



OUR PERFORMANCE

**OVER 300
INVESTMENTS
SINCE 2009**
ACROSS ALL PLATFORMS



**ACTIVE INVESTMENTS
NATIONWIDE**



**80 ACQUISITIONS
WITH A TOTAL VALUE OF
\$1 BILLION ANNUALLY**



\$3 BILLION
TOTAL INVESTMENT VALUE

OUR PROJECTS INCLUDE

HILLSTONE
AT WOLF RANCH



1711
CAROLINE



WHO WE ARE

The Residential Development Group at Leon Capital Group (LCG) includes a team of experienced professionals committed to creating unique and inviting living environments that provide an excellent value for our strategic partners and homeowners. This process includes not only providing just-in-time delivery of finished, permit-ready lots to our preferred homebuilders, but also thoughtful, sustainable and integrated developments to the surrounding communities with whom we collaborate.

Since 2009, LCG has successfully overseen more than 300 investments, representing a total capitalization of more than \$3 billion. Composed of forward-thinking leaders, our firm is one of the real estate market's most active participants.

WHAT WE DO

The Residential Development Group designs and develops for sale single-family communities that are customized to fit individual customer needs. Project types and locations range from design-build "infill" to takedown lot positions within suburban master-planned communities.

LCG's diversified portfolio and in-house expertise provides several key advantages in that effort. We are able to leverage our multiple development platforms including retail, multifamily and self-storage to provide a comprehensive solution to land use and planning. These capabilities also help to:

- **Remove hurdles such as project underwriting, entitlements and project capitalization**
- **Streamline the site development and construction process**
- **Optimize efficiencies with asset management, maintenance and sales**

The entitlement process, for example, can be complicated, time-consuming and costly. LCG is often able, however, to streamline this process by deploying both a team of in-house specialists and a team of architects, attorneys, engineers and investors ready to quickly evaluate and execute a plan that maximizes a project's potential. In that process, we strive to benefit all stakeholders involved including land sellers, municipalities, investors and homeowners.

INVESTMENT CRITERIA

LCG's residential projects range from five to 250 acres. Investment profiles generally fit into one of three categories – each with a unique investment structure:

- **Single-phase or "design build"**
- **Traditional subdivision**
- **Multi-phase or "master-planned"**

While our company culture is entrepreneurial in nature, LCG's areas of focus are usually:

- **Project sizes** – \$5 to \$35 Million
- **Geography** – Top 30 markets in both housing starts and employment growth throughout the Southwest and Southeast United States
- **Building partners** – Large, regional private or public homebuilding companies

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