# *Let me introduce myself…*

*Contact information:*

Exit Realty Capital City

2936 104th st

Urbandale, IA 50322

Office Phone - 515-253-3948

Cell – 515-991-4204

Fax - 515-270-1782

Email – Timothy@SoldDesMoines.com

**Timothy Schutte**

**Broker—Owner**

**Education**

Real Estate Sales Person, Licensed 2005

E-Certified with Prudential First Realty 2007

B.A. in Economics Drake University 2007

B.A in Politics, Drake University 2007

1031 Tax Exchange CE 2008

Certified Real Estate Negotiator (CREN) 2009

Residential Financial Consultant (RFC) 2009

New Homes Specialist 2010

Real Estate Brokers License 2013

Exit Realty Broker Owner Training

CCIM Class – Crowdfunding Syndication June 2016

Avid Reader

**Professional Associations & Achievements**

Member, National Association of Realtors

##### Member, Iowa Association of Realtor

Des Moines Area Association of Realtors

Previous Iowa Relocation Council Member

Previous Board Member Des Moines Area Association of Realtors

Exit Realty Sales award 3 years running

Walter Sanford Coaching Client 2010--2014

Corcoran Coaching & Consulting Client 2015 – to Present

NCE (National Council of Exchangors) Member

TDS Industries LLC Summary

* S-Corp holding company that my real estate commissions get paid to from Capital City Realty LLC.
* Timothy Schutte 100% Owner

Capital City Realty LLC DBA Exit Realty Capital City

* Timothy Schutte 100% owner
* Residentially focused Real Estate Brokerage with small property management
* EXIT Realty is an international franchise real estate company with great training, support, and best business model in the industry.
* Opened November 2013.
* Currently 22 Realtors and three staff member outside of Broker Owner.
* Broker Owner and his buyers Agent did 13 million in sales with over 85 transactions in 2014
* 2015 Broker Owner and buyers agent have completed approximately 70 transactions by mid year 2015
* 2016 Broker Owner and team did over 90 transactions
* Office went from 5 Realtors in 2015 to 22 in 2016
* Office strategic advantages
  + EXIT Realty business model.
  + Experienced General Manager (Jake Stanton)
  + Insurance, Appraisal, and real estate attorney in office
  + Light production printing capabilities

TDS Properties LLC Summary

* December 2011 my Father Thomas Schutte trusted me to invest 100,000 dollars into some residential condo real estate.
  + We own this 50-50. I have contributed 50,000 and have paid him back 25,000 from revenue generated. Only money that has left LLC
* We closed on six condos March 1st 2012. We flipped a condo right after that for a small profit.
  + Took the funds and bought a house for 50,000 put 22,000 into it. Rented it for a year at 1,000 a month. Sold for 130,000 after 21 months of ownership. Took 4 months to remodel. 17,000 in revenue in rent.
  + Performed a 1031 tax deferred exchange from the home we sold and bought
    - Five-plex netting 1800 a month
      * 398,000 purchase price with 25% down payment. Property fully remodeled by previous owner with historic tax credits.
      * Peoples Trust and Savings bank has mortgage. 4.625 interest. 5 year balloon. 25 year amortization
    - Duplex netting 800 a month
      * Bought on contract from seller with 20,000 down payment. 7 year balloon. 5% interest. 25yr amortization
    - Single Family home we bought for 79,000. Sold for 175k. Will make 18k on the sale for ourselves, 18k for strategic partner. Get our initial down payment of 21k back.
      * 59,000 line of credit to buy. Peoples Trust and Savings Bank
  + Six condos were bought on contract from seller. 76,000 apiece. They were renting for 800 a month. Have raised rents to average of 900 in two years. Bought for 476,000. Owe 340,000 on them yet. 5 years left on contract. 4.5% interest. 20 year amortization.
* Addresses
  + 4805 86th st #21 Urbandale IA 50322
  + 4805 86th st #28
  + 4805 86th st #30
  + 4805 86th st #34
  + 4805 86th st #35
  + 739 17th st Des Moines IA 50317 🡪 Brick five plex
  + 6628 & 6630 Holcomb Cir Des Moines IA 50322

Hardwood Properties LLC Summary

* This is a partnership with a contractor whom I have done business with in the past. He (Lee Blair) is 55 yrs old and builds custom cabinets. His son is a carpenter and installs the cabinets, trims, frames, and insulates (own a spray foam machine) for hire.

The Kirkwood LLC

* Owned 100% by TDS Properties LLC
* 54 unit condominium project
* 18 units sold/under contract in six months on the market
* Operating and running Kirkwood Commons HOA
  + Staff of three. Two full time, one part time

Capital City Development LLC

* Kurt Masteller 50% Owner.
* TDS Industries LLC 50% Owner
* Started Fall 2015
* Have land under contract to develop 27-29 lots in Johnston IA