



## Commercial Acquisitions & Development

*Let Us Open Your Door to Financial Freedom*



## Commercial Real Estate Investments



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Andre Johnson is the President of Key Solutions, LLC and three other investing companies that specialize in buying and selling residential and commercial real estate. Key Solutions Commercial is the commercial real estate acquisition and development division of Key Solutions, LLC.

*Since 2000, Key Solutions, LLC and its affiliates have experience with over 375 BUYING and SELLING transactions totaling more than \$24 Million of residential and commercial real estate in the Mid-Atlantic States.* Key Solutions' turnkey real estate investing and consulting business model has generated multi-millions in wealth and helped scores of investors to accomplish their cash flow and capital profit objectives.

Based in the Baltimore-Washington area, Key Solutions Commercial now *specializes in repositioning commercial real estate* in Emerging Markets throughout the United States. Through extensive research of market cycles, job growth, construction trends, demographic change, housing economics, and other critically important factors, Key Solutions Commercial identifies quality buying opportunities ripe for Forced Appreciation. These opportunities include Multi-family Apartment repositioning, Apartment and Office rehabilitations, Condo-Conversions, and Mixed-use deals.

Andre Johnson has a Masters in Business Administration with a concentration in Management of Technology from Lehigh University in Pennsylvania. With 8 years of experience as a business owner, real estate investor and mentor, and President of the National Brand **ISOLDKWIK**, Andre Johnson completely understands that success as a commercial real estate investor is a collaborative effort. Key Solutions Commercial works with the very best legal advisers, accountants, property managers, due diligence inspectors, commercial brokers/lender, IRA administrators, and other expert service providers to syndicate the acquisition and development of commercial assets for Key Solutions Commercial and its investor partners.

Key Solutions Commercial welcomes prospective investors and partners to inquire about investing in a future private opportunity. To learn more about partnering with us on our investments, please visit [www.DoublePayInvestments.com](http://www.DoublePayInvestments.com) and read the Special Report entitled, "Investments Wall Street Doesn't Want You to Know About!"

**For More Information visit  
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# **FORCED APPRECIATION**

Key Solutions, LLC has a vast amount of experience in **FORCED APPRECIATION**. Since 2002, Key Solutions, LLC and its affiliate companies have controlled, purchased, rehabbed, rented, and/or sold close to 400 properties. Over 200 of these properties were **FORCED APPRECIATION** investments with the value being enhanced or created by one of the following methods:

### **✓ Rehabilitation**

Key Solutions, LLC and its affiliates have mastered the process of identifying multi-family and single-family properties at pennies on the retail dollar. Through a systematic cookie-cutter approach, Key Solutions, LLC and its affiliates rehabbed over 150 houses to create significant profit margins upon sale or refinancing. The system includes the use of cost-effective materials, relationship-based contractor labor, tenant-type specific amenities or upgrades and many other subtleties that affect the **FORCED APPRECIATION** through rehabilitation.

### **✓ Increasing Collected Rents/Tenancing**

Many commercial opportunities present themselves with an upside by increasing collected rents. Whether it is a vacancy, management, or product issue, we have demonstrated the ability to purchase vacant commercial & multi-unit property, make the units ready and increase collected rents through better management, tenancing, or better marketing of the product. We utilize profit center marketing and pricing systems in all of our properties to capture every dollar possible for every amenity including fees for pets. Rental discounts or incentives to move-in, like 1 free month's rent, are amortized over a year and only honored for timely rent payments.

### **✓ Reducing Expenses**

There are a number of ways to reduce real estate operating and management

expenses. Here are a few that we commonly use:

1. One of the most commonly overlooked sources to cut expenses is common area utilities. Key Solutions' property managers convert outdoor and common lighting to timed or light sensor lighting saving thousands of dollars a year.
2. We implement utility bill backs to collect the tenant's share of shared expenses like garbage removal or common area expense when common place or if the market will absorb the additional expense. Sub-metering with 3<sup>rd</sup> party billing are options as well.
3. Key Solutions, LLC has a national expert in Tax Appeals on our team. We proactively contest tax assessments that seem excessive to keep this fixed expense as low as possible over time.
4. Some of our management companies have been chosen because they have a presence and expertise in multiple emerging markets that we invest in. Management fees are negotiated on a sliding scale based on the number of units that we give our managers.
5. Property insurance is reevaluated on an annual basis with relationship based firms to keep this fixed expense as low as possible.
6. A 3 day turnover goal and SOP is a staple for our vacant units.

## ✓ Lease Renewals

Every lease renewal includes a rent increase even if a modest amount. Leases are renewed in terms to stagger the expiration of leases to prevent mass expirations in the spring and fall.

## ✓ Miscellaneous

Key Solutions Commercial will evaluate every option for additional income on a property from contracts with cable providers, satellite towers rights, billboards licensing, laundry rooms, auxiliary storage units, etc.

# SAMPLE OF FORCED APPRECIATION TRANSACTIONS

Property Address	Property Type	Dates		Acquisition Cost	Rehab Cost	Financing Source	Sales Price/ Refinance Value	Net Profit*
		Purchased	Sold					
<b>3308 Ravenwood</b>	SFR	07/19/07	<b>Sub2</b> 7/19/2007	\$ 28,000	\$ 2,500	Investor Partner	\$ 47,000	\$ <b>16,500</b>
<b>1262 Gittings</b>	SFR	07/05/07	<b>Sub2</b> 7/5/2007	\$ 110,000	\$ 3,500	Investor Partner	\$ 145,000	\$ <b>31,500</b>
<b>4911 Pembridge</b>	SFR	04/20/07	<b>JV</b> 4/20/2007	\$ 25,000	\$ 2,000	Investor Partner	\$ 40,000	\$ <b>13,000</b>
<b>1917 N. Monroe</b>	SFR	01/26/07	<b>R/H</b>	\$ 15,500	\$ 20,000	Private Lender	\$ 85,000	\$ <b>49,500</b>
<b>107 Nunnery</b>	SFR	01/03/07	<b>Sub2</b> 6/29/2007	\$ 105,000	\$ 22,000	Investor Partner	\$ 200,000	\$ <b>73,000</b>
<b>1210 Windemere</b>	SFR	08/28/06	04/18/07	\$ 140,000	\$ 25,000	Cash	\$ 238,000	\$ <b>73,000</b>
<b>3106 Chelsea</b>	Multi	07/19/06	<b>R/H</b>	\$ 26,000	\$ 31,000	Cash	\$ 130,000	\$ <b>73,000</b>
<b>3111 Ravenwood</b>	SFR	03/07/06	08/18/06	\$ 21,000	\$ 42,000	Investor Partner	\$ 115,000	\$ <b>52,000</b>
<b>2018 McCulloh</b>	Multi	01/25/06	11/20/06	\$ 30,000	\$ 110,465	Investor Partner	\$ 349,000	\$ <b>208,535</b>
<b>8931 Liberty Rd</b>	Commercial	01/06	<b>R/H</b>	\$ 195,000	\$ 20,000	Investor Partner	\$ 325,000	\$ <b>110,000</b>
<b>3413 Carlisle</b>	SFR	01/18/06	08/23/06	\$ 60,000	\$ 43,500	Investor Partner	\$ 190,000	\$ <b>86,500</b>
<b>5612 Belle Vista</b>	SFR	11/10/05	01/09/07	\$ 98,000	\$ 30,000	Investor Partner	\$ 214,000	\$ <b>86,000</b>
<b>1803 Dukeland</b>	SFR	08/18/05	03/08/06	\$ 22,000	\$ 19,000	Investor Partner	\$ 85,000	\$ <b>44,000</b>
<b>2729 Winchester</b>	SFR	08/03/05	09/12/06	\$ 27,000	\$ 13,000	Investor Partner	\$ 84,900	\$ <b>44,900</b>
<b>2552 Oswego</b>	SFR	04/18/05	11/01/05	\$ 8,000	\$ 24,000	Investor Partner	\$ 85,000	\$ <b>53,000</b>
<b>2542 Boarman</b>	SFR	04/08/05	09/07/05	\$ 17,500	\$ 18,000	Cash	\$ 80,000	\$ <b>44,500</b>

# SAMPLE OF FORCED APPRECIATION TRANSACTIONS

Property Address	Property Type	Dates		Acquisition Cost	Rehab Cost	Financing Source	Sales Price/ Refinance Value	Net Profit*
		Purchased	Sold					
735 E. 36 <sup>th</sup>	SFR	07/07/04	11/09/04	\$ 12,000	\$ 20,000	Cash	\$ 78,000	\$ 46,000
4210 Vermont	Multi	06/23/04	05/26/05	\$ 44,250	\$ 30,000	Cash	\$ 175,000	\$ 100,750
2837 Erdman	Multi	06/16/04	JV 6/16/2004	\$ 32,500	\$ 12,000	Investor Partner	\$ 77,000	\$ 32,500
5805 Gwynn Oak	Multi	03/03/04	04/23/04	\$ 60,000	\$ 30,000	Cash	\$ 149,000	\$ 59,000
9 Parole	SFR	04/14/04	05/05/04	\$ 75,000	\$ 10,000	Cash	\$ 116,000	\$ 31,000
5107 Chalgrove	SFR	01/02/04	R/H 07/20/07	\$ 23,000	\$ 12,000	Cash	\$ 59,000	\$ 24,000
3005 Kenyon	SFR	09/08/03	R/H 05/23/06	\$ 63,000	\$ 10,000	Conventional	\$ 90,000	\$ 17,000
4207 Potter	SFR	06/30/03	R/H 11/19/04	\$ 500	\$ 30,000	Cash	\$ 74,000	\$ 43,500
3106 Clifmont	SFR	04/01/03	R/H 12/03/04	\$ 14,000	\$ 15,000	Private Lender	\$ 74,000	\$ 45,000
4020 Massachusetts	SFR	03/13/03	01/09/04	\$ 13,900	\$ 26,000	Private Lender	\$ 63,000	\$ 23,100
223 Loudon	SFR	03/10/03	R/H 03/30/05	\$ 7,500	\$ 15,000	Cash	\$ 71,000	\$ 48,500
3420 Leverton	SFR	12/23/02	R/H	\$ 31,000	\$ 30,000	Conventional	\$ 150,000	\$ 89,000
2227 Linden	Multi	12/23/02	05/05/04	\$ 26,000	\$ 120,000	Investor Partner	\$ 250,000	\$ 104,000
2810 Mayfield	SFR	08/01/02	R/H 03/30/05	\$ 30,000	\$ 15,000	Cash	\$ 79,000	\$ 34,000
<b>*Net Profit Split to Key Solutions, Its Affiliates, and/or Investor Partners</b>								
<b>R/H = Rehab / Hold</b>								
<b>Subject 2, Land Contract or Joint Venture (Simultaneous Close)</b>								



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### **Speaking Engagements & Written Works**

- |             |   |
|-------------|---|
| Fall 2002   | Financial Freedom Seminar<br>Baltimore, MD    |
| Spring 2003 | Financial Freedom Seminar<br>Owings Mills, MD |
| Fall 2004   | Financial Freedom Seminar<br>Columbia, MD     |
| Summer 2005 | Million Dollar Wholesaling Manual             |

The Million Dollar Wholesaling Manual is a complete with all the contracts, marketing materials, and specific information you need to become a Million Dollar Wholesaler. The manual breaks down the fundamentals of Million Dollar Wholesaling and the mentoring services show you how to become a Million Dollar Wholesaler by creating a sustainable competitive advantage in your marketplace. The wholesaling techniques and secrets contained in the manual and mentoring services will empower you to become the latest of a long list of Millionaires made from real estate investing.

- |             |  |
|-------------|--|
| Winter 2005 | Tax Free Real Estate Investing via Retirement Accounts Seminar<br>Bethesda, MD |
| Spring 2005 | Turnkey Real Estate Investing – CNG Keynote Speaker<br>Alexandria, VA          |
| Spring 2005 | Turnkey Real Estate Investing – NSBE Keynote Speaker<br>Philadelphia, PA       |
| Fall 2005   | Million Dollar Wholesaling Seminar<br>Baltimore, MD                            |
| Winter 2006 | Million Dollar Wholesaling Boot Camp<br>Baltimore, MD                          |

Spring 2006	Million Dollar Wholesaling – Real Investors’ Keynote Speaker Bowie, MD
Summer 2006	Million Dollar Wholesaling – Real Investors’ Talk Radio Washington, DC
Fall 2006	Million Dollar Wholesaling – CNG Keynote Speaker Alexandria, VA
Fall 2006	Million Dollar Wholesaling Boot Camp College Park, MD
Winter 2007	Million Dollar Wholesaling Boot Camp Randallstown, MD
Spring 2007	7 Critical Elements for a Killer Short Sale Package

The 7 Critical Elements for a Killer Short Sale Package Special Report is a guide to assist investors in negotiating discounted payoffs and short sales on residential and commercial property. It is complete with critical elements needed to convince the bank or lender to discount the loan in lieu of foreclosure.



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### **Testimonials**

“Working with Key Solutions has been both educational and profitable. The full service model of Key Solutions offers the typical investor opportunities at all stages of the investment process. For those who are just starting, Andre helps take out the fear and anxiety that stop most people from doing anything at all.

His company has afforded me the opportunity to learn a lot about the Baltimore investment market, and generate a tidy return on my investment with little of my own time or hands-on involvement. I appreciate Andre's candor and his willingness to learn from his investor clients to modify and improve the Key Solutions business model.”

Robin Nishiyama  
West Mountain Investment Group, Inc.

Dear Investors,

I have successfully worked with Key Solutions over the past year. I have completed several deals over this time. I love the cookie cutter process implemented by Key and have no complaints. All transactions have worked out well. I go into any transaction whether with Key Solutions or by myself or with another company realizing that it is an investment and anything can happen. I continue to work with Key because they've instrumented many transactions giving me confidence that they know how to make me money. I definitely recommend Key for many of your real estate investing needs. Hope this helps, good luck.

William H Beaman III  
NestEgg Property Investments, LLC

“I am one of those people who always wanted to become a real estate investor, but I just did not know how to get started. It all changed when I discovered Key Solutions. They took all of the guesswork out of real estate investing for me. With the first deal, I found that they had a systematic approach to satisfy every investing strategy. Key Solutions has taught me a lot and I would recommend them to anyone looking to get involved in real estate. Thanks a million!!!”

Orlando Allen

“Key Solutions has developed a number of real estate investment products that allows everyone in the value chain to participate and prosper. These products, when integrated, truly produce a win-win-win....etc situation for all involved. We are drawn to Key Solutions because of the front-end planning, analysis, and packaging that eliminates properties that cannot produce profits at all points in the value chain. This aspect alone significantly reduces our risk. Needless to say, the staff are super responsive and knowledgeable. This team is dynamite and we are thrilled with our results and our association with Key.

If you are a busy professional trying to climb the corporate ladder or if you are an entrepreneur concentrating on your area of specialty, Key Solutions offers the complete turn-key solution that will allow you to continue your professional pursuits, while participating in the lucrative real estate business. Diversification never hurts and I am confident that the money you earn per hour of effort will astonish you.

We all know that investment involves risk, but I am convinced that Key Solutions significantly reduces that risk for its clients/partners. Of course, performance varies, but wait until you compare your first returns to the returns that you are receiving on your stocks, bonds, and mutual funds. I will place a small wager that you will see the light!! Good luck Key Solutions and see you at the next closing ... and the next closing ... and the next closing...

Darrell L Reid Sr  
Southern Equity, LLC

“Whether you are looking to buy-and-hold or rehab properties for quick profit, Andre and the Key Solutions team have put together a business model that is both profitable and uncomplicated! I have been impressed with Key Solution's ability to provide an investment model that reduces risk, provides great returns, and benefits all involved parties throughout the transaction. It really is a WIN - WIN investment model.”

Kris Allworth

“Key Solutions is the perfect starting point for the first time investor. The staff completely walked me through the process from beginning to end. Moving into the next investment was just a phone call away. It's truly a turnkey solution that works for everyone involve.”

Wanda L. Reid  
Southern Equity, LLC

As an already experienced wholesaler I must say that your material and approach is by far the most advanced I have seen. Great ideas, great concepts, great systems and you were a great speaker. I would attend again without a doubt.

Zack W.  
Very Successful Wholesaler - Harrisburg, PA



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### **IN THE PIPELINE**

Key Solutions Commercial is always prospecting and underwriting multi-family apartment and office deals in our target emerging markets to acquire and develop properties with **FORCED APPRECIATION** value and upside.

Key Solutions Commercial welcomes prospective investors and partners to inquire about investing in a future private opportunity. To learn more about partnering with us on our investments, please visit [www.DoublePayInvestments.com](http://www.DoublePayInvestments.com) and read the Special Report entitled, "Investments Wall Street Doesn't Want You to Know About!"

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**You May Also Call Our Office at Any Time  
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## **SPECIAL REPORT**

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