

FARIS

CAPITAL PARTNERS

**INVESTING FOR
CANADIANS**

U.S. MULTIFAMILY APARTMENTS

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FOREWORD

A Note from Mark Faris

CEO, FARIS CAPITAL PARTNERS

Have you been disappointed with your investment returns? This really shouldn't be the case. You work hard for your money, and when you invest it, there should be a substantial return.

That's why we started Faris Capital Partners, where our goal is to get better returns, especially in apartment multifamily real estate in strong US Markets.

Let me take this opportunity to introduce you to Faris Capital Partners and take you through our approach to investing. We think you'll find it a refreshing change from the expected.

Mark Faris

CEO, Faris Capital Partners



Watch
the Intro
Video

ABOUT US

Faris Capital Partners was founded by Mark Faris and John Makarewicz, two seasoned real estate professionals with a track record that speaks volumes, having scaled the two largest real estate teams in Canada and the US, respectively, and selling over \$20 billion in real estate.

Mark and John frequently heard clients and colleagues alike wish they had “invested more money in real estate” and also regret past large-scale investments with poor or non-existent returns. With that, the idea sparked: “How can we help provide strong investment returns to clients while leveraging the best opportunities in real estate investing, all while providing the best experience ever?”

Our mission at Faris Capital Partners is to shed light on an often-overlooked facet of real estate investing, particularly for Canadians: multifamily apartment investing in the United States. Our goal is to get premium returns for Canadian investors and to help our clients build mega wealth. We provide first class service and make it exceptionally easy for our clients to invest in cross-border real estate. We are experts at finding great apartment deals and partnering with investors to raise capital. We then acquire, renovate, optimize rental income, and, ultimately, resell apartment buildings, maximizing investor returns at every stage.

Our Core Values



We prioritize building authentic connections and fostering a supportive and inclusive environment. Our team genuinely cares about the well-being and success of our employees, clients, and communities that we serve.



We empower our team to make informed and thoughtful decisions, considering long-term impacts, ethics, and sustainability. By exercising prudent judgment, we navigate challenges and achieve enduring success.



We are committed to providing our customers with an exceptional experience, going above and beyond their expectations. We strive to deliver personalized, prompt, and attentive service, ensuring complete satisfaction.



We continuously strive for perfection in every aspect of our operations, focusing on efficiency, quality, and continuous improvement. Our goal in everything we do is to confidently put on a stamp of excellence.



We prioritize efficient and timely action, enabling us to adapt quickly, seize opportunities, and deliver outstanding results to our clients. We thrive on the agility and effectiveness that speed brings to our operations.

More About Mark & John



MARK FARIS | CEO

Mark founded Faris Capital Partners to help Canadian and American real estate investors buy multifamily apartments in Florida, providing an incredible investment opportunity combined with exceptional service. Mark and his wife Joanna co-founded Faris Team Real Estate Brokerage in 2007, turning it into a mega real estate team that has transacted over \$8 billion dollars in Real Estate sales and set record success in Canada. Mark has expanded the real estate brokerage into Florida, USA. To date, Mark owns and operates over \$160 million in multifamily assets, single family assets and commercial. Mark attributes much of his success playing hockey in Canada, USA and Sweden, as well as his success in Real Estate, to his commitment to excellence and going FULL OUT.



JOHN MAKAREWICZ | PRESIDENT

John Makarewicz is a seasoned professional with expertise in leadership, operations, and growth strategies. Currently serving as the Head of Operations at Faris Capital Partners, John previously led Mark Spain Real Estate as President, driving the company's annual sales volume from \$721 million to \$3.9 billion and increasing lead conversion rates significantly. John is passionate about building businesses that enrich stakeholders' lives.

\$20B IN REAL ESTATE SALES	TRACK RECORD	\$1B+ IN REAL ESTATE ASSETS
	7,000+ TOTAL OWNED UNITS	

Learn More about Faris Capital Partners and Meet the Team:



Faris Capital Partners



ABOUT US 03

OUR INVESTMENT STRATEGY

Why Real Estate?

Simply put, real estate is a tangible asset that appreciates over time and simultaneously produces income - a perfect pairing. Unlike stocks, bonds, or mutual funds, real estate provides a sense of security and control as you can physically see and touch your investment.

Furthermore, it is a reliable hedge against inflation. As the cost of living increases, so does the value of the property and the rental income created from it. The magic of real estate investment lies in its flexibility. No matter your financial goals, real estate offers a pathway to helping you achieve them and building the life you want to live.



What is Apartment Group Investing?

At its heart, apartment group investing is a simple and powerful concept: it's a way for a group of individuals to pool their resources together and achieve something far greater than they could alone. Let's break it down and see how it works:

In an apartment group investment deal, there are typically two key roles: the investor or Limited Partner (LP), and the sponsor or General Partner (GP). As an investor or Limited Partner, your role is straightforward and passive: you're providing the capital necessary for the investment deal. You're the fuel that powers the engine.

The sponsor, or General Partner, on the other hand, is like the driver of the vehicle. They're the ones who locate a promising property, acquire it, manage it, and ultimately sell it. They're making the day-to-day decisions, navigating the market fluctuations, and steering the investment toward profitability. Faris Capital Partners is a General Partner.



WHAT IS APARTMENT GROUP INVESTING? (CONT'D)

In a value-add strategy, the aim is to locate an underperforming property—a property with potential that hasn't been fully realized yet. Perhaps it needs renovations, better operations, or improved management. No matter the circumstances, Faris Capital Partners operates with excellence to ensure maximum financial returns. By investing capital into these improvements, the value of this property can be significantly increased. This, in turn, allows for higher rental rates and, ultimately, a more profitable investment. It's the process of creating value where there is untapped potential, making the pie bigger for everyone involved.

Our expertise lies in identifying these underperforming, 'diamond in the rough' properties, unlocking their potential, and transforming them into high-performing assets. Upon closing on a new apartment complex, our experienced team leaps into action with a meticulously considered 'Full Out® 28-Day Transformation Plan' designed to rapidly enhance the appeal and performance of our multifamily properties, ensuring our investors enjoy the benefits of solid cash flow and long-term capital appreciation.

At the time of publication, our average investor has invested \$200,000 in our deals meaning on a 10MM equity raise, there are only 50 spots available and spots fill up quickly!



By participating in an apartment group investing deal, you get the best of both worlds: You're able to benefit from the substantial returns that real estate investing can offer without the need to become a real estate expert or a full-time landlord yourself. You contribute the capital, and we handle the rest. It's a partnership that has the potential to deliver a future of financial stability and growth.

Improving your Returns: Avoiding Dual Taxation While Investing in the US Market

As a Canadian investor, you may have concerns about investing in the US due to the potential for dual taxation.

Faris Capital Partners, however, has made this issue a priority, designing a tax-efficient legal structure with the help of experienced tax and legal counsel to ensure our Canadian investors can navigate the cross-border investment landscape with ease. Our legal structure allows Canadians to invest through a Canadian Limited Partnership rather than a US-based entity.



AVOIDING DUAL TAXATION (CONT'D)

THIS SETUP OFFERS SEVERAL KEY ADVANTAGES:

- 1 It opens the doors for all accredited Canadian residents**, whether individual or corporation, to invest without the need to create a US entity. This simplifies the process and removes an extra layer of bureaucracy from your investment journey.
- 2 Our structure ensures that the tax you'll be subject to will be the same**, regardless of whether the Limited Partnership invests in US or Canadian property. There's no additional tax for venturing into the profitable US markets.
- 3 It eliminates the need for tax withholdings**, which can sometimes become a source of hassle and confusion for investors. This streamlined approach allows for more straightforward, efficient tax handling.
- 4 Our structure ensures that each year, you will receive a T5013 Statement of Partnership Income and Losses.** This statement will allocate your share of income and losses based on your ownership percentage. You then report this information on your personal or corporate tax return, depending on your method of investment. This makes your tax reporting process seamless and straightforward.



In short, our structure at Faris Capital Partners is designed with the specific goal of making cross-border investment as hassle-free as possible.

We ensure that Canadians can enjoy the fruits of US real estate investment without the extra headache of dual taxation, leaving you to focus on the most important thing: the growth of your wealth.

Sign up for our 7-Day Apartment Investing Mini Course



And learn more about
the ins and out of
apartment multifamily
investing!

7-Day Apartment Investing Mini Course.

Faris Capital Partners
Presented by Mark Faris



THE FULL OUT® Apartment Investor

Building Wealth through Apartment Investing:
A Comprehensive Guide for Canadian Investors

MARK FARIS
CEO Faris Capital Partners
WITH JOHN MAKAREWICZ

Or Unlock the door to apartment investing success with our eBook



Discover Proven
Strategies to Navigate
Cross-Border Investments
and Maximize Returns!

How it Works: Our Deals

At Faris Capital Partners, we pride ourselves on a rigorous and meticulous deal selection process that ensures our investments are not only sound but also promising in delivering optimal returns.

Our team typically analyzes over 100 potential deals just to find 2-3 that precisely align with our stringent criteria. This isn't just a numbers game for us; it's about quality, potential, and sustainable profitability. Our investments are handpicked, reflecting a blend of in-depth research, industry insights, and strategic foresight.

Our criteria are both diverse and specific. We're not looking at properties constructed before 1980, ensuring we avoid the pitfalls of higher maintenance costs and reduced buyer interest associated with older builds. Prior to the 1980s building codes were not as strong and many building practices implemented then lead to very high maintenance costs and, in some cases, unsafe property conditions.

Every property we consider must offer a substantial value-add component, enabling us to proactively elevate its market worth without relying on organic rent growth—we want to force property appreciation.

Amenities are key as well; we seek properties that either boast appealing features or hold the potential for enhancement to attract the core demographic.

Safety, a thriving community, and economic stability are non-negotiable.

We invest in low crime areas, with a blossoming population and a diversified employment landscape to mitigate dependency on a single employer. Financial viability and integrity underpin our selections. We target properties promising at least a 15% annual return and a 5% cash on cash distribution. Affordability post-renovation is crucial; we ensure that even with enhanced value, the average income allocated to rent remains below 35%, guaranteeing long-term sustainability.

Furthermore, we're cautious of market saturation and prioritize areas with low housing starts coming online. Ultimately, every property we invest in is one we're proud to associate with the esteemed Faris Capital Partners' name, reflecting our unwavering commitment to quality, integrity, and substantial returns for our esteemed investors.



Faris Capital Partners

OUR INVESTMENT STRATEGY 10

A Deeper Dive: The Deal Selection & Presentation Process

At Faris Capital Partners, we comprehensively review and vet all deal opportunities before even considering them for investor presentation.



Flip through our '10-Step Full Out® Investing System' widget to see and understand every facet of our process.

WHY FARIS CAPITAL PARTNERS

Choosing the right partner for real estate group investments is critical. With a myriad of options available to high net-worth investors like you, what makes Faris Capital Partners stand out? Experience, strategy, and our commitment to our investors sets Faris Capital Partners apart.



Experience

When you're looking for a team to handle your real estate investments, you want proven success and market expertise.

At Faris Capital Partners, you get both. The experience of our founders, Mark Faris and John Makarewicz, in residential real estate and in apartment group investments is compelling, with over \$20 billion in real estate sold and multifamily apartment properties consistently performing on target with projections. We bring this knowledge and track record to every deal we undertake.

Moreover, we believe in the power of 'team'. Faris Capital Partners only hires the best in the business, creating an all-star lineup that's dedicated to finding and managing the best investment opportunities for you. We've partnered with Djuric Family Office, leveraging their expertise to make informed and wise decisions. The Djuric Family Office is an experienced player in the apartment space with over 6400 units owned and over one billion under management. With us, you can be assured of a team that's tirelessly working towards your investment goals.



Strategy

Understanding the marketplace is another essential element in real estate syndication. We leverage cutting-edge technologies and best-in-class market research to identify the most promising markets and opportunities for each and every deal.

Currently, we are investing in markets in the Southern US due to strong economic fundamentals, the availability of strong, cash-flowing deals, and the lack of rent controls. With a diverse job market, strong population growth, and a landlord-friendly environment, these markets offer tremendous potential for investors seeking passive income and strong returns.

We also understand the importance of risk mitigation in real estate investments. Our '10-Step Full Out® Investing System' (covered on page 11) helps mitigate risk by ensuring we only pursue the best deals that align with our business plan and your investment goals. Through comprehensive due diligence, regular site visits, and diligent financial analysis, we ensure that every investment is secure and profitable.



Commitment to Our Investors

Lastly, investing with Faris Capital Partners means being part of our commitment to generating passive income and wealth for our investors.

We offer a first-class experience, including a written business plan, webinars, and one-on-ones. We work towards making monthly distributions to our partner investors within 6 months of acquisition.

Our goal is to provide an incredible experience, one that will have you investing with us again and again.

When you partner with Faris Capital Partners, you're choosing more than just a group real estate investment company; you're choosing a trusted partner committed to achieving your financial goals.

Our average partner investment is \$200k on a \$10 million deal

WHICH MEANS THERE ARE ONLY 50 SPOTS AVAILABLE!

Become an exclusive Faris Capital Partner investor today!

HOW TO GET STARTED

Let Faris Capital Partners help you **achieve your financial goals** and **build the life you want to live** through group apartment investing.

But how to get started?

Let us connect with you live in one of our weekly, informative group webinar sessions or over a 1-on-1 call, at your convenience.

Join a Webinar



Book a 1-on-1 Call With Us





fariscapitalpartners.com
