

ULTRA-HIGH-NET-WORTH INVESTOR ACHIEVES WEALTH PRESERVATION THROUGH STRATEGIC REAL ESTATE INVESTMENT

CHALLENGE

An ultra-high-net-worth (UHNW) investor sought a real estate investment strategy to help preserve generational wealth while managing risk.

Their key investment criteria included:

- Strong downside protection to safeguard capital.
- Attractive risk-adjusted returns with portfolio diversification benefits.
- A partnership with a sponsor who shared their long-term vision and investment discipline.

SOLUTION

They partnered with JLAM, a boutique real estate investment and development firm known for unlocking untapped potential and creating enduring value.

JLAM's approach focused on:

- Securing high-value real estate investments in supply-constrained markets.
- Implementing rigorous due diligence and risk management to protect capital.
- Structuring investments to align interests and drive shared success.

THE RESULTS

Through this partnership, the investor participated in Wellesley, a 131-lot residential development in Rehoboth Beach, DE, an undersupplied housing market with strong demand. Key highlights include:

- **Optimized Market Positioning:** Thoughtful site selection and community design ensured alignment with the target market, driving strong demand.
- **Exceptional Execution:** JLAM selected NVR, the nation's fourth-largest homebuilder, and secured enhanced architectural standards, larger floorplans, and increased investment in amenities to elevate the overall community.
- **Superior Financial Performance:**
 - Sales target was achieved 10% faster than projected, despite COVID-19 headwinds.
 - Total profit exceeded forecasts by 7%.
 - Over \$800,000 in realized expense savings in the face of supply chain disruptions.



Investment Summary:

Launch Date	2019
End Date	2024
Total Units	131
Units Sold	131
Equity	\$8 million
Total Capitalization	\$15.5 million

Investor Returns:

Investment	\$4.0 million
Profit	\$2.2 million
Underwritten IRR	18.0%
Actual Net IRR*	16.7%
Underwritten Net Multiple	1.49x
Actual Net Multiple	1.56x

By leveraging JLAM's meticulous processes and partner-first philosophy, the investor secured a stable, high-performing asset aligned with their long-term wealth preservation goals.

LOOKING TO PRESERVE AND GROW YOUR WEALTH THROUGH STRATEGIC REAL ESTATE INVESTMENTS? EMAIL INVESTORS@JLAMRE.COM TO EXPLORE OPPORTUNITIES WITH JLAM.



*Disclosure: As of March 31, 2025. Actual Net IRR and Net Multiple based on actuals to-date and assuming liquidation at Net Asset Value. All investments involve the risk of potential investment losses as well as the potential for investment gains. Prior performance is no guarantee of future results, and there can be no assurance, and clients should not assume, that future performance will be comparable to past performance.