SHOPOFF | REALTY INVESTMENTS

CELEBRATING 30 YEARS OF TRANSFORMING OPPORTUNITY INTO VALUE

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Shopoff Realty Investments Celebrates 30-Year Milestone

Building and maintaining a successful business for 30 years in any industry can be challenging, and navigating the up and down cycles of the commercial real estate market can present additional obstacles. Irvine, Calif.-based Shopoff Realty Investments has not only persevered for more than three decades, but has thrived and built a world-class reputation. The company has grown, matured and is tackling larger scale projects, all while creating accretive value for its investors, employees and local communities.

Founded by Bill and Cindy Shopoff in 1992, Shopoff Realty Investments specializes in transforming underutilized, undervalued or mismanaged real estate into more attractive and valuable assets. “Our focus, and frankly where we excel, is to take challenging assets and figure out how to extract the highest value from them. Where others might see a vacant piece of land or blighted property, we see homes and apartments where people can raise their families,” says Bill Shopoff, president and CEO of Shopoff Realty Investments.

Over the past three decades, Shopoff Realty Investments has accumulated an impressive track record of results. The firm has been responsible for more than 1,000 full cycle assets where assets were purchased, strategies were successfully executed and then assets were sold. Senior management has entitled more than 21 million square feet of commercial property and 28,000+ residential lots/units, managed more than 320 public and private offerings and participated in nearly 8,000 real estate acquisition, lease and development transactions with an aggregate value in excess of $27 billion.

“I would say the secret to the success of Shopoff Realty Investments is tenacity and knowing that if we want to do it, we can do it,” says Cindy Shopoff, executive vice president of operations. “That means not stopping or walking away if a project runs into delays or setbacks. The company has learned to find a way to solve problems or pivot to find alternative solutions,” she adds.

Recognizing opportunities

The bedrock of the business for the past 30 years has been the ability to see opportunities to create value in distressed assets and challenging situations. Founder Bill Shopoff got an early taste for real estate deal-making. As a business student at the University of Texas at Austin in the early 1980s, he decided to get a side job and obtained a real estate license, and in between classes, he started selling homes. After earning his MBA in finance and accounting, he recognized that the job offers he was getting weren’t nearly as good as the real estate commissions he was making. He also liked being his own boss.

Bill and Cindy founded the original company, Asset Recovery Fund, in 1992, with an initial focus on buying distressed debt from the Resolution Trust Corporation (RTC). “We figured out ways to do things that others couldn’t really understand,

Entitlement & Repurposing of Land: Uptown Newport

Shopoff Realty Investments transformed this former office and industrial site into the Uptown Newport master development, a mixed-use residential village that serves the city’s growing demand for housing. The company acquired the 25-acre site and brought it through a complex entitlement process, receiving city approval in 2013 to build 1,244 residential units along with 11,500 square feet of retail space. Shopoff Realty Investments also built a 1-acre park at its own cost, which it dedicated to the community, and has plans to build a second park in phase two of development.

and that has carried forth to this day," says Shopoff. The company has grown and evolved and focuses on a variety of property sectors, including multifamily, retail, office, industrial, land and hospitality.

Today, Shopoff Realty Investments is actively pursuing investment opportunities across the U.S. with an emphasis on the Western states. The company's three main focus areas are the entitlement and repurposing of land, repositioning of commercial assets, and new development. "Our team pursues the highest and best use for all our properties, focusing on enhancing communities and neighborhoods, fostering long-term partnerships and producing event-driven appreciation. This strategy has allowed us to thrive through numerous market cycles," says Bill Shopoff.

Focus on people

Bill Shopoff is quick to credit the people around him for the company's success, starting with his wife Cindy. Over the past 35-plus years, the two have been both life and business partners. "She is really the glue that binds the company together. She plays a key mentorship role, understands what's going on with people, and has had great vision for the business," says Bill Shopoff.

Shopoff also recognizes that he doesn't need to be the smartest guy in the room. "I made a decision several years ago – after really trying to be that person – that if I wanted the company to grow and prosper and be the best company it could be, I needed to hire smarter people than I was and embrace that intelligence," he says.

"Intrinsically, Shopoff Realty Investments is a real estate company, but it's a company of exceptional people who know how to execute on strategies and deliver results," adds Daniel Oschin, Shopoff Realty Investments' chief strategy officer. "Regardless of the difficulties we face in a situation, we do a great job of finding productive solutions. We're a solutions-oriented company for the benefit of everyone involved," he says.

The Shopoffs have not only built a strong company, but a strong team and culture where people matter, whether it is employees, investors or the people within the communities where our properties are located. "You can see a lot about a person or a company by how they treat people when things are tough. One of the things I can say about Shopoff is that in up and down markets we always communicate, we always work with people, and we find a way to make things successful. That is a cornerstone of what we do," says Oschin.

Adding value to communities

A core part of the mission of Shopoff Realty Investments is to create value for the communities it serves. The company works to make sure its goals for a project align with the overall city plan and residents' needs, working closely with each municipality every step of the way. This close collaboration with communities allows the company to have a positive impact, such as removing dilapidated, unused or obsolete buildings, creating new parks and open space and increasing city tax revenue.

One of the many projects that highlights that commitment is the Uptown Newport project. Shopoff Realty Investments acquired 25 acres in Newport Beach that was originally on the periphery of a business district, with mainly office and industrial uses. The company brought the property through a complex

Repositioning of Commercial Assets: Los Alisos Village

Shopoff Realty Investments purchased the Los Alisos Village Center in the City of Mission Viejo in 2015. The 31,000-square-foot neighborhood shopping center was dated and in need of significant exterior renovations. Shopoff completed a full rehabilitation of the property, renewed existing tenants at market rents and added new high-quality tenants to improve occupancy and raise the value of the property. Shopoff sold the bulk of the property in December 2020 and a remaining 0.67-acre parcel in April 2022. Shopoff paid $11.5 million in October 2015 and sold the property in two parts, for a cumulative total of $18 million.

New Development: Dream Las Vegas

Dream Las Vegas is a development project situated on a prime 5.25-acre site on the Las Vegas Strip. Shopoff Realty Investment acquired the site in a joint venture with Contour Real Estate in February 2020. In October 2021, the partners secured the necessary entitlements to build a 20-story, full-service resort hotel that will feature 525 rooms and suites, gaming, dining and nightlife venues, a pool deck, retail experiences, meeting rooms and a fitness center. Branded and managed by the Dream Hotel Group, the project is set to break ground this summer and be completed in third quarter of 2024.

Parkhouse Residences Groundbreaking Event

In May 2021 Shopoff Realty Investments broke ground on Parkhouse Residences at Uptown Newport, a $90 million luxury condominium development and part of the master-planned community of Uptown Newport in Newport Beach. Bill and Cindy Shopoff.

entitlement process and received city approval in 2013 to build 1,244 residential units along with 11,500 square feet of retail space. Shopoff Realty Investments also built a 1-acre park at its own cost, which they dedicated to the community, and has plans to build an additional park in phase two of development. Shopoff had the vision to transform this underutilized and unattractive acreage into a thriving, beautiful, mixed-use residential village that would better serve the city as the demand for housing in California far outpaces supply.

“Over the past 30 years, one of the accomplishments that I’m proudest of is creating tens of thousands of residential lots and units across the state of California, which as many people know, has a serious shortage of housing,” says Cindy Shopoff.

Building for the future

One of the important lessons Bill Shopoff has learned over the years is that every down cycle is eventually followed by a recovery. “So, when others are a bit fearful and move to the sidelines, we often see it as an ideal time to be in motion and active in the investment market,” says Shopoff. “Another important aspect is understanding the long-term nature of the real estate business. There is always going to be some ebb and flow to market cycles, but every cycle is inherently different. Being able to understand changes in the marketplace is key to identifying investment opportunities. When there are downturns in the market, there are definite opportunities. You just have to be prepared to act on them and have the expertise to execute on them,” says Shopoff.

It is that strategy that has led Shopoff Realty Investments to one of its most visible projects to date. During the height of COVID-19, many investors were wary of making new investments in hotels, let alone hotels in major tourist destinations, but Shopoff saw an opportunity to make a big move. The company acquired a prime 5.25-acre site on the Las Vegas strip along with joint venture partner Contour Real Estate in February 2020 and is moving forward with its Dream Las Vegas development project. Shopoff and Contour have completed the preliminary design for the Dream Las Vegas development project, and in October 2021 they secured the necessary entitlements to build a 20-story, full-service resort hotel. The project will feature 525 rooms and suites, gaming, dining and nightlife venues, a pool deck, retail experiences, meeting rooms and a fitness center. This project, branded and managed by the Dream Hotel Group, is expected to break ground in June of this year and is set to be completed in the fourth quarter of 2024.

“Looking back over the past 30 years, I’m most proud of the team we have at Shopoff. It’s the best team we have ever had. I’m also proud of the things we are doing right now, trying to innovate investment products and build communities,” says Shopoff. “I think that’s the thing I like the most about my job, either taking something that’s broken and fixing it, and adding value to the community that way, or taking land from scratch and building a community.”

1992 to present as Asset Recovery Fund, Eastbridge Partners and Shopoff Realty Investments (formerly known as The Shopoff Group). William Shopoff is the founder and principal of all these entities. Performance has varied in this time frame, with certain offerings generating losses that are detailed in the PPM track record. Past Performance is not indicative of future results.
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Grand Opening of Uptown Newport Park

On March 18, 2022, Shopoff Realty Investments held a special event to celebrate the opening of its Uptown Newport Park. The 1-acre park is part of the first phase of development of Shopoff’s masterplan community, Uptown Newport. Supervisor Lisa Bartlett, Newport Beach Mayor Kevin Muldoon, Shopoff Realty Investments President and CEO Bill Shopoff, and Supervisor Katrina Foley helped kick off the festivities with a ribbon cutting.

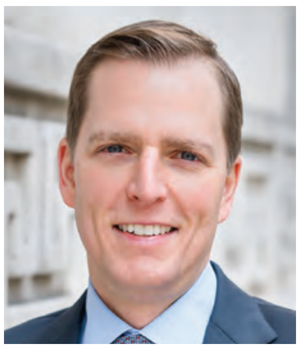
Members of the Shopoff team along with Lee Rocker and his band at the Uptown Newport Park Opening Event.

WALKER & DUNLOP

Navigating the BFR Boom: Common Questions, Expert Answers, and Next Steps

With a 444% surge in investment over the past year, one commercial real estate sector cemented its place in headlines, deal books, and balance sheets: Build-for-Rent (BFR).

In 2021, more than $50 billion in capital from large institutional investors, banks, government-sponsored entities (GSEs), and more flocked to single-family homes built from the ground up for renters. Behind this boom lies a convergence of trends. As skyrocketing real estate prices made purchasing a home more difficult for people nationwide, BFR properties offered these thwarted homeowners a yard, garage, and neighborhood experience. When COVID-19 lockdowns kept people homebound for weeks, then months, tenants swapped compact apartments and dense neighborhoods for the expanded living space offered by single-family rentals.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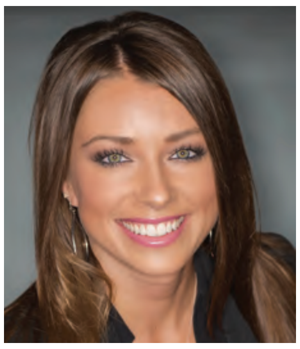
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Zelman & Associates has analyzed the sector for over a decade, and Walker & Dunlop, which acquired Zelman & Associates in 2021, is a leader in the BFR and single family rental (SFR) space with over 100 deals completed, $1.8 billion closed, and $3.75 billion in the pipeline.

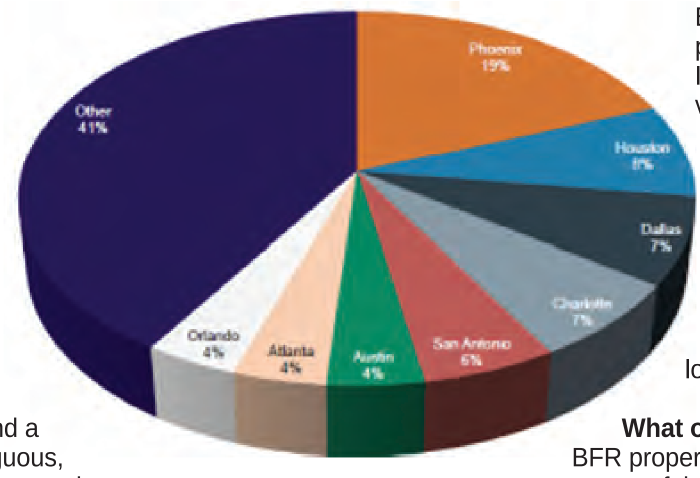
Single-family rental homes have always been a critical component of housing, according to Walker & Dunlop Executive Vice President Dennis McGill, and build-for-rent communities are an evolution stemming from increased institutional capital targeting the asset class. Importantly, financing sources have gotten more comfortable with the product. While the need for construction lenders still exists, banks, debt funds, GSEs such as Fannie Mae and Freddie Mac, and even life companies have gotten into the mix—and grown more aggressive with pricing and leverage.

According to Zelman & Associates' Single-Family Rental Survey, $18 billion has been deployed for BFR communities in development and lease-up and another $64 billion committed to future communities.

How can multifamily developers of all sizes get their piece of the BFR pie and maximize their investment?

Walker & Dunlop's BFR experts, including Dennis McGill, Shannon Hersker, and Heather McClure, weigh in on a Q&A.

Notable Concentrations of BFR Activity:
Phoenix accounts for nearly 20% of total BFR pipeline



Which is better: single-plot or multi-parcel properties? Is there a minimum unit size?
GSEs are willing to finance both types of properties and a range of unit sizes as long as the properties are contiguous, purpose-built, and look like a cohesive community. Many equity groups prefer multi-parcel properties because this option gives them multiple exit strategies. Some municipalities have a strong preference for single-plot or multi-parcel.

It's important to carefully consider the pros and cons of a chosen approach in terms of tax and costs, and to seek expert counsel in these areas. BFRs can get complicated tax-wise, particularly with individual plots. Those developing a multi-parcel property may want to include options on the back-end for breaking up the property.

How does the BFR development timeline compare to that of a multifamily garden product?
BFR construction is typically faster, as it generally takes less time to build a single home compared to a multi-unit garden property with stairs and multiple access points to consider.

Lease-up tends to take less time as well because BFR units can be delivered on a roll-up basis, whereas delivery of multifamily units inherently takes place in "chunks."

How do you structure debt financing through multiple phases of closing?
Some lenders have issues with closing financing in phases or not having control of the HOA. Walker & Dunlop addresses this by serving as the HOA declarant and works with lenders who are willing to lend in tranches and are able to fund structured tranches.

For BFR townhome properties, which is more important: a primary bedroom on the main floor or a garage?
The garage is definitely more important. Renters choose a BFR property for the garage—for extra storage and hobby space as well as their car—as well as a fenced, private back yard where they can host barbeques, send the kids outside to play, and let their dog run off the leash.

How does underwriting for BFR differ from multifamily underwriting?
Many of the analyses in areas like income are the same, as are many of the expenses: utilities, insurance, administrative, advertising, and payroll, to name a few. In terms of differences, the lower density of BFR properties increases landscaping costs and impacts land valuations, and historical comparable data for areas like repairs and maintenance may be limited.

BFR properties tend to have lower turnover rates: closer to 30% compared with the 40%-50% for multifamily in 2018-2019. (During the past two years of the COVID-19 pandemic, multifamily turnover dropped to one third. Public REITs reported turnover of approximately 45% in 2021.) But higher turnover costs—sometimes 30%-40% higher—may erode these cost savings.

It's important to keep in mind that BFR is a relatively new property type, with limited historical data and comparables in areas like expenses and rent. This may pose underwriting challenges, depending on your market and lending partner.

What about replacement reserves?
Replacement reserve requirements tend to be lower for BFR properties, with components that differ from multifamily properties, such as central vacuums and power washing. As most BFR assets are newer properties, big-ticket maintenance items won't drive up these reserves until these properties age—say 10-20 years from now.

What about appraisals?
Be aware of and prepared for tax implications, particularly in the case of individual detached homes. In these cases, appraisers may be looking at home values in adjacent areas and neighborhoods, which are typically higher.

BFR and traditional multifamily properties are similar in many areas of asset management, such as inspection protocols, payment tax, and insurance impounds. With multiple properties in a BFR portfolio, however, insurance monitoring could be more complex, and property inspections may take longer to complete.

What on-site employees does a BFR property need?
BFR properties require on-site staffing during lease-up for management of the site, construction, and curb appeal. After lease-up and during stabilization, staffing depends on the size of the community. Properties with fewer than 170 homes typically do not require on-site management. Invest instead in fleet vehicles for maintenance and a customer care service and/or resident portal for renters. Owners can administer leasing activities through their central headquarters or an online service.

Compared with multifamily renters, BFR residents typically place less priority on maintenance and concierge services and are willing to do more of their own repairs. BFR tenant leases can be structured to give residents more responsibility—over interior repairs such as a clogged drain, for example—while the property owner takes care of landscape management for a fee. In the BFR market, such landscaping services are an opportunity for ancillary income, as are smart home technologies and services.

Contributors:
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Shannon Hersker, Capital Markets Director at Walker & Dunlop
Heather McClure, Capital Markets Senior Director at Walker & Dunlop

About Walker & Dunlop
Walker & Dunlop is one of the largest providers of capital to the commercial real estate industry, enabling real estate owners and operators to bring their visions of communities — where Americans live, work, shop and play — to life. The power of our people, premier brand, and industry-leading technology makes us more insightful and valuable to our clients. With over 1,000 employees across every major U.S. market, Walker & Dunlop has consistently been named one of Fortune's Great Places to Work® and is committed to making the commercial real estate industry more inclusive and diverse.

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Insurance Coverage for Business Litigation

Corporate executives, business litigators and in-house counsel should acquire a legal understanding of insurance law if they are involved in any type of litigation. Insurance coverage concepts and principles cut across virtually every field of litigation — business litigation, intellectual property, employment law, products liability, real estate, corporate disputes and a broad spectrum of other contexts. An executive or counsel who has insurance expertise is a powerful asset for any company. For example, if liability insurance coverage for a complex litigation lawsuit is triggered, it is like finding gold in the backyard.

In this article, I will summarize some of the insurance principles that arise in a wide variety of commercial litigation contexts. Properly applied, these principles can bring a company millions of dollars in insurance benefits.

1. Fundamental Insurance Principles for Commercial Litigation

Through a variety of insurance rules and principles, general liability insurance policies provide coverage for an incredibly broad variety of business lawsuits. The full spectrum of commercial litigation that is potentially covered by insurance is frequently misunderstood by even very sophisticated business people, many of whom view insurance policies in a very literal and one-dimensional manner.

The reality is that general liability policies can potentially provide coverage for virtually every type of commercial litigation lawsuit, through coverages such as advertising injury and personal injury. These include business litigation lawsuits such as copyright and trademark infringement, misappropriation of trade secrets, unfair competition and many others.

Even business lawsuits that center on allegations typically not covered by general liability policies - - such as breach of contract, fraud, shareholder or partnership disputes and wrongful termination - - nevertheless frequently involve secondary allegations of defamation, disparagement, invasion of privacy or related torts which do implicate insurance coverage. See Buss v. Transamerica (1997) 16 Cal.4th 35.

In addition, there is a wide plethora of specialized insurance policies that cover commercial litigation scenarios. These include Director & Officer, Error and Omission, Intellectual Property, Employment Practices Liability and numerous other types of policies.

In order to obtain full coverage for these claims and maximize insurance benefits, a company must aggressively pursue such benefits with a highly experienced defense counsel who has significant expertise and experience in maximizing insurance coverage. If a corporation does not aggressively pursue its insurance benefits, they will likely ultimately be denied or minimized.

2. Tender Early/Tender Often

It is black-letter law that an insurance company's duties to provide coverage for third party liability claims are not triggered until the policyholder tenders the claim to the insurer. Thus, it is absolutely critical to tender all lawsuits, arbitration demands, regulatory complaints and other legal proceedings to all insurance companies. Even threats to sue or other contentious communications need to be reported to the insurance company as potential claims.

Ultimately, there are many negative things that occur because of a failure to tender, or a delayed tender.

First, the company will likely not be able to recover any defense fees incurred pre-tender.

Second, the policy may have "claims made and reported" deadlines which require notice within the policy periods or shortly thereafter.

Third, even if the policy does not have such reporting deadlines, a carrier may argue that it has been substantially prejudiced by late notice, and deny the claim.

3. Duty to Defend

The duty to defend is the most important concept in liability insurance. If there is one fundamental principle that corporate clients and their defense counsel must understand and appreciate, it is the duty to defend.

Black letter California law requires an insurer to immediately defend its insureds if the allegations in the complaint fall within, or may potentially fall within, the scope of coverage provided by the terms and definitions of the policy. Gray v. Zurich Insurance Co. (1966) 65 Cal.2d 263.

Triggering the duty to defend can result in a significant shift of power in litigation. It can provide a defendant significant leverage against a plaintiff, as suddenly a company's defense fees are being paid by an insurer. For complex cases, such a benefit can be worth millions of dollars.

In light of the critical importance of the duty to defend, this issue frequently becomes the first battlefield between insurer and insured. Insurers file declaratory relief actions seeking judicial resolution of difficult coverage issues, to try to terminate the duty to defend. Policyholders initiate bad faith complaints arising from the insurer's wrongful refusal to defend.

4. The Insurance Magic of the Cross-Complaint

Many defendants in business litigation cases file cross-complaints against the plaintiff, often in a knee-jerk or mirror-image fashion. Corporations and their counsel must understand the profound impact such a cross-complaint will have on the litigation. When a cross-complaint is filed by a defendant, the plaintiff must immediately tender the cross-complaint to its insurance company for coverage. An insurance company has duty to defend a cross-complaint if the allegations are potentially covered.

By obtaining insurance coverage for a cross-complaint filed against it, a plaintiff can pay for and subsidize much of the attorney's fees and costs it incurs for prosecuting its plaintiff's case, as such fees and costs are inextricably intertwined with purely defense related fees. Moreover, all of the defense fees for the cross-complaint are also paid for.

In fact, in many cases, a cross-complaint may not even be necessary to trigger the duty to defend of the plaintiff's insurance carrier. A critical but rarely appreciated California Supreme Court opinion entitled Construction Protective Services, Inc. v. TIG Specialty Ins. Co. (2002) 29 C.4th 189, 126 Cal. Rptr. 2d 908, stands for the proposition that certain affirmative defenses whereby a defendant seeks an offset against the plaintiff's damages may constitute a claim under the plaintiff's insurance policies, thereby triggering the duty to defend even when no cross-complaint is filed.

5. Independent Counsel

One of the most important principles in California insurance law is the right to independent counsel. A corollary of the duty to defend, California Civil Code section 2860 imposes a mandatory duty upon insurers to provide independent counsel when the resolution of a third party claim bears directly on the outcome of the coverage dispute between the insurer and its insured. San Diego Navy Fed. Credit Union v. Cumis Ins. Society, Inc. (1984) 162 Cal.App.3d 358, 364.

Corporations and their counsel must recognize the situations under which the right to independent counsel is triggered, as well as the practices and procedures which are required to demand and obtain independent counsel. Further, after a company has successfully obtained the right to independent counsel, the real work begins. Outside counsel must act as both defense counsel and coverage counsel for the lawsuit. Having defense counsel with insurance law expertise is the very essence of the Cumis doctrine. Independent counsel must provide an aggressive and comprehensive defense of the third party claims while at the same time maximizing the insurance benefits available to the client.

6. Mediation and Settlement

A fundamental axiom of litigation is that insurance settles cases. Virtually every settlement of a lawsuit involves insurance and insurance issues. In fact, the large majority of settlements are paid by insurance money. Further, insurance coverage, bad faith, duty to defend and insurance defense issues are frequently the catalysts for settlement. The bottom line is that insurance frequently controls the settlement dynamic and decisions in mediation.

7. Conclusion

As demonstrated above, expertise in insurance law is an extremely powerful weapon for corporations and their counsel. Insurance issues and principles arise in virtually every field of commercial litigation. An executive or counsel handling litigation matters for a corporate client who is an also an expert in insurance law can bring millions of dollars of insurance benefits to their company.

Bio of Edward Susolik

Edward Susolik is the managing partner of Callahan & Blaine, an Orange County boutique litigation firm with 28 attorneys. Mr. Susolik has handled over 1000 insurance law disputes in his 32 years of practice on behalf of policyholder clients. He has been an adjunct professor of Insurance Law at USC Law School and is an editor of the Rutter Guide on Insurance Litigation, the leading book in California on insurance law. Mr. Susolik has been named one of the "Top 100 Attorneys in Southern California" by Super Lawyers every year from 2010 to 2022. He can be reached at (714) 241-4444. Callahan & Blaine's web site is found at www.callahan-law.com.

Congratulations to Bill, Cindy and Everyone at Shopoff Realty Investments on Your 30th Anniversary!

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Callahan & Blaine was established in 1984.

All 28 of Callahan & Blaine's attorneys have a minimum of 10 years of litigation experience, and many have 15-30 years of seniority, with significant trial experience.

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PARKHOUSE
RESIDENCES AT UPTOWN NEWPORT

Parkhouse Residences in Newport Beach is Over 50% Sold as Construction is Well Underway

Local Developers Shopoff Realty Investments Make Their Mark on the City's Newest Luxury Condos

Shopoff Realty Investments, a leading national real estate and investment firm based in Irvine, is well underway with construction on the highly anticipated Parkhouse Residences, the only brand-new luxury condominium development of its kind on the horizon for Newport Beach.

With the community over 50% sold, demand has been high for this selection of residences priced from the $2 millions to over $4 million. Part of the $1.25 billion master-planned community of Uptown Newport, located near Jamboree Road and MacArthur Boulevard, Parkhouse is comprised of five, five-story buildings featuring a limited collection of 30 homes with a combination of three-bedroom, half-floor flats and two-story penthouses. Set beside a secluded park and the Back Bay Nature Preserve, the boutique enclave is the culmination of nearly a decade of design and planning in order to create a thoughtful and timeless experience.

"Parkhouse Residences is a passion project fueled by the desire to cater to the California lifestyle that blends refined style with effortless living," said Bill Shopoff, president and CEO of Shopoff Realty Investments. "Bringing these brand-new, luxurious residences to homeowners in the Newport Beach market is a milestone moment and one that has been exceptionally well-received."

With residential interiors by internationally acclaimed and locally adored Blackband Design, Parkhouse is the epitome of sophisticated coastal chic living, with oversized windows and seamless terraces, that usher in Southern California's iconic light and ocean breezes. The great room of each condominium home is designed to flow effortlessly onto the terrace, separated only by dramatic triple-sliding window walls. Anchored by a central fireplace, the homes at Parkhouse are both warm and open. The centrally located kitchen is an art piece unto itself. Designed as a dazzling complement to the great room, the grand kitchens are intended for the casual cook, the serious entertainer and everyone in between. Finished in custom millwork and countertops, and outfitted in the latest appliances, every detail of the kitchens were meticulously hand selected and positioned to optimize functionality and space. Light-filled, oversized primary suites are tucked away for privacy from the great room and feature windowed five-fixture bathrooms and spacious walk-in closets.

Effortless living extends to thoughtful amenities too including a lap pool and hot tub, a resort-inspired cabana, a state-of-the-art fitness center, private garages, direct elevator entry and, just outside, Parkhouse's namesake – the pristine one-acre Uptown Park, a shaded, grassy village green.

The Parkhouse Residences sales and design gallery, located at 4440 Von Karman Ave, Suite 240 in Newport Beach, is open to the public by private appointment. Polaris Pacific, the leading real estate sales and marketing group for new residential communities, is handling the sales and marketing for the community. To book a private appointment, call (949) 651-6000 or email info@parkhouseresidences.com. For more information visit ParkhouseResidences.com.

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bakertilly

Baker Tilly's Alliance with Shopoff

Baker Tilly is excited to celebrate the 30th anniversary of Shopoff Realty Investments. We are honored to partake in this incredible moment that commemorates such an achievement of our longstanding client here in Orange County.

"For nearly 16 years, we have been fortunate enough to work with Shopoff as one of our long-standing clients, and we are thrilled to continue our support of their business to help them grow and thrive for many years to come," Ahmed Hamdy, Baker Tilly's audit and assurance leader, said.

Baker Tilly is a leading advisory, tax and assurance firm located throughout the US, dedicated to building long-lasting relationships and helping our clients win now and anticipate tomorrow. It is our entrepreneurial spirit and commitment to progress that has helped to make us the advisory CPA firm of the future, today. As Value Architects™, we draw upon our natural sense of curiosity to uncover new opportunities with our clients that enhances and protects their value.

Our goal is to further assist real estate developers, owners, investors and property managers navigate a rapidly changing landscape across all segments of the industry —commercial, residential, hospitality, medical, retail, industrial and mixed use.

Baker Tilly is here to be a resource for the Orange County community when accounting, compliance or advisory needs arise.

Jackson Tidus
A LAW CORPORATION

Happy 30th Anniversary to Shopoff from Jackson Tidus

For more than 30 years, Shopoff Realty Investments has transformed real estate projects into more attractive and valuable assets, by focusing on the entitlement and repositioning of various types of real estate assets – raw land, improved land with existing infrastructure, assets that have an existing commercial use, or assets that have a combination of commercial and other components. Jackson Tidus has had the privilege to represent Shopoff Realty Investments in a multitude of top tier residential, commercial, and industrial projects in California and New Mexico. At Jackson Tidus, it is our pleasure to provide clients like Shopoff Realty Investments experienced land use, subdivision, real estate, insurance, and litigation advice and solutions to advance their goals and interests. The success of Shopoff Realty Investments is due to its innovative, experienced and forward thinking team, starting at the top. Bill Shopoff, President and CEO at Shopoff Realty Investments, is a renowned leader in the real estate industry. Bill has more than 40 years of expertise, including the acquisition, development and sale of thousands of new and redeveloped residential and commercial properties throughout the United States. In addition to his industry experience, Bill has been a top fundraiser for the past 20 years for the AIDS LifeCycle, a 585-mile bike ride from San Francisco to Los Angeles. We have valued and enjoyed our longstanding relationship with Bill Shopoff and Shopoff Realty Investments over the years, and we look forward to many more years of success. Congratulations to Bill and Cindy Shopoff, and the entire Shopoff Realty Investments team, on this 30th Anniversary!

About Jackson Tidus: Jackson Tidus is a full service business law firm based in Irvine, California. The Firm's primary practice areas include Real Estate, Land Use, Subdivision, Litigation, Insurance, and Corporate. The strengths of our Firm are the experience and knowledge or our attorneys, the specialized attention that is afforded to each of our clients and our commitment to the community. It's our people that make our Firm exceptional. Each of our attorneys brings extensive legal and real world experience and knowledge, together with a wealth of accomplishments and proficiency in addressing our clients' unique challenges and goals. The attorneys at Jackson Tidus are valued leaders in the community. We believe that it is essential that our attorneys give back to the communities in which they serve. Whether legal, industry or community based, Jackson Tidus and its attorneys support a variety of nonprofit organizations through membership, board service and financial contributions. www.jacksontidus.law

DAVID EVANS AND ASSOCIATES INC.

Experience the DEA Difference

David Evans and Associates, Inc. (DEA) offers a full spectrum of engineering consulting services. For more than 45 years, we have provided imaginative designs that balance growth with environmental sensibility. Today, our land development experts not only thoughtfully design residential communities, we find workable, creative solutions for complex land development projects, including industrial and transit-oriented development; commercial, retail, and entertainment projects; parks and recreation facilities; streetscapes; and master planned communities. We also excel at redevelopment. Converting blighted industrial areas into attractive mixed-use communities, mineral extraction sites into clean industry locations, and industrial waterfronts into gathering places is the kind of work that speaks to DEA's core purpose of improving the quality of life while demonstrating stewardship of the built and natural environments.

DEA has served our Southern California community in several exciting and impactful projects. Most recently DEA served as the Civil Engineer of Record for Mr. E. Stanley Kroenke's new SoFi Stadium, home for both the Los Angeles Rams and Los Angeles Chargers. It is the largest stadium in the NFL serving as a global sports and entertainment destination, served as the venue for Super Bowl LVI, and will serve as venue for the Opening and Closing Ceremonies of the 2028 Olympic Games, having won over a dozen awards including the ASCE California Architectural Engineering Project of the Year!

For more information, please visit our website at www.deainc.com or contact Deering Volkmann Viola at dvolkmann@deainc.com or 213.337.3942.

JZMK PARTNERS

Congratulations to Shopoff Realty Investments From JZMK Partners


The Pines at Sunrise Village

Congratulations to the Shopoff team for celebrating 30 years of success! JZMK Partners is proud to have been involved with Shopoff Realty Investments over the past 10 years, working on a variety of residential multi-family and mixed-use projects. JZMK has provided design, planning and entitlement services for more than 20 Shopoff projects all throughout California. This partnership has yielded numerous design and planning projects that have led to highly successful and inspirational communities. We have also enjoyed the charismatic and gracious nature of the company under the leadership of Bill Shopoff, Brian Rupp, James O'Malley and their great team of development managers.

Shopoff has provided many strategic real estate opportunities that JZMK Partners has collaborated on in conjunction with the full Shopoff team of consultants. Among these are the recent Lincoln at Euclid Townhome project in Anaheim, and current involvement in the redevelopment of a Fullerton commercial center as a Multi-Use residential and commercial community. We look forward to continuing our affiliation for the next 30 years and beyond, and truly appreciate the opportunity to work with the team at Shopoff Realty Investments.

For more information: jzmkpartners.com

VERTICAL INTEGRITY

Vertical Integrity - A Valued Partner

Vertical Integrity is a licensed A and B Class General Contractor that has extensive development experience. Past projects include 3,250 residential units, totaling $1.25 Billion in project cost.

Award winning Westreef – Costa Mesa

Current Vertical Integrity projects include the Cierra Luxury Apartments, a 60-unit multi-family project in Whittier, as well as a 131-unit single family for rent project in the City of La Quinta that includes a gated entry, recreation center, multiple small parks and amenities. Both projects are for renowned developer Shopoff Realty Investments.

Founder David Kinnett has 40 years of development experience. Most of his resume is in the residential sector, in partnership with many Orange County architects, consultants, and lenders. This has resulted in many successful projects, some of which have achieved national award recognition.

Prior to forming Vertical Integrity, he was a founding partner in Pinnacle Residential for over 24 years. Kinnett also served as Vice President for The Olson Company and was Senior Project Manager for Barratt American. He has a degree in Finance and Business Economics with an emphasis in Real Estate Finance from the University of Southern California.

Vertical Integrity seeks residential and mixed-use opportunities in the Southern California region. In addition to project management and construction, we also welcome involvement in pre-development services. The company can assist in all levels of development and project management. Services include feasibility, design, specification, agency processing, purchasing, construction, warranty and post completion services.

Please visit our website to see our current and past projects www.verticalintegrity.net.
For further information, please call (949) 447-0048, or email info@verticalintegrity.net.

WAY CAPITAL

Way Capital Formed to Elevate the Capital Markets Advisory Experience

Seasoned capital markets professionals Malcolm Davies and Zachary Streit have launched Way Capital, Inc., a high-touch capital markets advisory firm. Way Capital specializes in arranging complex financings for entrepreneurial and institutional commercial real estate sponsors.

The firm leverages a combined 45-plus years of experience, relationships, proprietary technology and its 'deal champion' strategy, providing the necessary information, resources and support expediently and strategically to its capital partners. Way Capital's services are guided by industry veterans who offer a unique blend of entrepreneurial and institutional commercial real estate experience and have been working together for years.

By leveraging its expansive capital network, Way Capital offers sophisticated financing solutions, acting as 'outsourced' chief financial officers and eliminating the challenging overhead. Working with such stellar clients as Bill Shopoff and other leaders in commercial real estate, the 10-member Way Capital team has collectively arranged over $10 billion worth of financings on projects, with a total capitalization exceeding $15 billion.

Way Capital focuses primarily on five lines of business: multifamily and residential transactions; hospitality and lodging transactions; commercial and retail transactions; and large-scale development projects, all of which are overlayed by an equity advisory financing business.

www.waycapital.com

Converting Environmental Liabilities into Assets

The Roux organization applies sophisticated scientific, technical, and managerial resources to develop and implement effective and sustainable solutions for contaminated real estate. In short, we solve our clients' most challenging issues. We do this by providing our advisory, compliance, and field services to a broad spectrum of private and public sector clients nationwide and their associated law firms, including numerous developers and Fortune 500 companies.

After the Comprehensive Environmental Response, Compensation, and Liability Act (CERCLA) was passed in 1980, Roux began investigation and remediation of dozens of federal and state Superfund sites across the country. Today, Roux offers a broader array of consulting services as an employee-owned company with nearly 350 environmental professionals in a variety of science, economic, and engineering disciplines.

As an environmental consultant in real estate, Roux has mastered the strength of our brownfields support, converting properties to new use or value by providing timely and cost-effective consulting services. Roux routinely advises clients regarding environmental conditions and how they will affect the planned redevelopment from budget and schedule perspectives.

Roux is well acquainted with the regulatory programs and challenges that redevelopments may encounter. We produce a cleanup outcome that is consistent with the intended future use of a property, efficiently turning sites into revenue-producing developments.

Much of our brownfields work, particularly in California, has transformed contaminated sites that wouldn't have been considered for reuse in a much different real estate market just five short years ago. Roux has been mastering our technical expertise and agency agreements, leading the charge in property transformation.

Today, Roux is working on landfills and former industrial properties going through site redevelopment. Some of these sites have been waiting 20 years for the right combination of economic conditions, land developer risk appetite, technical know-how, and regulatory agency encouragement and support before a future use could be realized. Developers like Shopoff are among the current leaders in this space, and we are pleased to be collaborating with them on multiple properties in Southern California.

To learn more, please visit rouxinc.com or contact Darby Johnson at djohnson@rouxinc.com or (310) 879-4924.

SKLAR KIRSH

Sklar Kirsh LLP Congratulates Shopoff Realty Investments on its 30th Anniversary!

Andrew Kirsh
Real Estate Department Chair

Founded in 2013, Sklar Kirsh LLP is a corporate, real estate, entertainment, litigation, and bankruptcy law firm made up of over 40 attorneys and paralegals who provide top tier legal services in an entrepreneurial, sophisticated, and focused manner. Our team has the experience to handle complex corporate, real estate, and entertainment transactions, and sophisticated commercial litigation while maintaining our focus on you, your business, and your bottom line.

The Sklar Kirsh Real Estate Practice Group, chaired by Andrew Kirsh, represents a wide array of institutional, entrepreneurial, and family office clients throughout the real estate life cycle involving the acquisition, financing, capital raising, leasing and ultimately the sale of all commercial and residential asset classes. In addition to providing legal services at the highest level, we have developed meaningful relationships within the capital markets and have successfully introduced our clients to both equity and financing sources for the capitalization of their projects.

In 2021, we represented clients in approximately 200 real estate transactions totaling over $7 billion in asset value across 25 states.

www.sklarkirsh.com | akirsh@sklarkirsh.com | 310.845.6416

DEVELOPERS RESEARCH

Your Foundation for Successful Projects

For more than 20 years, Developers Research has been entrusted by the nation's top real estate developers, home builders, and financial institutions to prepare detailed cost of construction analyses.

Our work includes a variety of projects ranging in size from 10 unit ocean front residences to 25,000 unit master planned communities and various stages of construction from unentitled raw land to constructed tracts needing bond release. We have completed thousands of real estate projects spanning 22 states and Canada, including millions of residential lots and billions square feet of commercial / industrial property.

Developers Research uses state of the art software to perform detailed quantity takeoffs on land plans, tract maps, and improvement drawings, as well as three-dimensional earthwork grading takeoffs including cut/fill and remedial grading. Our evaluation method includes reviewing all entitlement documents and technical studies, meeting with appropriate government personnel and project consultants, visiting the site to assess project conditions, and calling the local municipalities for current development impact fees.

In addition to working in our proprietary Excel budget models, Developers Research can program our analysis to flow directly into our client's own models to save time on data entry and eliminate errors in translation.

Developers Research is located at 2151 Michelson Dr., Ste, 270 in Irvine. You can reach us at (949) 861-3300 or lo@dev-res.com.