

TURNING LEMONS INTO LEMONADE

After an 8 year ownership period, an investor sought out help as how to increase the cash flow of his investment property. His 10 unit property was over fifty percent vacant, and he was sorely in need of some management help. He met with Jonathan Prakash of Hoston & Associates, Inc. and quickly realized that he was not fulfilling the real estate investment goals he set out to accomplish when he first bought the property.

After Jonathan presented the different investment options the investor had with the proceeds from a sale, he decided to take the property to market. The investor was going to perform a 1031 tax exchange where he would re-invest the proceeds from the sale into another real estate investment to defer capital gains taxes. Within a week, Jonathan generated multiple offers and ended up selling the property above asking price.

During the escrow period, Hoston & Associates, Inc. used all its resources to match its client with the property that suited his needs the best. He was looking to increase the number of units he owned, own a building close to his home in Paramount, and improve his cash flow. Within weeks of putting his property in escrow, Jonathan helped put the investor under contract for his upleg.

The investor ended up moving from a 10 unit building consisting of singles and one bedrooms to a 14 unit investment property entirely made up of two bedroom one bath units. The property was less than 10 minutes away from his home allowing him to efficiently and effectively manage his property. Furthermore, he achieved the cash flow he was looking for and got back on track with his real estate investment goals.

**South LA
Rent Control
1 Beds & Singles**

What he Had



**Strong Cash Flow
Non-Rent Control
All 2 Bedrooms**

What he Got



WHO SELLS YOUR PROPERTY, HOW IT IS SOLD, AND TO WHOM MAKES THE DIFFERENCE IN YOUR NET PROCEEDS!

For a market evaluation on your property, please contact:

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