

Company Profile

Klein Equities Corp. acquires REO, performing and non-performing notes secured by well-located multifamily and commercial assets, in growing primary and secondary metropolitan areas throughout the Eastern United States. It also provides Advisory and Consulting services to financial institutions, investors, lenders in restructuring and workouts, asset management, and the acquisition and disposition of multifamily and retail assets through its affiliate, Paradigm Real Estate Strategies, LLC.

Jay Klein, President of Klein Equities Corp., has over 25 years of financial and operational experience in the real estate industry. Over his career, Mr. Klein has completed over 125 transactions totaling in excess of \$1 billion with a pension fund advisor and private investors. These include the acquisition of 6,400 apartment units and 9 shopping centers, selling over 4,300 apartment units, and refinancing assets nationwide.

Prior to forming the company, Mr. Klein was an acquisition partner with **JPI Partners LLC** responsible for acquiring multi-family developments throughout the Northeast for rehab and redevelopment and a First Vice President with **Sentinel Real Estate Corp.**, a major pension fund advisor, where he acquired core and redevelopment multi-family assets nationwide for over 10 years.

Mr. Klein is a Certified Public Accountant and a licensed real estate broker in New York.

Project Experience and Representative Transactions

- ◆ Acquired a 123 unit mid-rise apartment community in New Haven, CT from a major bank's REO portfolio. Negotiated the transaction and established investment strategy. Sold asset at a substantial profit within 18 months.
- ◆ Evaluation of an under-performing Class A apartment complex that was originally built as a condominium. Performed site visits, review of the management operations, and a full market study. Prepared report including recommendations for new revenue programs, expense reductions and improvements to the management and reporting functions. Significant operation and cash flow improvements have been achieved
- ◆ Acquired a 175-unit garden apartment community in Phoenix, AZ, from a distressed seller that was being liquidated. Evaluated the asset, negotiated the deal and closed the transaction. Formulated the takeover and renovation plan and worked closely with asset management team to implement the strategic plan.
- ◆ Assisted the Seller in the evaluation and implementation of the sale of a distressed multifamily asset in Daytona, Florida. The property had deferred maintenance, poor onsite management, high vacancies, and significant title issues. Prepared marketing materials and sales strategy and executed the sales platform. Worked closely with all parties to resolve significant major title issue. The sales price exceeded the Sellers expectations.
- ◆ Acquired a 125,000 s.f. K-Mart anchored shopping center in Albuquerque, NM on behalf of a private Investor. Seller had to close to raise cash for other distressed investments. Resolved easement issues with city and negotiated a master-lease agreement with Seller enabling the Seller's investors to recoup their investment. Closed transaction within 10-days.
- ◆ Executed a turnaround and reorganization for a distribution Company through cost controls, renegotiated vendor and supplier agreements, new cash management programs and budgets. Company returned to profitability with 6 months and NOI projected to exceed \$2.0 million.

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