

CRES CORP

INTERNATIONAL™

CRES CORP INTERNATIONAL, LLC  
COMMERCIAL REAL ESTATE AND FINANCIAL SERVICES

Sebring, Florida

# 17-Unit Apartments & 25-Rm Budget Inn Motel

3 CONTIGUOUS PROPERTIES - 3 ACRES  
TURN-KEY OPERATION OR DEVELOPMENT



Benny Spensieri, Managing Partner  
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Commercial Real Estate-Financial Services

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CRES CORP

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The enclosed materials are being provided solely to facilitate the prospective purchaser's own due diligence for which the purchaser shall be fully and solely responsible.

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Prospective Purchaser understands and agrees that all dealings concerning the above opportunity will be handled through CCI.

Prospective Purchaser \_\_\_\_\_ Date \_\_\_\_\_  
Print Name \_\_\_\_\_  
Address \_\_\_\_\_ Phone # \_\_\_\_\_



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INTERNATIONAL

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### Sebring, FL – 17-Unit Apartment Complex

**Location:** 2805 US Hwy 27 N, Sebring, FL 33870 (Highlands County)

**Property Overview** - Located within “The City on The Circle”, this apartment complex is surrounded by boutique and gallery shopping, fine dining, plenty of golf courses and beautiful parks, to include the famous Highlands Hammock State Park, offering camping, hiking, fishing, bike/horse trails.

This apartment complex is fully occupied almost 100% of the time, with good quality tenants who pay their rent on time. Tenants are offered 6-month to 1-year lease terms.

Currently, there is one vacancy and two evictions that are almost completed.

This Property:

- 17-Units Apartments
- 2-Buildings (9,672 Htd SF)
- Laundry Building (currently not in use)
- 1.26-acres MOL (2 Separate Parcels)
- 20-/+ Parking Spaces
- Newer Roof – 3 years old Standing Seam Metal Roof

**Note:** This apartment complex can be combined with the 25-Rm Budget Inn to make a 42-Rm motel.

**Parcels** - S 32 34 29 070 0040 0010 and S 32 34 29 070 0040 0012 (.16-acre parcel not yet annexed into the City, current zoning is B-3 -Business District. Annexation may permit further development)

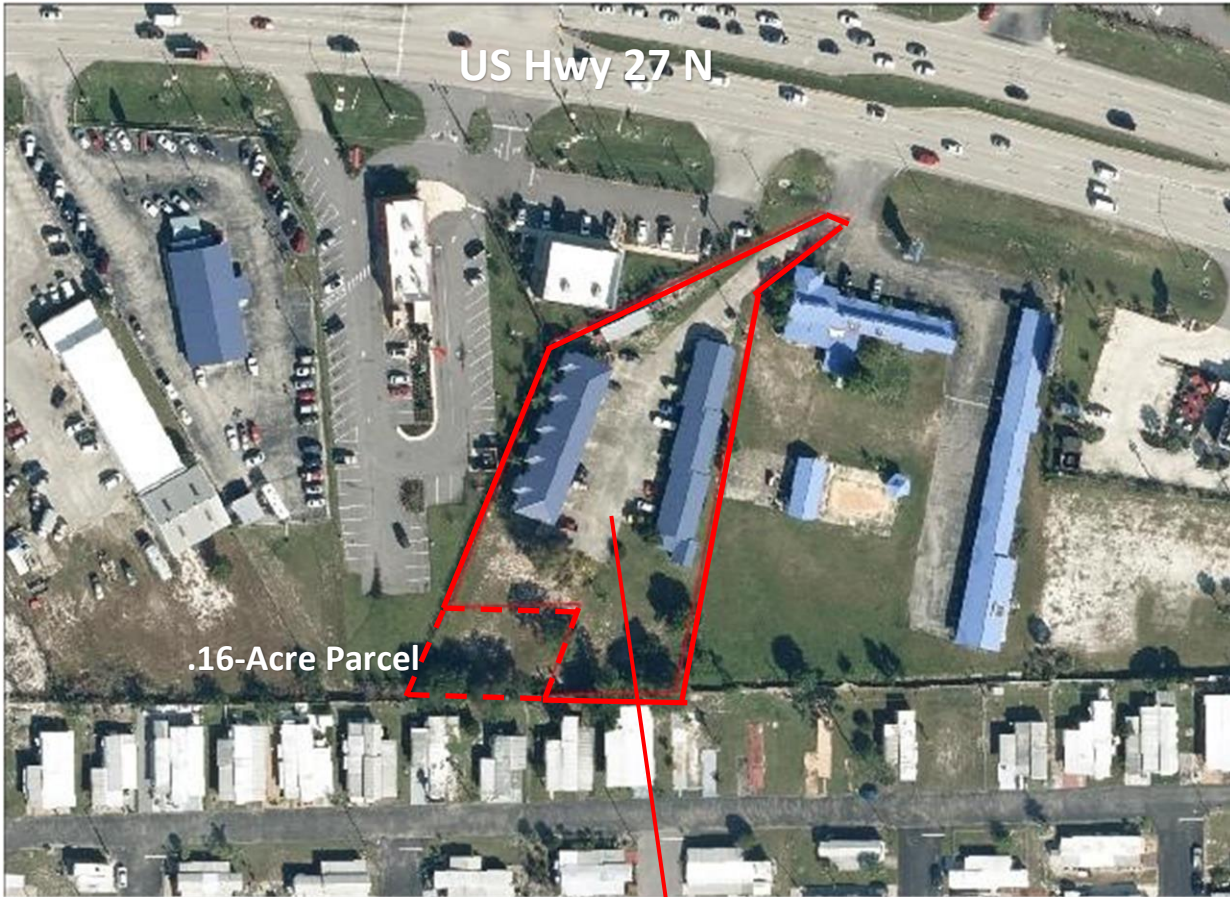
Once the property is annexed into the City, the following development may include:

- Additional Apartment Units
- Storage Facility



# Property Aerials

## 17-Unit Apartments











# Financial Projections

## 17-Unit Apartments

This projection is based on a price purchase price of \$2,000,000 for the Property. Year-1 indicates current "actual" figures at 100% occupancy. The following years include a 3% annual escalation in gross revenue and 3% annual escalation in expenses.

Rental Activity Analysis	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
<b>Potential Rental Income</b>	\$ 180,900	\$ 186,327	\$ 191,917	\$ 197,674	\$ 203,605	\$ 209,713	\$ 216,004	\$ 222,484	\$ 229,159	\$ 236,033
Less: Vacancy & Credit Losses	(10,854)	(11,180)	(11,515)	(11,860)	(12,216)	(12,583)	(12,960)	(13,349)	(13,750)	(14,162)
<b>Effective Gross Income</b>	\$ 170,046	\$ 175,147	\$ 180,402	\$ 185,814	\$ 191,388	\$ 197,130	\$ 203,044	\$ 209,135	\$ 215,409	\$ 221,871
Less: Operating Expenses	(51,224)	(52,761)	(54,344)	(55,974)	(57,653)	(59,383)	(61,164)	(62,999)	(64,889)	(66,836)
<b>Net Operating Income (NOI)</b>	\$ 118,822	\$ 122,387	\$ 126,058	\$ 129,840	\$ 133,735	\$ 137,747	\$ 141,880	\$ 146,136	\$ 150,520	\$ 155,036
Less: Annual Debt Service										
<b>CASH FLOW Before Taxes</b>	\$ 118,822	\$ 122,387	\$ 126,058	\$ 129,840	\$ 133,735	\$ 137,747	\$ 141,880	\$ 146,136	\$ 150,520	\$ 155,036

Property Resale Analysis	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
<b>Projected Sales Price</b>	\$ 2,013,932	\$ 2,074,350	\$ 2,136,581	\$ 2,200,678	\$ 2,266,698	\$ 2,334,699	\$ 2,404,740	\$ 2,476,883	\$ 2,551,189	\$ 2,627,725
Less: Selling Expenses	(60,418)	(62,231)	(64,097)	(66,020)	(68,001)	(70,041)	(72,142)	(74,306)	(76,536)	(78,832)
<b>Adjusted Projected Sales Price</b>	\$ 1,953,514	\$ 2,012,120	\$ 2,072,483	\$ 2,134,658	\$ 2,198,697	\$ 2,264,658	\$ 2,332,598	\$ 2,402,576	\$ 2,474,653	\$ 2,548,893
Less: Mortgage(s) Balance Payoff										
<b>SALE PROCEEDS Before Taxes</b>	\$ 1,953,514	\$ 2,012,120	\$ 2,072,483	\$ 2,134,658	\$ 2,198,697	\$ 2,264,658	\$ 2,332,598	\$ 2,402,576	\$ 2,474,653	\$ 2,548,893

Cash Position	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Cash Generated in Current Year	\$ 118,822	\$ 122,387	\$ 126,058	\$ 129,840	\$ 133,735	\$ 137,747	\$ 141,880	\$ 146,136	\$ 150,520	\$ 155,036
Cash Generated in Previous Years	n/a	118,822	241,209	367,267	497,107	630,842	768,589	910,469	1,056,605	1,207,125
Cash Generated from Property Sale	1,953,514	2,012,120	2,072,483	2,134,658	2,198,697	2,264,658	2,332,598	2,402,576	2,474,653	2,548,893
Original Initial Investment	(2,000,000)	(2,000,000)	(2,000,000)	(2,000,000)	(2,000,000)	(2,000,000)	(2,000,000)	(2,000,000)	(2,000,000)	(2,000,000)
<b>Total Potential CASH Generated</b>	\$ 72,336	\$ 253,328	\$ 439,750	\$ 631,765	\$ 829,540	\$ 1,033,248	\$ 1,243,067	\$ 1,459,181	\$ 1,681,779	\$ 1,911,054

Financial Measurements	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Capitalization Rate Based on Cost	5.94%	6.12%	6.30%	6.49%	6.69%	6.89%	7.09%	7.31%	7.53%	7.75%
Capitalization Rate Based on Resale Price	5.90%	5.90%	5.90%	5.90%	5.90%	5.90%	5.90%	5.90%	5.90%	5.90%
Break-Even Ratio	28.32%	28.32%	28.32%	28.32%	28.32%	28.32%	28.32%	28.32%	28.32%	28.32%
Operating Expense Ratio	30.12%	30.12%	30.12%	30.12%	30.12%	30.12%	30.12%	30.12%	30.12%	30.12%
<b>Cash-on-Cash Return with Equity</b>	3.62%	9.26%	9.26%	9.26%	9.26%	9.26%	9.26%	9.26%	9.26%	9.26%
<b>Cash-on-Cash Return - Before Taxes</b>	5.94%	6.12%	6.30%	6.49%	6.69%	6.89%	7.09%	7.31%	7.53%	7.75%



## Sebring, FL – 23-Rm Budget Inn Motel

**Location:** 2803US Hwy 27 N, Sebring, FL 33870 (Highlands County)

**Property Overview** – Also located within “The City on The Circle”, the Budget Inn Motel is surrounded by boutique and gallery shopping, fine dining, plenty of golf courses and beautiful parks, to include the famous Highlands Hammock State Park, offering camping, hiking, fishing, bike/horse trails.

This Property:

- 24-Motel Rooms
- Managers Apartment: 2-Bdrm/2-Bth, Full Kitchen, Living Room w/Fireplace
- 3-Buildings (8,835 Htd SF)
- Year Built: 1952 Effective: 1986
- 1.91-acres MOL
- 27-/± Parking Spaces
- 42,500 AADT
- Zoning: C-1 Commercial

**Parcel** – S 32 34 29 070 0040 0011

This motel keeps an annual average 65%-70% occupancy with an average \$70 ADR. Current Financials include:

- Gross Revenue: \$381,973 (2024 Annualized)
- NOI: \$219,530 (2024 Annualized)

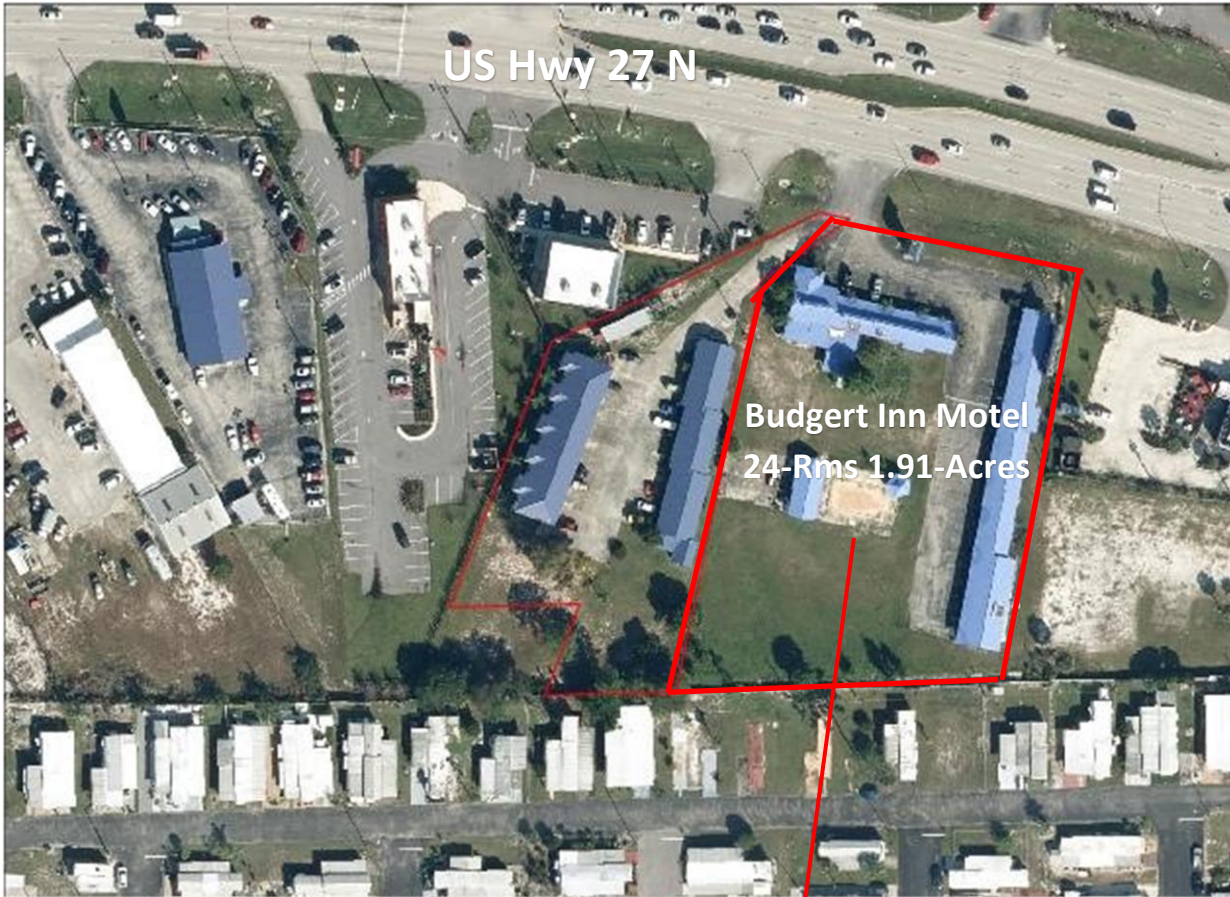
**Choice or Wyndam offering \$800,000 Key Funds for end of 2024 franchise.**

**Asking Price:** \$2,000,000



# Property Aerials

## 24-Rm Budget Inn Motel





# Property Photos

## 24-Rm Budget Inn Motel







# Financial Projections

## 24-Rm Budget Inn Motel

This projection is based on a price purchase price of \$2,000,000 for the Property. Year-1 indicates current "actual" figures at 65% occupancy, \$70 ADR. The following years include a 3% annual escalation in gross revenue and 3% annual escalation in expenses.

Rental Activity Analysis	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
<b>Potential Rental Income</b>	\$ 587,650	\$ 605,280	\$ 623,438	\$ 642,141	\$ 661,405	\$ 681,247	\$ 701,685	\$ 722,735	\$ 744,417	\$ 766,750
Less: Vacancy & Credit Losses	(205,678)	(211,848)	(218,203)	(224,749)	(231,492)	(238,437)	(245,590)	(252,957)	(260,546)	(268,362)
<b>Effective Gross Income</b>	\$ 381,973	\$ 393,432	\$ 405,235	\$ 417,392	\$ 429,913	\$ 442,811	\$ 456,095	\$ 469,778	\$ 483,871	\$ 498,387
Less: Operating Expenses	(162,443)	(167,316)	(172,336)	(177,506)	(182,831)	(188,316)	(193,965)	(199,784)	(205,778)	(211,951)
<b>Net Operating Income (NOI)</b>	\$ 219,530	\$ 226,115	\$ 232,899	\$ 239,886	\$ 247,082	\$ 254,495	\$ 262,130	\$ 269,994	\$ 278,093	\$ 286,436
Less: Annual Debt Service										
<b>CASH FLOW Before Taxes</b>	\$ 219,530	\$ 226,115	\$ 232,899	\$ 239,886	\$ 247,082	\$ 254,495	\$ 262,130	\$ 269,994	\$ 278,093	\$ 286,436

Property Resale Analysis	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
<b>Projected Sales Price</b>	\$ 1,995,723	\$ 2,055,594	\$ 2,117,262	\$ 2,180,780	\$ 2,246,204	\$ 2,313,590	\$ 2,382,997	\$ 2,454,487	\$ 2,528,122	\$ 2,603,965
Less: Selling Expenses	(59,872)	(61,668)	(63,518)	(65,423)	(67,386)	(69,408)	(71,490)	(73,635)	(75,844)	(78,119)
<b>Adjusted Projected Sales Price</b>	\$ 1,935,851	\$ 1,993,927	\$ 2,053,744	\$ 2,115,357	\$ 2,178,817	\$ 2,244,182	\$ 2,311,507	\$ 2,380,853	\$ 2,452,278	\$ 2,525,847
Less: Mortgage(s) Balance Payoff										
<b>SALE PROCEEDS Before Taxes</b>	\$ 1,935,851	\$ 1,993,927	\$ 2,053,744	\$ 2,115,357	\$ 2,178,817	\$ 2,244,182	\$ 2,311,507	\$ 2,380,853	\$ 2,452,278	\$ 2,525,847

Cash Position	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Cash Generated in Current Year	\$ 219,530	\$ 226,115	\$ 232,899	\$ 239,886	\$ 247,082	\$ 254,495	\$ 262,130	\$ 269,994	\$ 278,093	\$ 286,436
Cash Generated in Previous Years	n/a	219,530	445,645	678,544	918,430	1,165,512	1,420,007	1,682,136	1,952,130	2,230,223
Cash Generated from Property Sale	1,935,851	1,993,927	2,053,744	2,115,357	2,178,817	2,244,182	2,311,507	2,380,853	2,452,278	2,525,847
Original Initial Investment	(2,000,000)	(2,000,000)	(2,000,000)	(2,000,000)	(2,000,000)	(2,000,000)	(2,000,000)	(2,000,000)	(2,000,000)	(2,000,000)
<b>Total Potential CASH Generated</b>	\$ 155,381	\$ 439,571	\$ 732,288	\$ 1,033,786	\$ 1,344,329	\$ 1,664,189	\$ 1,993,644	\$ 2,332,983	\$ 2,682,502	\$ 3,042,506

Financial Measurements	<input type="button" value="FMV EOY - Debt EOY"/> <input type="button" value="Hide/Unhide Ratios"/>									
Capitalization Rate Based on Cost	10.98%	11.31%	11.64%	11.99%	12.35%	12.72%	13.11%	13.50%	13.90%	14.32%
Capitalization Rate Based on Resale Price	11.00%	11.00%	11.00%	11.00%	11.00%	11.00%	11.00%	11.00%	11.00%	11.00%
Break-Even Ratio	27.64%	27.64%	27.64%	27.64%	27.64%	27.64%	27.64%	27.64%	27.64%	27.64%
Operating Expense Ratio	42.53%	42.53%	42.53%	42.53%	42.53%	42.53%	42.53%	42.53%	42.53%	42.53%
<b>Return on Equity (ROE)</b>	7.77%	14.68%	14.68%	14.68%	14.68%	14.68%	14.68%	14.68%	14.68%	14.68%
<b>Cash-on-Cash Return - Before Taxes</b>	10.98%	11.31%	11.64%	11.99%	12.35%	12.72%	13.11%	13.50%	13.90%	14.32%



# Proposed Development 80-RM Mid-Level Hotel

## Sebring, FL – Proposed 80-Rm Hotel Development on 3-Acres MOL

**Location:** 2803-2805US Hwy 27 N, Sebring, FL 33870 (Highlands County)

**Parcels:** S 32 34 29 070 0040 0010, S 32 34 29 070 0040 0012 and S 32 34 29 070 0040 0011

**Proposed Development** – Combined contiguous properties offer 3.17-Acres MOL for development. C-1 Commercial zoning permits several types of developments. **The development of an 80-Rm mid-level hotel is used in this report.**

- 80-Hotel Rooms
- 2-3 Stories/36,000-40,000 SF

**Expected Development Costs:** \$11,000,000

**Land Acquisition Costs:** \$3.5M - \$4M

**Development Completion:** within 1-2 years of land acquisition

**Financial Projections** based on (fully seasoned business **within year 5**, from land acquisition):

- 70% Annual Occupancy
- \$130 ADR
- 65% Expense Ratio

**Projected Gross Revenue:** \$4,336,959

**Projected Expenses:** \$2,819,023 (65%)

**Projected NOI:** \$1,517,936

**Financial Projection Graph regarding above 80-Rm Hotel Summary (See page 13)**





# 80-RM Mid-Level Hotel 10-YR Financial Projections

**Property Acquisition  
Begin Construction**

**Construction Completed  
50% Business**

**Fully Seasoned  
70% Occupancy- \$130 ADR  
65% Expenses Ratio**

Rental Activity Analysis	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Potential Rental Income	\$	\$ 2,920,000	\$ 5,840,000	\$ 6,015,200	\$ 6,195,656	\$ 6,381,526	\$ 6,572,971	\$ 6,770,161	\$ 6,973,265	\$ 7,182,463
Less: Vacancy & Credit Losses		(876,000)	(1,752,000)	(1,804,560)	(1,858,697)	(1,914,458)	(1,971,891)	(2,031,048)	(2,091,980)	(2,154,739)
<b>Effective Gross Income</b>	\$	\$ 2,044,000	\$ 4,088,000	\$ 4,210,640	\$ 4,336,959	\$ 4,467,068	\$ 4,601,080	\$ 4,739,112	\$ 4,881,286	\$ 5,027,724
Less: Operating Expenses		(1,328,600)	(2,657,200)	(2,736,916)	(2,819,023)	(2,903,594)	(2,990,702)	(3,080,423)	(3,172,836)	(3,268,021)
<b>Net Operating Income (NOI)</b>	\$	\$ 715,400	\$ 1,430,800	\$ 1,473,724	\$ 1,517,936	\$ 1,563,474	\$ 1,610,378	\$ 1,658,689	\$ 1,708,450	\$ 1,759,704
Less: Annual Debt Service		(900,000)	(712,752)	(712,752)	(712,752)	(712,752)	(712,752)	(712,752)	(712,752)	(712,752)
<b>CASH FLOW Before Taxes</b>	\$	\$ (900,000)	\$ 2,648	\$ 718,048	\$ 760,972	\$ 805,184	\$ 850,722	\$ 897,626	\$ 945,937	\$ 995,698

Property Resale Analysis	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Projected Sales Price	\$	\$ 8,942,500	\$ 17,885,000	\$ 18,421,550	\$ 18,974,197	\$ 19,543,422	\$ 20,129,725	\$ 20,733,617	\$ 21,355,625	\$ 21,996,294
Less: Selling Expenses		(536,550)	(1,073,100)	(1,105,293)	(1,138,452)	(1,172,605)	(1,207,784)	(1,244,017)	(1,281,338)	(1,319,778)
<b>Adjusted Projected Sales Price</b>	\$	\$ 8,405,950	\$ 16,811,900	\$ 17,316,257	\$ 17,835,745	\$ 18,370,817	\$ 18,921,942	\$ 19,489,600	\$ 20,074,288	\$ 20,676,516
Less: Mortgage(s) Balance Payoff		(9,000,000)	(8,731,142)	(8,448,529)	(8,151,456)	(7,839,185)	(7,510,937)	(7,165,896)	(6,803,202)	(6,421,952)
<b>SALE PROCEEDS Before Taxes</b>	\$	\$ (9,000,000)	\$ (325,192)	\$ 8,363,371	\$ 9,164,801	\$ 9,996,560	\$ 10,859,880	\$ 11,756,045	\$ 12,686,398	\$ 13,652,336

Cash Position	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Cash Generated in Current Year	\$ (900,000)	\$ 2,648	\$ 718,048	\$ 760,972	\$ 805,184	\$ 850,722	\$ 897,626	\$ 945,937	\$ 995,698	\$ 1,046,951
Cash Generated in Previous Years	n/a	(900,000)	(897,352)	(179,304)	581,667	1,386,851	2,237,573	3,135,198	4,081,136	5,076,833
Cash Generated from Property Sale	(9,000,000)	(325,192)	8,363,371	9,164,801	9,996,560	10,859,880	11,756,045	12,686,398	13,652,336	14,655,321
Original Initial Investment	(6,000,000)	(6,000,000)	(6,000,000)	(6,000,000)	(6,000,000)	(6,000,000)	(6,000,000)	(6,000,000)	(6,000,000)	(6,000,000)
<b>Total Potential CASH Generated</b>	\$ (15,900,000)	\$ (7,222,544)	\$ 2,184,067	\$ 3,746,468	\$ 5,383,411	\$ 7,097,452	\$ 8,891,244	\$ 10,767,533	\$ 12,729,170	\$ 14,779,105

Financial Measurements	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Debt Coverage Ratio (DCR)	-	1.00	2.01	2.07	2.13	2.19	2.26	2.33	2.40	2.47
Loan-to-Value Ratio (LVR)	0.0%	97.6%	47.2%	44.2%	41.3%	38.4%	35.6%	32.8%	30.1%	27.4%
Capitalization Rate Based on Cost	0.00%	4.77%	9.54%	9.82%	10.12%	10.42%	10.74%	11.06%	11.39%	11.73%
Capitalization Rate Based on Resale Price	0.00%	8.00%	8.00%	8.00%	8.00%	8.00%	8.00%	8.00%	8.00%	8.00%
Break-Even Ratio	0.00%	69.91%	57.70%	57.35%	57.00%	56.67%	56.34%	56.03%	55.72%	55.42%
Operating Expense Ratio	0.00%	65.00%	65.00%	65.00%	65.00%	65.00%	65.00%	65.00%	65.00%	65.00%
<b>Return on Equity (ROE)</b>	-265.00%	0.00%	0.00%	18.68%	17.86%	17.15%	16.52%	15.96%	15.46%	15.02%
<b>Cash-on-Cash Return - Before Taxes</b>	-15.00%	0.04%	11.97%	12.68%	13.42%	14.18%	14.96%	15.77%	16.59%	17.45%

# Proposed Development 80-RM Mid-Level Hotel





# COMMERCIAL REAL ESTATE



## MEDIA SERVICES

**TURN YOUR PROPERTY INTO A  
COMMERCIAL REAL ESTATE SHOW!**

- TOP OF THE LINE VIDEO/PHOTOGRAPHY
- DYNAMIC AERIAL DISPLAYS
- 3-D MODELING/VIRTUAL TOURS
- VIRTUAL ENHANCEMENTS/STAGING
- PROPERTY CONVERSIONS
- PROFESSIONAL & EXCITING NARRATION

We're a media company partnered with a commercial real estate firm.

We understand what it takes to promote commercial property!

Check us out on our YouTube Channel:

## COMMERCIAL INC

**COMMERCIAL INC - CRES CORP INTERNATIONAL**

Then give us a call to see what we can do with your property!

**Jerome Rivas: 786-312-6576    Benny Spensieri: 813-391-1545**



*From this...*



*to this...*



*...to this!*

*After you sell your property you have two choices - Pay Yourself or Pay the Government?*

*Capital Gains Taxes will have to be paid – Unless...*

## **1031-Exchange**

*Did you know you can defer paying your Capital Gains taxes on the money you earn from the sale of your Property by simply buying another Property through a 1031-Exchange?*

*CRES Corp International has successfully assisted our Clients who have gone from owning duplexes and quadraplexes to owning:*

- **Apartment Complexes**
- **Hotels/Resorts**
- **Retail Strip Centers**
- **Office Complexes**
- **Medical Centers and more!**

**UP YOUR GAME WITH A 1031-EXCHANGE!!!**





## Commercial Financing Arrangement

CRES Corp International assists our Clients with the provision of project funding:

- Acquisition Funding
  - Multi-Family
  - Hotels
  - Retail
  - Healthcare
  - Medical
- Development Funding

Our Company strives to beat the current loan products offered by financial institutions, private capital and other lending resources. We bring the best loan scenarios to our Clients:

- Lower Interest Rates
- Higher Leverage
- Longer Terms
- Non-Recourse
- No Prepayment

For further information on financing contact

**Brian Hartman**, Director, Financing Division – 561-633-8971 or [Brian.Hartman@CRESCorpINTL.com](mailto:Brian.Hartman@CRESCorpINTL.com)



## Commercial Real Estate & Financial Services

CRES Corp International, LLC (CCI) is a Commercial Real Estate firm offering brokerage, finance and management services.

Our unique business model brings to our property owners and investors the means to get transactions completed where all parties are satisfied.

CRES Corp International offers the **Preferred Investor Program (PIP)**, where our Clients receive the following benefits:

### Property Owners

- No Exclusive Listing Agreement
- Property introduced only to Pre-Qualified Investors who:
  - Have Sufficient Funds for RE Purchases
  - Have Experience in Investing
  - Make Reasonable Offers

### Investors

- Receive Information on "Off-Market" Property
- Receive information on "Pre-Listed" Property
- Minimal Competition
- Great Price on their RE Purchases

CRES Corp International specializes in the following commercial property:

- Apartments
- Hotels
- MHP/RV
- Office Buildings/Complexes
- Medical Offices & Centers
- Vacant Land (Development)

**For further information contact Benny Spensieri – 813-391-1545 or [Benny@CRESCorpLLC.com](mailto:Benny@CRESCorpLLC.com).**