



Honorable Estates LLC
Real Estate Solutions You Can Trust

Our Guide to a Great Contractor Relationship

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Who Are We?

If you are a general contractor with high ethics and work standards who is looking to develop a long-term relationship with a real estate development company that will provide you with a steady stream of work and pay you a fair price for the work you do—when you complete it, not weeks or months later—then we are looking forward to meeting you soon.

Honorable Estates is an up and coming real estate solutions company that buys and sells properties throughout the Atlantic county area. We specialize in buying distressed homes at a significant discount, then renovating and reselling them to retail home buyers and landlords. Founded in 2018 by married partners Abe and Nikki Kamerman, Honorable Estates is excited to be part of a national real estate recovery network. We aspire to contribute to the economic rejuvenation of Galloway, NJ and its neighborhoods.

Facts about Honorable Estates

- Up and coming real estate solutions company in Galloway, NJ, specialized in buying and selling distressed property
- Focused on providing solutions for clients and value for investors by locating and renovating distressed properties.
- Our goal is to provide the absolute highest level of service to our clients

Since its inception, Honorable Estates has passionately pursued the goal to help the people in our community find answers to their real estate needs. Through our extensive education and real estate network, we've developed a solid foundation of real estate knowledge, with the integrity to follow up on promises and make successful deals happen.

OUR MISSION

When a passion for real estate is combined with a commitment to uncompromising ethics, amazing things will happen. At Honorable Estates, it's our goal to not only have a positive effect on ourselves and our families - but also to inspire, motivate and create lasting change in everyone we encounter. We will treat our clients and team members with respect at all times. It is our goal to become the kind of real estate company that you can trust and would refer to your friends and loved ones. Our company will dedicate itself to everlasting education and professional growth that will inspire the leaders of tomorrow.

REAL ESTATE KNOWLEDGE & EXPERIENCE:

We have invested a great deal of time, energy and capital investment into our real estate education, attending the nation's premier real estate investing education program - FortuneBuilders Mastery. Beyond the principles of sound investing, we were trained on how to build a successful business based on systems and predictability. Having completed over 1,000 real estate deals, FortuneBuilders coaches and their systems have allowed us to strategically invest in real estate, grow and expand our business, and our coaches are available for us to leverage when analyzing our real estate deals.

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Who Are We?



Abe, Nikki, and Zeke Kamerman

THE STORY OF HONORABLE ESTATES

Abe and Nikki met at Camp Perry, Ohio in August 2011. It was almost a “love at first sight” story and they were married exactly one year later in 2012. At the time Abe was an appliance repair technician and Nikki worked as a CNA in the hospital. Soon after they married Abe joined the United States Coast Guard where he currently serves. It was during his 4th year in the Coast Guard that the family moved to the state of New Jersey.

One of Abe’s goals has always been to be an entrepreneur and own his own business. It was also Nikki’s goal to be able to “give back” to the community and make a big mark on the

world in a positive way. When they discovered the proven systems of real estate investing offered by FortuneBuilders, they knew this was the right vehicle to make all those dreams a reality.

Since the beginning of 2018, we have been actively pursuing our education into real estate investing. 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 and countless hours learning how to be successful in this business and how to do it the right way the first time. Through our affiliation, we are connected with a national network of investors that provide continual support and weekly trainings on changes throughout our industry. This process has allowed us to circumvent many pitfalls most novice investors would make early on. Learning the hard way is not a phrase in our vocabulary, and we certainly would not ask anyone to invest with us if we weren’t confident enough to invest ourselves! We are looking forward to a fruitful first year as new investors and business owners.

Our Business Model

OVERALL INVESTMENT APPROACH

Our overall investment strategy and specialty is to purchase distressed properties at a deep discount – usually 30% to 50% below market value, and renovate and sell those properties to retail homebuyers and landlords.

At Honorable Estates, we pride ourselves on having a strong foundation of real estate knowledge and training. Our focus is on providing SOLUTIONS for our clients and finding VALUE for our investors by locating ugly, vacant homes that are eye sores and putting them back into use after renovation.

INVESTMENT BUYING CRITERIA

Our goal is to buy distressed homes in stable areas where there is still strong buying demand. Part of our grand vision is to improve the overall quality of living in both urban and suburban neighborhoods. In addition to improving overall quality of life, we are committed to increasing the value of real estate in our community. Our company builds value by rehabilitating properties that are in significant need of repairs. We are able to target distressed properties and breathe new life back into them by renovating and improving the condition of the property. By doing so, we are able to create beautiful homes and encourage home ownership.

The ability to identify a wise real estate investment is certainly a learned skill. We have been thoroughly trained and possess this skill - along with the intuition to spot these great investment opportunities in today's market.

Not every opportunity is a “good deal”, and we have built our company on a stable foundation knowing our numbers. If the numbers don't make sense to us it certainly won't make sense to our investors. Our goal is to be in business for many years and brand a company that will be passed down to our children, which cannot be accomplished by taking uncalculated risks.

We Follow a Strict Due Diligence Process

We have a systematic and disciplined approach when purchasing investment properties, putting each potential investment through a strict due diligence process. This rigorous set of criteria includes, but is not limited to, the following:

- Comparable property analysis
- Demographics of area, marketability, and growth potential
- Statistics on the crime rate
- Public transportation and schools
- Overall condition of the property, including heating and air, plumbing, electrical, roof and structural condition

SHORT-TERM GOALS

Our short-term goal is to aggressively expand the presence of our business in surrounding markets. Our current annual projection is to renovate four to eight houses in the 12 months. Rehab budgets on our projects range anywhere from \$5,000 on a rental property to \$100,000 on a full rehab. A typical project timeframe generally runs from 2-4 months. Our goal is to turn around our projects at a rapid pace so we can get paid as quickly as possible and use those profits to immediately start on the next rehab. This ensures that we and our contractor teams have a steady supply of work.

Our 5-10 Year Vision

- Continue our annual residential redevelopment program.
- Pursue commercial projects such as apartment building acquisitions and land development.

LONG-TERM GOALS

Our long-term goal is to grow our operations into multiple target markets across the country in the coming years. What this means for you is we will create a growing stream of rehab projects for our contractors to work on long into the future, providing our affiliated contractors with a reliable source of projects for many years to come.

REDEVELOPMENT STRATEGY

To generate value, we focus on aggressive project management coupled with the use of highly skilled and professional independent contractors to complete our renovations. In addition, we employ proactive marketing tactics to pre-sell our properties during the rehab stage instead of waiting until the project is complete. This gives us a head start that often enables us to sell our properties before the paint has even dried on them. Successful execution of these strategies relies on the high quality of work performed by our contractors, which is why we put such a high premium on finding the best contractors in the area and then developing long-term, mutually beneficial win-win relationships.

COMMUNITY VISION

We actively strive to increase homeownership opportunities within the communities we redevelop, and improve the quality of life for the people who live in them by providing quality homes for a reasonable price.

We work hard to create positive and productive mutually beneficial relationships with our affiliated businesses and contracting teams. We strive to assist in the business development of our contracting teams with a goal of mutual growth and continued, long-term success. The use of our proven construction rehab system results in a more predictable and efficient process which consistently creates a superior product and increased profit for our contractors. Here are just a few of the benefits of working with Honorable Estates.

Working With Us

WE LOVE TO PAY OUR CONTRACTORS

Let's get this straight right up front: Unlike some companies you may have worked with in the past, we love to pay our contractors. Really. We know you've got a business to run and bills to pay—so do we. We understand that when you complete a payment milestone that you want to get your payment as soon as possible. And we know that it's in our interest to have a committed, happy contractor as a partner. So we will pay you—and pay you promptly—as the work is completed in the stages laid out at the onset of the project.

A STEADY STREAM OF WORK

Our business strategy is to purchase distressed residential properties, and then renovate and sell them to retail homebuyers and landlords. We have a dedicated acquisition team constantly scanning the market for properties that meet our investment profile. Our acquisitions specialists only get paid when we purchase a home, so they are highly motivated to find properties giving us a steady supply of projects for you and your team. We also work with a national group of investors who provide us with the funding we need to finance our aggressive approach to buying, rehabbing, and selling properties in short timeframes. This resource of funds allows us to buy properties quickly and consistently.

WE'LL HELP YOU CREATE NEW BUSINESS

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 didn't just become a real estate investor overnight. We have spent thousands of dollars on education and systems that allow us to be successful in this business and do it the right way the first time. We actively share our knowledge with our contractors, providing them with the information they need to help develop their own businesses and create long-term success—for themselves and for their workers. Renovating several homes a month generates tons of old and new clients asking for renovation advice, and more important, a "Good Contractor." We believe wholeheartedly in recommending the people who help support our growth and would gladly recommend you and your team.

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WE'LL MAKE YOUR LIFE EASIER

We have a proven system in place with a pre-determined Scope Of Work (SOW) containing all the details of the renovations in one spot, making life much easier for our contractors. We select all the materials that will go into our homes, and we clearly lay out everything that we want done by our contractors, so that they can focus on doing the work they do best—contracting. Working within our system will allow you to move from job to job to job, and not have to worry about where your next job is coming from. We always hear from our contractors that one of the best things about working with Honorable Estates is how every component in the SOW is line-itemed, and materials often even have the associated SKU # and where to purchase it included. We know time is money for both of us, so we do the extra work on the front end to make sure our budgets and timeframes are very accurate.

SAMPLE SCOPE OF WORK – SINGLE FAMILY

Project Introduction and Overview

2BR, 1BA

Contractor Overview

Licensed contractors were hired to complete all renovations

EXTERIOR:

Demo:

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

EXTERIOR:

General:

1. Paint house per color scheme

Landscape:

1. Remove weeds on side yard and replace with bark
2. Plant drought tolerant plants in planters and add wood chips
3. Test and repair irrigation system as needed



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Paint Scheme:

Color	Location	Color Code	Finish
Valspar/Lowes Stone Manor	Exterior	6006-2A	Flat
Extra White (Sherwin Williams)	Exterior Trim	7006	Flat
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

INTERIOR:

Demo:

1. Remove back splash in kitchen (**We are leaving countertops and cabinets so do not damage**)
2. Remove kitchen appliances
3. Demo bathroom

GENERAL:

1. Paint all interior doors
2. Install new hardware on the front entryway door, brushed nickel (**provide 3 keys**)
3. Buff out hardwood floors
4. Change all interior door hardware to brush nickel



5. Install seamless rain gutters

WINDOWS:

1. Clean all windows and make sure they operate properly
2. **Replace all damaged/missing screens on all windows**
3. Make sure all sliding screen doors operate properly

KITCHEN:

1. Install new stainless steel appliances
 - a. Frigidaire FFFTR2126LS 21 CF Top Freezer Refrigerator - \$625.00
 - b. Frigidaire FFFMV162LS 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
2. Install backsplash—Arizona Tile—SL-Fog 3"x6" glass tile \$5.50 per sheet
3. Clean kitchen cabinets thoroughly, remove any cabinet liners
4. Paint as per color scheme



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HALL BATH

1. New toilet (**Elongated Bowl**)
2. Install new vanity, counter top and sink combination (**Espresso finish**)
3. New shower head, tub spout, trim kit, rain shower head, faucet, 2 shower valves, and soaking tub
 - a. Grohe G27613000 "BauCosmopolitan" Shower Head - \$22.62
 - b. Grohe G13611000 "Eurodisc" Tub Spout - \$14.65
 - c. Grohe G19595000 "BauLoop" Shower Trim Kit - \$47.25
 - d. Moen MS6360 2.5 GPM Flat Rain Showerhead - \$125.10
 - e. Grohe G23084000 Single Hole Bathroom Sink Faucet
 - f. Grohe G35015000 Tub & Shower Valve - \$67.50
 - g. Sterling S711211200 "Ensemble" 60" Soaking Tub - \$193.50
4. Install Tile Surround—DalTile Fabric P687 12" x24" - \$3.96/ sqft
5. Accent Tile on control wall—DalTile GR15 Mint Jubilee 3" x6" Glass Subway tile - \$9.06/sqft (installed subway style) tile to ceiling
6. Tile floor—DalTile Veranda P527 Dune 13" x13" installed subway style



PLUMBING:

1. Check all existing plumbing & repair/replace as needed, per code
2. Inspect water heater and make sure it is installed up to code (**pressure release valve, earthquake straps, and blocking if needed**)
3. New angle stops on all water lines
4. Check gas lines & repair/replace as needed
5. Check all drain lines & repair/replace as needed

ELECTRICAL:

1. Check all wiring & replace where needed, per code
2. Check panel & repair/replace as needed (**double tap breakers, inadequate sized breakers**)
3. Install smoke and carbon monoxide detectors, per code

HVAC

1. Install new double sided wall heater to code (**white finish**)

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GARAGE:

1. Inspect garage door opener and replace if needed
2. Remove all shelving and trash in garage
3. Paint interior of garage white

End of SOW

COMPLETION OF FINAL PUNCH LIST

General Contracting Work - \$7,050.00

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

Appliances - \$2,600.00

Stainless steel refrigerator, free-standing range, hood and over-the-range microwave, dishwasher

Electrical - \$1,500.00

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

Plumbing - \$2,000.00

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

Landscaping - \$3000.00

Flooring - \$1,300.00

HVAC - \$1,100.00

Roof - \$750.00

Staging (2 month minimum contract) - \$1,200.00

Misc. and Permits - \$1,000.00

TOTAL - \$21,500.00

An ideal contracting partnership consists of four main components: a consistent work ethic, superior workmanship, maintained job sites, and a passion to achieve a high-quality finished product.

How We Operate

There are six critical documents that we require for all of our projects. To work with us, you will need to complete them and we are here to help you through each one. The awesome thing about them is they project you and us.

The Six Critical Documents

- 1 • Independent Contractor Agreement
- 2 • Scope of Work
- 3 • Payment Schedule
- 4 • Indemnification, Hold Harmless, & Insurance Agreement
- 5 • Final and Unconditional Waiver of Lien
- 6 • IRS W-9 Form (for year-end 1099)

THE IDEAL FIT FOR US

We're looking for professional contractors who have high standards, with a team of reliable subcontractors who do quality work, and who have been in business for some time—with the track record and references to prove it. Here are some specific things we're looking for in our contractors:

- Fully licensed with **licenses up to date**. Same with their subcontractors.
- Insured—including worker's comp, liability—with a **minimum limit of \$1 million**.
- Been in business in the area for **at least three years**.
- **Has a consistent crew** of subcontractors.
- Keeps worksite **clean and maintained**.
- Can provide a **list of references**, with current contact information.
- **Provides written warranties** of a year or more for their work.
- Is structured as a **corporation or LLC**.
- **A reputable company** with no history of lawsuits.
- Has the financial resources—able to **float materials cost** until work is complete and ready for draw.

WE WORK ON VOLUME

Our strong financial backing allows us to aggressively pursue multiple homes every month through our acquisitions department. The fact that we work on this volume will keep you and your subcontractors busy throughout the year and ensure that you get paid quickly and consistently. There's nothing worse than losing good subcontractors because you can't keep them busy. When you find a quality employee,

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just like us you don't want to lose them. Our steady-volume approach will save you from headaches and hours wrapped up in finding and having to train someone new.

THE KIND OF CONTRACTOR WE'RE LOOKING FOR THE GLASS IS HALF-FULL

We want contractors who have a positive, can-do attitude—sour grapes need not apply! We expect our contractors to be looking at the big picture and to understand the value of the long-term relationship and stability that we offer. As you know, unexpected circumstances happen on a job site. It's imperative that you, your team, and Honorable Estates are all able to see beyond these bumps in the road, be resourceful, and come up with a timely and amicable solution for everyone involved. Focus on what *can* be done, not on what *can't*!

WE ALWAYS PULL PERMITS!

To ensure that our projects are done right and that buyers feel comfortable that the work was done correctly, we *always* pull permits. Permits protect both the contractor and us as the owner. If a contractor has a problem with that, then we won't be working together.

We are experienced, ethical real estate professionals, with a very high level of organization as a result of the proven system that we follow for our projects. Our approach makes our contractors' lives easier because everything is clearly laid out, ensuring everyone is on the same page from the very beginning.

You can focus on what you're great at—contracting—and we can focus on finding more homes to renovate.

Taking the Next Step

If you're interested in bidding on a renovation project, it is very important that we get a response back from you as soon as possible. We take our time and yours very seriously, and it's imperative we start out on the right path respecting everyone's time. We don't always take the "lowest" bid—our expectation is to find the best contractor, the one that delivers a winning combination of **price, quality, and service**. All three of these components are of equal importance to the success of our partnership.

Once you have looked through this packet please visit our website at www.HonorableEstates.com and click the Contractor tab at the top of the page. There you will have two options for providing us with your information. If you have any question after reviewing this packet feel free to reach out to us.

We look forward to hearing from you soon.

Contact us today!

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