



Looking to **BUILD** something that lasts...



Commercial and Mixed Use Development Projects

Acquisition.

Complete Design.

Profitability.



## then CREATE with RVM.

### WHO WE ARE

RVM is a real estate development and investment firm that creates urban in-fill, mixed-use and historical renovation projects for the savvy investor and joint venture partner. We build everything from condominiums, to shopping centers, office complexes, and apartment buildings. With over 110 years of combined development experience, we can provide the type of development vehicle you seek.

### WHAT WE DO

- Identify and Underwrite Potential Projects
- Assemble Required Parcels
- Negotiate Acquisition
- Due Diligence
- Raise Equity and Bridge Financing for Purchase
- Complete Entitlement Services
  - Pre-Plan Review Application
  - Complete Design—Architectural and Structural Engineering
  - LEED Certification (Leadership in Energy Environmental Design)
  - Vesting and Subdivision Maps
  - Zoning Review and Variance Hearings
  - Design Review (Conceptual through 100%)
  - Environmental Impact Reports
- Secure Construction and Take Out Lenders
- End-to-End Project Management

### HOW WE EARN

- Buy right—We don't chase the market
- Create Multiple Exit Strategies
  - Sell the asset
  - Collect rent
  - Refinance

*"RVM's vertical integration allows them to streamline the development process and achieve cost savings other developers simply cannot. Tight cost controls have enabled them to prove their ability to be profitable in good times and in bad."*

*Richard Wynne, Investor  
Los Angeles*

*"RVM did far more in our community than restore buildings. Their vision, money and commitment played a crucial role in saving Memorial Park and transformed it into a thriving community hub with 50 free public concerts per year."*

*Barbosa Polverini, Owner  
SoCal Development, Pasadena*

*"I've worked in commercial real estate for over 30-years. I invested with RVM to geographically diversify my portfolio. Little did I know they would produce the highest returns I've made in the past 5 years. That's performance!"*

*Ned Comer, Investor  
New Orleans*

## A TEAM THAT WORKS



### **Douglas Alan Huberman**

A military liaison to the French, German and British Ministries of Defense, Doug managed multi-national, multi-million dollar projects. While an Associate Professor of Economics at the US Air Force Academy, he served on the Pikes Peak Area Council of Governments Socio-Economic Advisory Committee and founded the Colorado Ski School for the Blind. In 1992, he joined CNA Enterprises, Inc. where he quickly rose to Executive Vice President/Chief Operating Officer to oversee the acquisitions, dispositions and daily operations of the firm's \$500 million portfolio. Ten years later, Doug created RVM, assembling several buildings on Raymond Avenue and creating Old Pasadena Plaza. RVM now has several development projects in Pasadena, California, Phoenix, Cottonwood and Sedona, Arizona as well as other key US locations. Committed to creating community in his business and personal life, he serves as director of the Old Pasadena Management District, and Co-Founder and Board Chairman of the Friends of the Levitt Pavilion for the Performing Arts.



### **Patrick Chraghchian**

A civil engineering graduate of the University of Southern California, Patrick has over 23-years of experience administrating and managing construction development projects. His company has built apartment buildings, office buildings, retail centers, public works projects and townhouse-style condominiums totaling in excess of 500-million dollars nationally and over 1-billion internationally. He is the President of American General Constructors, a full service construction company and the President of American General Design, an architectural and structural design company. In 2006, Patrick served as the past Chairman of the Old Pasadena Management District and is the current Chair of the Economic Development Committee. A past member of the Engineering Contractor Association, he is an accomplished free style skier, and supports the Western US Regional Office's Finance Committee of Homenenten, an Armenian athletic youth organization.



### **Joel Leebove**

A California State University-Northridge Finance graduate, Joel has syndicated and managed the operations of 25 real estate partnerships, valued at \$250-million, including hotel and rental properties. From 1996 through 1999, he served as a member of the Travelodge Advisory Board, receiving its prestigious "Director of the Year" award in 1999. Currently, Joel manages the Travelodge Hotel at LAX Airport, a 147-unit, full-service motor inn, and is a General Partner of the Best Western Sunset Plaza Hotel in West Hollywood, the Holiday Inn Express Hotel and Suites in Dana Point, California and the Holiday Inn Express Hotel and Suites in Carpinteria, California. He spends his down time on the greens playing golf and supporting the philanthropic work of the YMCA, Westchester Chamber of Commerce and Westchester Kiwanis Club.



### **Steven Stathatos**

Steve earned his undergraduate, Masters and Juris Doctorate degrees from Stanford University, and has practiced law in San Francisco and Los Angeles since 1978. For the past 20-years, he has acted as General Counsel to the Stats Group, headquartered in Pasadena, California, a family-owned consortium of retail and real property interests. At Stats, Steve has been active as both legal representative and principal in several developments in Southern California ranging from the rehabilitation and operation of historic buildings on Colorado Boulevard in Old Pasadena to the entitlement of large mixed-use projects in the Antelope Valley. He is the current chairperson of the Old Pasadena Management District, former Chairperson of the Old Pasadena Parking Meter Zone Advisory Commission and current member of the Pacific Council on International Policy. He volunteers at his children's schools, makes wine and plays bluegrass guitar.



### **Jake Metzler**

Jake is a rare combination of engineer and real estate developer. He earned his undergraduate Science degree from Cal Poly Pomona and a Masters in Computer Science from the University of Southern California. Jake was the Chief Technology Officer for Packard Bell, and the Chief Technology Officer for Computer Challenge Organization and CEO of their Image Based Technologies. He is an owner, investor and manager of commercial and residential properties who actively began investing in real estate in 1987. His portfolio includes single- and multi-tenant buildings, historic renovation projects and ground-up developments. Jake's experience as an investor provided ideal training for his work as a Managing Member and development partner for mixed-use projects. Jake is renown for putting his creative and analytical skills to work on innovative computer technologies. He is on the Board of Advisory for Innovium, a software company, and a member of the Board of Directors for Ophir Corporation, RF communication company.

# SELECTED PROPERTIES IN PROGRESS

**Windsong  
Sedona, Arizona  
Expected Completion 2010**

This project is slated to be the largest mixed-use development in the beautiful, resort community of Sedona. Now a dilapidated 1960's trailer park, the Windsong will be transformed into a six-acre complex of retail oriented toward the main commercial artery, pedestrian streets with restaurants and art galleries, and upper-floor, residential units with gorgeous mountain views. This will be the first true live-work project in Northern Arizona.



**The Livingston Hotel and Condominiums  
123-139 South Los Robles Avenue  
Expected Completion 2009**

We began by assembling the historic 45-room Livingston Hotel and an adjacent fee parking lot. Through a combination of adaptive re-use and ground-up construction, we are creating a complex that will house a 3-level subterranean parking garage, 1,500 square feet of ground floor retail, 2,500 square feet of office space and 64 residential condominiums on the upper floors. The residential units will range from high ceiling lofts with historic brick to contemporary single story flats.



**Verde Valley Plaza  
Cottonwood, Arizona  
Expected Completion 2009**

Verde Plaza is a rundown 105,958 square foot shopping center. The plaza is located on Highway 89A the primary traffic arterial for both local commuter and tourist traffic between Phoenix and Jerome/Prescott. We are renovating the property and expanding it by 11,000 square feet. Its dated 1960's exterior will be completely refaced. Dramatic vertical elements, including a clock tower will distinguish the new Verde Valley from the surrounding retail district.



**496 South Arroyo Parkway  
Pasadena, California  
Expected Completion 2009**

The 17,500 square foot site is on Pasadena's busiest thoroughfare directly across the street from the newest and largest Whole Foods market in America. It is also within walking distance from the Del Mar Gold Line station. We are converting a car repair facility into a six-story mixed-use complex. There will be a three-level subterranean parking garage, 4,050 square feet of ground-floor retail or restaurant commercial, 5,500 square feet of second-floor office space, and 21 residential condominiums. The condos will range in size from 700 to 1,500 square feet.



**175 Del Mar Avenue  
Pasadena, California  
Expected Completion 2008**

The lot is 7,500 square feet, located near the Arroyo Parkway commercial district and less than one block from the Del Mar Gold Line station. We are creating a six-story condominium building containing 9 units of residential housing and 6,000 square feet of office space.



## SOME OF OUR UNIQUE STORIES



### **Sunset Plaza Hotel West Hollywood, California Completed 2006**

An 88-unit apartment building was converted into a 100-room hotel in 1978. The hotel is located on Sunset Strip, near the House of Blues, Comedy Club and the Hyatt Hotel. The property was renovated several times, including replacing the dated 1950's exterior with a modern look. All of the rooms and common areas have been upgraded to boutique hotel standards comparable with adjacent properties. In March of this year, we spent over \$3,000,000 on additional renovations. The cash on cash return based on the original investment is 90% per year. In 2006, we completed a refinance of the property and returned the investors their original investment and an additional \$15,000,000.



### **The Boston Centennial Building 28-35 North Raymond Avenue, Pasadena California Completed 2006**

When the building was acquired it was imploded, the roof was caved in, and the interior was a total loss. Now, it is a wonderful example of historic renovation. We built a new building inside the old to preserve the splendid exterior of historic terrazzo and 2-ft thick brick walls. The new community of business and home owners reside in 18 exposed brick lofts, 15 townhouses with balconies overlooking the Tournament of Roses Parade route and 13,500 square feet of retail space. High profile business tenants include the innovation-driven Advance Design Studio of Honda®, the highest grossing Famima store in the US, and a luxurious Dashing Diva franchise. In addition to return of capital and 80% profit from residential sales, each of our investors still own their pro-rata share of the commercial parcel and enjoy quarterly distributions.



### **Holiday Inn Express Hotel & Suites Dana Point, California Completed 2003**

The 86-room hotel was purchased in August of 2001. While its location on Pacific Coast Highway was excellent (1 block from the Dana Point Harbor) it was poorly maintained and operated as an independent hotel. The hotel was renovated, repositioned and re-branded. The first step was a \$2,500,000 overhaul of the interior and a new exterior facing Pacific Coast highway. The hotel was franchised by Holiday Inn and the furnishings were upgraded to their standards. The property was purchased with substantial negative cash flow. Post renovation yields are now in excess of 11% per annum.



### **Barnes and Noble/Starbucks Building 103-117 West Colorado, Pasadena, California Completed 1994**

The Barnes & Noble/Starbucks project began in 1993 with the assembly of four contiguous historic buildings along West Colorado Boulevard totaling 15,844 square feet. In close cooperation with the City's Department of Historic Preservation and Pasadena Heritage, the buildings were thoroughly renovated and seismically reinforced. Bearing walls were adapted for pass-throughs required for tenant occupancy and new plumbing and electrical systems installed. The entire premises were brought up to current code standards while retaining most of their historic fabric. Completion of the project in 1994 pioneered development of Old Pasadena's west end with the twin anchors of a 12,500 square foot Barnes & Noble and 2,700 square foot Starbucks Coffee.



### **Holiday Inn Express Hotel & Suites Carpentaria, California Completed 2004**

The 108 room hotel was purchased in November 2003. At that time, the property was part of the Quality Franchise System and branded as the Comfort Inn Hotel and Suites. The property was reflagged and repositioned as a Holiday Inn Express Hotel and Suites. The higher end franchise has helped the property improve its revenues and is currently returning an 11% cash on cash return. The property has shown a 50% increase in value since its purchase.



**RVM Associates**

35 North Raymond, Suite 213  
Pasadena, California 91103

Tel: 626.792.8220  
Fax: 626.792.8228  
[www.rvmassociates.com/development](http://www.rvmassociates.com/development)

Licensed Commercial Broker No. 01270244  
Licensed Contractor No. 837973

**Doug Huberman**

President and CEO  
[dhuberman@rvmassociates.com](mailto:dhuberman@rvmassociates.com)

**Patrick Chraghchian**

Partner  
[pchraghcian@rvmassociates.com](mailto:pchraghcian@rvmassociates.com)