

Q1 - 2023

# WOLLASTON

## BULLISH ON C-CLASS REAL ESTATE

CASH-FLOW FIRST,  
BIG EQUITY UPSIDES, LOWER  
BARRIERS TO ENTRY.

WOLLASTON REI SHARES WHY  
THEY SHIFTED ALL  
OPERATIONS 90 MILES WEST  
OF BOSTON, MA.

# TABLE OF CONTENTS

2

WELCOME TO “BESTERN” MASS

4-6

WHY WE TARGETED C-CLASS  
REAL ESTATE

8

WOLLASTON WEATH FUND

10

WOLLASTON WEATH FUND

3

COMPANY STATS

6-7

BULLISH ON C-CLASS  
REAL ESTATE

9

865K OF UPCOMING CASH FLOW

ALL PHOTOS FEATURED ARE OF WOLLASTON REI  
PROJECTS.

WELCOME TO  
“BESTERN MASS”



## ALEX CWIAKALA - INVESTOR RELATIONS

WOLLASTON REAL ESTATE INVESTMENTS FOCUSES ON LONG-TERM ACQUISITIONS THAT CAN BE REPOSITIONED INTO CASH COWS WITH EQUITY. FOUNDED BY HARRISON BONNER AND ALEX CWIAKALA, THE DUO HAS IDENTIFIED NICHE MARKETS WITH TREMENDOUS POTENTIAL AND UPSIDE IN WESTERN, MA, WHERE THEY EXCLUSIVELY FOCUS THEIR TIME, ENERGY, AND RESOURCES.

THE FOUNDING TEAM CUT THEIR TEETH ON DEVELOPMENTS IN THE SUBURBS OF BOSTON, WHERE THEY GAINED EXTENSIVE CONSTRUCTION AND SALES EXPERIENCE. IN THE FALL OF 2019, THAT EXPERIENCE WOULD LEAD TO A SHIFT OF ACQUISITIONS 90 MINUTES WEST OF BOSTON, MA, WHERE THE COMPANY WOULD GAIN A STRONGER FOOHOLD IN THE COMMUNITIES THEY SERVE.

## COMPANY STATS

REAL ESTATE DEVELOPMENT PROJECTS: 47 MILLION

GROSS RENT REVENUE PROJECTIONS FOR 2024: 2.1 MILLION

UNITS UNDER MANAGEMENT: 142

DIVIDENDS PAYED OUT TO INVESTORS: 3.6 MILLION

98% RENT COLLECTION THROUGH COVID-19

# WHY IS C-CLASS REAL ESTATE IMPORTANT TO WOLLASTON REAL ESTATE INVESTMENTS & WHY DID WE TARGET IT?

IN MARCH 2016, WE PURCHASED OUR FIRST SINGLE-FAMILY HOME RENOVATION AS BUDDING REAL ESTATE INVESTORS. WE HAD QUIT OUR FULL-TIME JOBS A COUPLE OF MONTHS PRIOR, AND WE WERE BETTING 100% ON OURSELVES TO MAKE IT WORK. OUR FIRST PROJECT I WOULD CONSIDER, "BEGINNER'S LUCK". WE DID SO WELL, SO FAST WE THOUGHT THIS BUSINESS WAS "EASY" AND SCALED INCREDIBLY QUICKLY TO SIX MILLION DOLLARS WORTH OF DEVELOPMENT IN OUR FIRST 15 MONTHS. AND TO OUR CREDIT AS GOOD SALESMEN, WE FINANCED AND SCALED 100% OF THESE PROJECTS WITH OPM: OTHER PEOPLE'S MONEY. IT'S AT THIS POINT THE STORY TURNS. IN OUR FIRST TWO AND A HALF YEARS OF REAL ESTATE, WE HAD MORE LOSERS THAN WINNERS. ONE VERY BAD GENERAL CONTRACTOR, PARTNERED WITH NAIVE INVESTORS, WAS A RECIPE FOR DISASTER. IN THE EARLY MONTHS OF 2018, WE HAD LOANS WE COULDN'T PAY BACK FROM FAILED INVESTMENT PROJECTS. IT WAS A STRESSFUL, HIGH-PRESSURE SCENARIO TO REALIZE AND LIVE. HOWEVER, IT WAS A PIVOTAL MOMENT FOR US. INSTEAD OF CLAIMING BANKRUPTCY, WE RESTRUCTURED DEBT INTO NEW PROJECTS TO UPHOLD OUR PROMISE TO

OUR INVESTORS. THE PROMISE IS THAT IF YOU GIVE US YOUR TRUST, WE WILL DO RIGHT BY YOU.

AFTER EXPERIENCING A HANDFUL OF BAD CONTRACTORS WHO GAVE US MORE IN LEGAL EXPENSES THAN THEY DID PROFIT, WE BEGAN TO REALIZE JUST HOW CHALLENGING THE DEVELOPMENT SPACE IS AROUND BOSTON, MA. THOSE EXPERIENCES MADE US REALIZE WE NEEDED A BETTER WAY



IF WE WERE GOING TO SURVIVE, AND HOPEFULLY THRIVE. THOSE EXPERIENCES WERE A CATALYST TO THE FORMATION OF OUR OWN CONSTRUCTION COMPANY, HARRISON CONSTRUCTION GROUP, LLC. SINCE 2018, WE HAVE BEEN LICENSED AND INSURED



IN THE STATE OF MA. WE HONED OUR EXPERIENCES AND REFINED OUR TEAM TO CREATE A CONSTRUCTION MANAGEMENT SOLUTION THAT WE HAD MUCH MORE CONTROL OVER. THAT CONTROL HAS CONTINUED TO EDUCATE US WHILE WE'VE TURNED EVERY FOLLOWING REAL ESTATE PROJECT INTO A PROFITABLE PROJECT!

AFTER BEING LEVERAGED EXCLUSIVELY WITH DEBT AND PAYING \$65,000+ A MONTH IN INTEREST PAYMENTS, WE WERE READY FOR A MORE BALANCED PORTFOLIO. AND AFTER SWINGING FOR THE FENCES AND STRIKING OUT, WE WERE FOCUSED ON SIMPLER, LOWER-LEVERAGE RENOVATION PROJECTS TO BUILD BACK FROM. IN THE FALL OF 2019, WE PURCHASED OUR FIRST 13-UNIT APARTMENT BUILDING IN HOLYOKE, MA FOR \$360,000. THE BUILDING HAD YEARS OF NEGLECT AND NEEDED APPROXIMATELY \$400,000 WORTH OF RENOVATIONS. INITIALLY, THAT SEEMS LIKE A LARGE BUDGET BUT ONCE YOU DIVIDE IT BY 13, IT'S RELATIVELY INEXPENSIVE PER UNIT AND IT WASN'T NEARLY AS COMPLICATED AS SOME OF THE CONDOMINIUM PROJECTS WE HAD JUST EXITED THE YEAR BEFORE. TENANTS DON'T TEND TO MAKE THEIR HOUSING DECISIONS BASED ON WHETHER THE SHOWER WALL IS TILE OR A PVC SURROUND.

AFTER 18 MONTHS, NOT ONLY DID WE GET A CRASH COURSE ON TENANT MANAGEMENT, WE SUCCESSFULLY CLOSED OUT ALL RENOVATIONS, LEASED THE BUILDING WITH MARKET-RATE RENTS, AND INCREASED OUR BUILDING'S VALUE FROM \$360,000 TO \$1,665,000. THE PROJECT WAS FINISHED IN LESS TIME THAN IT TAKES TO PERMIT A THREE-FAMILY IN BOSTON! WE DIDN'T FIND 18-MONTH PROJECTS IN BOSTON WITH A DOLLAR-FOR-DOLLAR ROI AS WE HAD JUST EXPERIENCED IN OUR FIRST C-CLASS PROJECT. THIS FIRST PROJECT NOT ONLY DOUBLED IN VALUE, BUT IT WAS ALSO CREATING CONSISTENT MONTHLY CASH FLOW AND WE PUMPED THAT INCOME INTO OUR DEVELOPMENT PROJECTS. THIS ONE DEAL SOMEWHAT SAVED US. THIS NEW FORM OF REAL ESTATE INVESTING BECAME OUR NORTH STAR.





IT DIDN'T TAKE US LONG TO REALIZE THIS WAS THE WAY FOR US TO THRIVE IN REAL ESTATE. BY THE END OF 2021, WE HAD GENERATED \$650,000 OF REVENUE AND WE PUMPED ALL THE PROFITS INTO OUR DEVELOPMENTS. FAST FORWARD TO Q1, 2023 AND WE HAVE FULLY COMMITTED TO C-CLASS, MULTI-FAMILY INVESTMENTS IN WESTERN, MA. WE ARE ACTIVELY SELLING OUR THIRD AND FINAL, NEW CONSTRUCTION CONDO IN DEVELOPMENT IN CHELSEA, AS WELL AS A PERMITTED DEVELOPMENT DEAL IN BROCKTON, MA. AFTER THOSE DEALS ARE SOLD OFF, WE WILL EXCLUSIVELY FOCUS ON CONSISTENT INCOME GENERATING DEVELOPMENTS. THIS IS THE FUTURE FOR OUR COMPANY, WOLLASTON REAL ESTATE INVESTMENTS.

## WHY WE ARE BULLISH ON C-CLASS RENTALS?



CASH-FLOW FIRST. THAT'S OUR MENTALITY. EVERY ENTREPRENEUR KNOWS CASH FLOW MAKES OR BREAKS BUSINESSES. C-CLASS PROPERTY COMES WITH ITS OWN SET OF HEADACHES COMPARED TO LUXURY REAL ESTATE BUT DOLLAR FOR DOLLAR OUTPERFORMS OTHER INVESTMENTS FROM OUR EXPERIENCE. A TYPICAL APARTMENT IN EAST BOSTON, MA CAN CHARGE \$3,000 A MONTH FOR RENT BUT WILL COST AN INVESTOR APPROX \$450,000+ PER UNIT TO PURCHASE. IN HOLYOKE, WE CAN CHARGE \$1,350+ A MONTH IN RENT WITH AN AVERAGE UNIT COST OF \$75,000. WE TARGET PROPERTIES WITH THE HIGHEST VALUE-ADD SCENARIO TO MAXIMIZE CASH FLOW.

## WHAT MAKES US PROFITABLE WITH C-CLASS REAL ESTATE?

TENDER LOVE AND CARE. AT THE END OF THE DAY, THE COMMUNITIES THESE PROJECTS ARE LOCATED IN ARE TYPICALLY UNDERSERVED. EVERYTHING IS CAUSE AND EFFECT IN THIS BUSINESS. IF YOU PUT GOOD IN, YOU WILL GET GOOD OUT. MAYBE PUT A MURAL ON ONE OF YOUR BUILDINGS... MAYBE A FEW? INSTEAD OF SHIPPING THE MANAGEMENT OFF TO A COMPANY FOR 5%, WE OVERSEE ALL TENANT RELATIONS, RENT COLLECTIONS, AND BUILDING MANAGEMENT, IN-HOUSE. WHEN WE'RE PURCHASING THE WORST BUILDING ON

THE STREET, WE KNOW WE'RE GOING TO BE THERE WORKING HARD WEEK AFTER WEEK UNTIL IT'S STABILIZED. WE'RE GOING TO GET TO INTIMATELY KNOW THE BUILDING, ITS POTENTIAL QUIRKS, AND THE TENANTS WHO LIVE IN THAT BUILDING. NO PROPERTY MANAGER IS EVER GOING TO CARE AS MUCH AS WE WILL FOR 5%. OUR 15-UNIT BUILDING MIGHT BE 15 OF THE 1,000 DOORS UNDER THEIR MANAGEMENT. WE'VE BUILT SYSTEMS AND MANAGEMENT TOOLS TO OVERSEE OUR PORTFOLIO WITH MORE TLC.

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## IN-HOUSE PROPERTY MAINTENANCE & MANAGEMENT

WE HAVE SHIFTED ALL OF OUR SUBCONTRACTORS AND FULL-TIME TRADESMEN TO OUR PORTFOLIO IN WESTERN, MA. SOME TRADESMEN LIVE IN OUR BUILDINGS. WHEN AN EMERGENCY OR HIGH-PRIORITY REPAIR ERUPTS, WE HAVE STAFF ON HAND TO RESOLVE REPAIR REQUESTS. OUR TEAM MEMBERS ARE CRUCIAL TO OUR LONG-TERM SUCCESS. WHEN THEY'RE NOT WORKING ON MAINTENANCE REQUESTS, THEY TURN OVER APARTMENTS OR DEVELOP RENOVATION PROJECTS. TENANT MANAGEMENT IS HIGHLY DETAILED AND RECORDED ON A DAILY BASIS. THIS LEVEL OF OVERSIGHT LET US ACHIEVE 98% RENT COLLECTION DURING COVID-19.





## HOW ARE WE FINANCING OUR PROJECTS?

FOR 2023, WE ARE INTRODUCING THE WOLLASTON WEALTH FUND. THE WOLLASTON WEALTH FUND, UNDER THE MANAGEMENT OF WOLLASTON REAL ESTATE INVESTMENTS, ALLOWS ACCREDITED INVESTORS THE ABILITY TO EARN RETURNS THROUGH INVESTING DIRECTLY INTO OUR PORTFOLIO OF RESIDENTIAL AND MIXED-USE DEVELOPMENT IN WESTERN, MA. ALL WOLLASTON WEALTH FUND INVESTORS WILL RECEIVE A 15% APR RETURN ON THEIR CAPITAL INVESTMENTS. INVESTORS WILL HAVE THE OPTION TO TAKE A YEARLY DISTRIBUTION OF THEIR INTEREST EARNINGS, OR DEFER THEIR INTEREST EARNINGS AND COMPOUND THEIR INVESTMENT YEAR AFTER YEAR.

WOLLASTON REAL ESTATE INVESTMENTS LEVERAGES INVESTOR CAPITAL TO SECURE FINANCING FROM BANKS TO CREATE HIGH-VALUE PLAYS THAT PAY LARGE INVESTOR DIVIDENDS.

IF INVESTMENT OPPORTUNITIES EXIST, ANY ACCREDITED INVESTOR CAN JOIN THE FUND WITH A \$50,000 MINIMUM INVESTMENT. INVESTORS WILL BECOME LIMITED MEMBERS OF THE FUND AND EVERY PIECE OF REAL ESTATE MANAGED BY WOLLASTON REAL ESTATE INVESTMENTS. INVESTORS COMMIT TO A 36-MONTH INVESTMENT TERM WHILE WE USE THAT CAPITAL TO DEVELOP OUR MARKETED PROJECTS.

\*\*\*FURTHER DETAILS UPON REQUEST.



276

HIGH ST

NICKNAMED "THE PREW", THIS EIGHT-STORY BUILDING WAS HOLYOKE'S FIRST "SKYSCRAPER" WHEN IT WAS CONSTRUCTED IN 1906. THIS BUILDING ONCE COMPLETE WILL BOAST A RESTAURANT AND NIGHTCLUB, TWO FLOORS OF OFFICE SPACE, SIXTEEN APARTMENTS, AND FOUR LUXURY PENTHOUSE UNITS. THE BUILDING IS PROJECTED TO GENERATE OVER \$250,000 A YEAR IN PROFIT WITH APPROX FIVE MILLION DOLLARS WORTH OF EQUITY.

445

HIGH ST

JUST TWO BLOCKS AWAY, THIS FOUR-STORY STRUCTURE CONTAINS TWELVE APARTMENTS ABOVE A 3,000 SQ FT EVENT SPACE AND MUSIC VENUE. THE RENOVATION COMPONENT IS SIMPLE AND WE EXPECT THE BUILDING TO BE FULLY LEASED BY THE END OF 2023. WE'RE SCHEDULED TO CLOSE ON THE BUILDING FOR \$275,000 AND WE EXPECT THE BUILDING TO APPRAISE FOR APPROX \$1.75 MILLION UPON COMPLETION. WE'RE ACTIVELY RAISING CAPITAL FOR THE RENOVATIONS OF THIS PROJECT.



# WOLLASTON WEALTH FUND

15% APR COMPOUNDED ANNUALLY 3  
MILLION IN PLACEMENT OPPORTUNITIES



**NEW YEAR.  
NEW INVESTMENTS.**

IF YOU HAVE ANY QUESTIONS, FEEL FREE TO REACH OUT TO US  
ON OUR WEBSITE OR BY EMAIL.

**ALEX@WOLLASTONREI.COM  
HARRISON@WOLLASTONREI.COM**