

A nighttime photograph of a city skyline, likely New York City, with various skyscrapers and buildings illuminated. The lights are reflected on the water in the foreground, creating a shimmering effect. The overall scene is dark, with the city lights providing the primary illumination.

PRE-SALES FINANCE PROGRAM

A Growth Accelerator For Real Estate Development

WELCOME TO PRE-SALES FINANCING





Enhanced Pre-sales Program

- **From the perspective of the Developer it's the practice of selling pre-constructed units and using the funds for construction of the project.**
- **From the perspective of the Homebuyer its a great way to earn a return on your money prior to closing on the property.**

Open Source Capital provides the platform, experience and tools needed in order to generate investment in new construction projects , compliant with SEC regulations.

WHAT DOES THE FUTURE HOLD FOR PRE-SALES FINANCING?

- Think of Pre-Sales Financing as a modern form of syndication.
- Syndication has been in existence for years. It's only now, thanks to the internet and a new federal law called the Jobs Act, that real estate developers can use pre-sales as a legitimate way to showcase a project and raise capital at the same time.

HOW CAN PRESALES HELP DEVELOPERS AND INVESTORS?

The Current Capital Situation

- The aftermath from the credit crisis has resulted in unprecedented capital challenges to the real estate industry.
- Pre-Sale financing allows investors to invest in non-public real estate projects as the projects are being built.

What are the benefits to Investors?

- Access to deals that otherwise may not have been available
- Transparency of information
- Real estate portfolio diversification
- Lower minimum investment amounts
- The ability to invest shoulder-to-shoulder with other like-minded investors
- The opportunity to invest in a project where they intend to live or visit

THE FUTURE

- We are experiencing a wave of growth and innovation in digital platform financing for real estate.
- Deal structures and business models are being tested as technology and user acceptance improves.
- Pre-sale campaigns are breaking new records as luxury home buyers are becoming more comfortable knowing they can invest in projects where they live or vacation and use their property as an investment to help grow their wealth in a simple, cost efficient way.
- There is no question that real estate and platform financing will be a mainstream global investment process within the next ten years.
- With proper SEC rule making and responsible funding portals, digital real estate fundraising will surpass traditional offline fundraising and every major real estate sponsor will incorporate platform fund raising into their business model.

The Process:

- OSC organizes a pre-sales program with the developer to offer a pre-sale program that allows buyers to participate in the capital funding of the project
- Buyers use their deposit money to help finance the project
- Buyers receive a profit participation at settlement when they takes title to the property

SUMMARY

Presales financing is a venue that:

- ***For Developers*** offers a great way to raise capital with simple, straightforward solutions.
- ***For Homebuyers*** offers a new way to invest in real estate where they live or visit

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Sample Transactions, Target Returns, and Proforma Analyses

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