



## OVERVIEW

The mission of **Sunwood Ventures** is to deliver unsurpassed performance in all matters concerning the management, investment, disposition and optimization of distressed real estate assets.

Our experienced team has an extensive track record and is focused on providing proven insight and market-leading knowledge on behalf of financial institutions, developers, institutional equity firms, hedge funds, as well as private investors.

**Sunwood Ventures** has managed and evaluated over \$800 million in distressed real estate projects across the western region of the United States.

**Sunwood Ventures** offers exceptional expertise in the area of Receiverships and Asset Management, headed by an eminently respected, professional team with impeccable credentials.



## RECEIVERSHIPS

For properties designated for receivership, Don Knox and **Sunwood Ventures** offer an extensive range of resources to fulfill the appointing order in the most efficient and productive manner possible. We understand that every receivership carries with it a unique set of requirements. Mr. Knox and his exceptionally-qualified team assure topnotch expertise in the real estate management, maximum preservation of value, and optimum disposition of fiduciary assets.

As a receiver, Mr. Knox is committed to managing the process in a smoothly orchestrated, exhaustively thorough manner that exceeds the expectations of all parties involved. **Sunwood Ventures** assures receivership participants of unsurpassed value through our:

**Vast Real Estate Expertise.** Our several decades of firsthand experience encompass all phases of real estate management, including:

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Residential and Commercial Experience

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Workout Strategies

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Operational Risk Management

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Asset Valuations

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Business Plan Development and Strategic Implementation

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Equity Raising – Foreign and Domestic

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In-House MAI Appraisers

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Debt and Equity Restructuring

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Forward Planning and Entitlements

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Accounting, Legal and Tax

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# RECEIVERSHIPS

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**Market Knowledge and Proven Teamwork.** Our staff and associates boasts a distinguished track record in a myriad of local real estate matters — and have worked closely together in numerous past transactions. Additionally, we are sticklers for due diligence and meticulous preparation.

**Professional Associations.** Our staff are members of the San Diego Receivers' Forum and the San Diego Bankruptcy Forum. We are staunch believers and followers of the highest ethical standards of our industry's professional organizations.

**Up-To-Date Legal Representation.** We maintain close associations with law firms known for their expertise in receiverships to ensure we keep current with the latest legal issues and developments.

**Accounting Capabilities.** We maintain an experienced CPA and accounting personnel on staff to ensure that books and records are maintained in accordance with the industry's recognized best practices.



## PORTFOLIO/ASSET MANAGEMENT

**Sunwood Ventures** provides comprehensive real estate investment and portfolio management services for real estate investors and financial institutions including any combination of the following elements:

### Analytical Investment Services

- Business Plan Analysis and Financial Modeling
- Site Plan and Highest and Highest Best Use Analysis
- Valuation and Market Position Strategies
- Budget and Cost Review Analysis
- Sales and Marketing Analysis and Implementation

### Project Management Services

- Entitlement Assessment and Forward Planning Processing
- Development and Construction Oversight
- Credit Restructuring
- Unit and Bulk Disposition
- Conditions of Approval Analysis and Risk Assessment and Recovery Strategies

**Sunwood Ventures** continually seeks to enhance and diversify its real estate holdings through our own privately held purchases, including partnered acquisitions, and through the management of real estate related assets. Depending on the needs and objectives of an individual property, Sunwood may choose to partner with accomplished builders, financial institutions, investor groups, as well as other proven entities with specialized experience and expertise.

The **Sunwood Ventures** portfolio encompasses a variety of real estate investments across the country featuring short- and long-term horizons. Our partnerships include:

- 86 finished lots in Menifee, CA
- 43 finished lots in Riverside, CA
- 30 finished lots in Chula Vista, CA
- 75 finished lots in Atascadero, CA
- 52 finished lots in San Jacinto, CA
- 150 tentative map lots in San Jacinto, CA
- 84-unit multi-family project in Lake Elsinore, CA
- 113 blue top lots in Temecula, CA



## OUR TEAM

We believe that integrity, trust, reputation and responsiveness are vital cornerstones in achieving success for our partners, lenders, jurisdictions, consultants and associates. Every business endeavor **Sunwood Ventures** pursues reflects our commitment to perform with only the highest ethical and professional standards — driven by the goal to make each transaction a rewarding experience for all parties involved.



### Don Knox

#### Chief Executive Officer

Prior to founding **Sunwood Ventures** in January 2008, Mr. Knox's career spanned over three decades at The Corky McMillin Companies with extensive experience in corporate acquisitions, land development and homebuilding operations. He played specific roles in each discipline that included land acquisition, property management, marketing, operations, finance, risk management, as well as property evaluation and underwriting for master-planned communities and diverse individual neighborhoods. In addition, he was an integral member of the senior management team that formulated McMillin's strategic planning and corporate development to create a \$3 billion real estate company that has constructed over 16,000 single-family homes and 2,000 multi-family residential units, entitled and finished 10,000 residential lots, built 200 miles of roads and streets, and developed millions of square feet of office, research and development, industrial and retail property. Mr. Knox served on the Executive Committee that managed all of McMillin Companies including McMillin Land Development, Commercial, Homebuilding, Realty and Brokerage as well as McMillin Capital. Presently, Mr. Knox continues to serve on the Board of Directors of The Corky McMillin Companies and is a member of the Appraisal Institute, holding both MAI and SRA designations – the highest distinction for real estate appraisers. In addition, he serves on the Board of Directors of the Barnabas Group. As Chief Executive Officer of **Sunwood Ventures**, Mr. Knox is committed to delivering the highest quality of service in receivership, asset management, and investment and disposition of real estate properties. Currently, Sunwood Ventures has worked with major financial institutions and capital providers to both acquire and value distressed real estate assets.



## OUR TEAM

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### **Erendira Cervantes**

#### **President**

Known for her thoroughness and consummate eye for detail, Erendira Cervantes has spent most of her career in real estate. As President of **Sunwood Ventures**, her wide-ranging responsibilities include managing all projects and transactions, conducting market analysis and appraisal review, due diligence, business plan feasibility analysis, as well as overseeing all daily office operations. Ms. Cervantes also has significant experience with corporate budgeting and strategy, as well as a background in technology. Ms. Cervantes holds a Masters of Business Administration degree from the University of San Diego with an emphasis in finance, and is bilingual in English and Spanish. In addition, she received two undergraduate degrees from the University of the Pacific — a Bachelor of Science in Business Administration with an emphasis in Accounting, as well as a Bachelor of Science in Computer Information Systems.

### **Kerri B. Nicholi**

#### **Executive Vice President**

Kerri Nicholi has over 25 years of experience working for both leading financial institutions and real estate developers. Ms. Nicholi brings to **Sunwood Ventures** her extensive expertise in real estate finance, land acquisition, asset monetization and disposition, as well as portfolio management for residential real estate. Working in Special Assets at Bank of America, she focused on real estate work out and asset disposition to maximize returns and mitigate risks. At Bank One, she helped originate and build a core lending business in Los Angeles, Orange County and San Diego — arranging over \$500 million in financing for land development, home-building, and providing working capital to developers. In addition, Ms. Nicholi joined Barratt American as its Chief Investment Officer to liquidate, oversee and manage the company through its bankruptcy proceedings. Ms. Nicholi is a member of the Urban Land Institute and received a degree in Economics from the University of Northern



## OUR TEAM

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### **Eva Stresemann**

#### **Senior Vice President**

Eva Stresemann has over 25 years of experience in the real estate industry. At **Sunwood Ventures**, Ms. Stresemann's responsibilities include acquisitions, valuation and asset management. Previously, Ms. Stresemann was Vice President and Assistant Manager of The Corky McMillin Companies Real Estate Valuation Department — where she was responsible for home pricing recommendations, analyzing national and local economic trends, coordinating and reviewing appraisals for lending purposes, and in-house valuations for asset management. Ms. Stresemann has also been a city planner for the City of San Diego and Rick Engineering Company. Her vast planning experience includes preparing and managing general plan updates, community plans, specific plans in Otay Mesa and environmental impact reports. Ms. Stresemann is a licensed General Certified Appraiser in the State of California and a designated Member of the Appraisal Institute (MAI), has a Masters of City Planning from San Diego State University, and a Bachelor of Arts from UCLA.

### **Bryce Jones**

#### **Chief Financial Officer**

With approximately 30 years of experience in the real estate, commercial banking and mortgage banking industries, Bryce Jones brings an extensive background in financial management to **Sunwood Ventures**. As a Senior Vice President for The Corky McMillin Companies, Mr. Jones served as controller and treasurer of the \$1 billion real estate development company. Additionally, he directed accounting and treasury departments, coordinated audits, implemented a computer conversion, managed cash systems and fraud protection efforts, invested in a substantial short-term money market portfolio and supervised cash flow projections and reporting. He also served as controller for Lenders Corporation, a financial services company providing mortgage banking and auto leasing services — supervising the accounting department and coordinating annual audits. Mr. Jones is an active Certified Public Accountant and holds two Masters Degrees in Business Administration and Accounting.



## CONTACT US

**Sunwood Ventures** is headquartered in the Point Loma area of San Diego on the historic grounds of Liberty Station — the site of the beautifully redeveloped military base formerly known as the San Diego Naval Training Center.

For more information, please contact us at:

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