind mirror to ceiling - DalTile Class Reflection Subway Mint Jubilee 3" x6" \$9.06/sqft GR15 (installed subway style)
11. Tile floor - DalTile Veranda 13" x13" Dune \$3.70/sqft installed subway style)



## BEDROOMS:

1. Install slab closet doors (make sure they are hollow core interior doors converted to closet doors, install ceiling and floor track as well as hardware)
2. Lighting – Home Depot Hampton Bay 2- Light Flush mount With Opal Glass, #534-435, \$39.97/ea

# Property Showcase

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## Plumbing:

1. Check all existing plumbing & repair/replace as needed, per code.
2. New angle stops on all water lines.
3. Check gas lines & repair/replace as needed.
4. Check all drain lines & repair/replace as needed

## Electrical:

1. Replace all outlets & switches.
2. Check all wiring & replace where needed, per code.
3. Install recessed lighting as per drawing.
4. Check panel & repair/replace as needed.
5. Install Dead Panel if missing
6. Check for open junction point in attic

## HVAC:

1. Inspect and repair as needed

## Completion of Final Punch List

### General Contracting Work - \$33,300.00

All framing, counters, cabinets, paint and patch. Fixtures, backsplash, windows and doors.

### Appliances - \$2,000.00

Stainless Steel Refrigerator, Free Standing Range, Hood and Over The Range Microwave, Dishwasher.

### Electrical - \$2,750.00

Install new fixtures; add recessed lighting, replace outlets and switches, panel upgrade

### Plumbing - \$6,500.00

Install new toilets, facets, shower valves, kitchen sink, garbage disposal, dishwasher, add tub and shower

### Landscaping - \$2,000.00

### Flooring - \$1,850.00

### Roofing - \$1,500.00

### Staging (2 month minimum contract) - \$1,500.00

### Misc. and Permits - \$1,500.00

**TOTAL - \$55,900**

# *Frequently Asked Questions*

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## **WILL I BE REQUIRED TO SPEND A LOT OF TIME DRIVING AROUND SHOWING YOU PROPERTIES TO BUY?**

No, not at all! We already know what we're looking for, and our criteria typically stay the same. While we may need you to let us inside a property once in a while, we wouldn't ask you to spend your time on wild goose chases.

## **IS IT WORTH MY TIME TO WORK WITH AN INVESTOR?**

Yes! You can automate most of the process so you're not wasting your time on working on tedious tasks. By working with an investor, you create a very lucrative source of income as well. In a partnership with us, you can earn multiple commissions by representing us as both the buyers and sellers agents.

## **WHAT KINDS OF OFFERS DO INVESTORS USUALLY MAKE?**

Our offers are in cash. They are below retail, but they are also highly valuable because they are cash offers. Some of our offers do get rejected; but, unlike traditional clients who may buy or sell a home once every five years, we make multiple transactions annually.

## **HOW CAN I WORK WITH DREAMHAVEN INVESTMENTS?**

You have the opportunity to become what we call a "triple agent." When working with Dreamhaven Investments, you can act as the buyers agent, the listing agent and the referral agent. In other words, you may be able to earn triple commission on a single deal. Secondly, we will actively send you leads on listings and give you the right to generate more leads by marketing our homes once the renovations are complete. We can also will send buyers to you.

## **WHAT TYPES OF PROPERTIES DO YOU PURCHASE FROM SELLERS?**

We purchase homes in pre-foreclosure, over-leveraged, condemned, liens or health department violations, not maintained, fire damaged, estate sales, stagnant listings, even about to fall down homes - we can buy it!