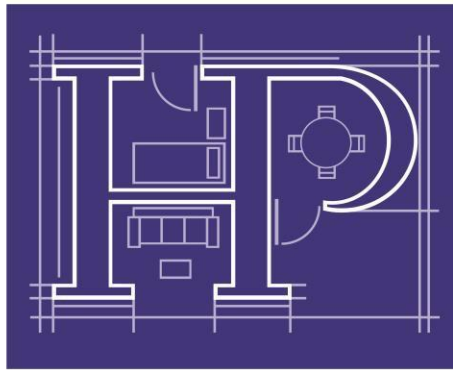


# Your Partner in Estate Settlement

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High Point  
Real Estate Solutions LLC

A Residential Redevelopment Company

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# Who Are We?

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**High Point Real Estate Solutions, LLC (HPRES)** We are a real estate solutions firm that buys and sells properties throughout central Virginia. We specialize in buying unwanted or burdensome properties, then renovate and resell them to retail home buyers and landlords. Founded in 2015 by husband and wife team, Drew and Robin Biehler, HPRES is excited to be part of the economic rejuvenation of central Virginia.

## *Important Facts About HPRES*

- A real estate solutions company based in Chesterfield County, specializing in buying and selling property
- Focused on providing solutions for clients by purchasing unwanted properties.
- Our goal is to provide the absolute highest level of service to our clients

## OUR MISSION

When a passion for real estate is combined with talented individuals who have an uncompromising drive to succeed, amazing things will happen. At HPRES, 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. Members of our company will dedicate themselves to ongoing education and professional growth that will make them leaders in our industry.



# Who Are We?

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## THE STORY OF HIGH POINT REAL ESTATE SOLUTIONS, LLC

Drew and Robin met while attending Purdue University. After graduation, they married and moved to Chicago to start their careers. Drew leveraged his degree in management to secure a job with Arthur Anderson & Co. Robin utilized her degree in wildlife sciences to join the staff of Lincoln Park Zoo. Over the years, Drew's passion for finance, combined with strong people skills led him to pursue a career in personal financial planning. He committed to continuing his education and obtained the Chartered Life Underwriter and Chartered Financial Consultant designations from the American College as well as the CERTIFIED FINANCIAL PLANNER™ certificate from the CFP Board of Standards. A corporate acquisition in 2000 brought the family to the Richmond Virginia headquarters of a regional financial services firm. Shortly thereafter, the Biehlers welcomed their third child. Desiring to be a stay-at-home mom, Robin supplemented the household income by providing childcare services out of their home.

Over the years, Drew realized that he no longer had a passion for financial planning. Instead, he felt the tug of entrepreneurship. For over a year, the Biehlers discussed the possibility of starting their own company. After much prayer, soul searching and due diligence, they decided to attend a three-day seminar on real estate investing. They knew that they had found a way to change their personal and financial lives so that they could live "life by design." They founded High Point Real Estate Solutions, LLC in August of 2015

The team at HPRES is highly motivated, knowledgeable, ethical and resourceful. We are committed to helping people with their real estate needs and making successful deals happen. We have the integrity to follow up on our promises, and the resources to navigate any transaction to ensure our clients are fully informed for making the best decision possible.

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 have been trained on how to build a successful business based on systems and predictability. FortuneBuilders coaches and systems have allowed us to strategically invest in real estate, and they are available for us to leverage when analyzing our real estate deals.

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# How We Work

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## OVERALL INVESTMENT APPROACH

Our specialty is to assist our clients, and their attorneys, dispose of unwanted properties that they have inherited. Often times, the heir lives out of state. They may own their own property and do not have the desire or the capital to main the inherited property. There may be multiple heirs, making it impractical to equitably divide the property among themselves.

At HPRES, we pride ourselves on having a strong foundation of real estate knowledge and training. Our focus is on providing SOLUTIONS for our clients and their attorneys.

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. Through our affiliation with FortuneBuilders, 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. 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!

### *Our Business Strategy*

- We purchase unwanted residential and multi-family properties in order to alleviate heirs of the financial burden of maintaining another property
- We provide needed cash for the settlement of the estate

### *We Follow A Strict Due Diligence Process*

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

- Comparable property analysis
  - An economic study of the neighborhood, city planning and development
  - 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
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# How We Work

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## WHAT'S OUR COMPETITIVE ADVANTAGE?

Our company has the ability to act quickly and can close with CASH on the seller's timeline. Obtaining loans through private money lenders gives us this competitive advantage over other investors who sometimes take weeks to go through the time consuming bank approval process in order to purchase properties.

We also employ marketing strategies as soon as we purchase a home – giving us a fair advantage over a realtor. Typically, most realtors don't spend time or money on marketing or lead generation strategies. As a result, it can sometimes take months to attract potential buyers. Often times, we are able to find our own buyers allowing us to secure a strong sales price and save on sales commissions. Our renovation process is also down to a science with handpicked and proven construction crews who know we are not retail clients. We pay wholesale prices to all contractors and typically get bulk discounts on all materials.

### *Advantages to Working With Us*

- We have the knowledge and business systems to purchase properties QUICKLY and with CASH
- We buy properties in "as-is" condition, saving the heir the expense of repairs
- We create value by providing needed liquidity for estate settlement purposes



With cash funding, we can offer homeowners something that very few buyers can. We are helping the heir by purchasing the inherited property in as little as 14 days. Knowing that we are buying the property in "as-is" condition, is a very important factor to the heir who inherited older, outdated homes, or homes needing significant repairs. The heir will also not be required to pay any attorney fees, closing costs, home warranties, inspection fees, realtor commissions, etc.

We are not the perfect fit for everyone; but for the heir with the right motivation, these advantages are a necessity.

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# In Summary

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## HIGH POINT REAL ESTATE SOLUTIONS, LLC VS. TRADITIONAL BUYER

Here are just a few benefits heirs have in working with us to sell an inherited home:

- ✓ **CASH OFFER**
- ✓ **NO COMMISSION**
- ✓ **QUICK CLOSE**
- ✓ **NO FEES**
- ✓ **PAY NO CLOSING COSTS**
- ✓ **WE BUY THE HOUSE AS IS**
- ✓ **NO APPRAISAL**
- ✓ **NO LENDING RESTRICTIONS**



Most homeowners have no idea what options are available to them beyond listing a house with a Realtor or trying to sell the house on their own and just hoping for the best. We provide a unique alternative to listing their house on their own or with a Realtor.

### How Do We Compare to a Traditional Buyer?

	Traditional Buyer	HPRES
Method of Payment	Bank Financing	CASH
Repairs	1-8% of Home's Value	None (Sold AS-IS)
Closing Timeframe	45+ Days	14 Days
Commissions	6% of Sale Price	None
Seller Paid Closing Costs	1-6% of the Purchase Price	Zero
Appraisal	Mandatory	None
Length of Time on Market	90 Days on the Market ( Richmond Average)	0 Days

When we work directly with an heir, what we provide can not only make for a smooth transaction, but it can also add up to thousands upon thousands of dollars in savings as compared to selling a home through traditional means. Our “out of the box” creative approach to real estate investing is a cut above the rest.

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