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GLEN GALLUCCI, PRESIDENT

TURN-KEY WHOLESALING & RETAILING STRATEGIES
REAL ESTATE DEVELOPMENT, ACQUISITION AND RENOVATION
PORTFOLIO DIVERSIFICATION FOR CAPITAL INVESTORS



Featured in:

The New York Times

Wealth & Wisdom



National REIA

CME Group



WHOLESALE SUBMISSION PACKAGE

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A SEASONED INVESTOR'S GUIDE™

By Glen Gallucci

Version V.V.XXX.CMMX

CRITERIA SUMMARY FOR RESIDENTIAL WHOLESALE DEALS

When you find a property, you can give us the details and we will work it or you can assign the contract to us. If we purchase it, you will get paid at closing.

FINDER'S FEE: An agreed upon cash payout, paid to you at closing.

REAL ESTATE AGENTS: Your commission, bonus and possible listing on finished project.

GEOGRAPHIC AREAS OF INTEREST:

- NJ Counties: Bergen, Passaic, Hudson, Union, Essex, Middlesex, Monmouth, Ocean, Somerset, Morris

CRITERIA FOR ACCEPTING DEALS:

- Be able to purchase and determine by recent ARV (After Repaired Value)." ARV is

CRITERIA FOR TYPE OF HOMES:

- Hand Over, Fixer Upper, Dirty and Distressed to 3 family houses located in decent
- Finished OR soon to be vacant.
- Motivated Seller OR work, cosmetic work OR Pre-
- Foreclosure OR Pre-
- No Short Sales – We can also negotiate and facilitate the short sale for a Retail situation.

NOT INTERESTED (AT THIS TIME) HOMES WITH THE FOLLOWING PROBLEMS OR CONDITIONS:

- Leaking Under Ground Oil Tanks – Cracked or Sagging Foundations, Burn Outs, or Any Structural Damage Located in Flood Areas, Neighboring a Gas Station, Auto Body Shop, or Commercial

PREFERRED PRICE RANGE PER DEAL:

- All cash up deal and current projects.
- Homes to be sold (ARV).
- Our offers with few, if any, contingency clauses.
- Our offers are based on precise market derived data, not random low-ball offers.

REQUIRED INFORMATION:

- **Wholesale Submission Package:** Be sure to follow the instructions for proper submission.
- **Complaints:**
- **Property Photos:** LARGE photos must be NO help you resize your photos to visit our website for recommendations.
- **Completed Area:** area of ACTIVE and SOLD in your package and assist in determining the ARV (After Repaired Value).

CLOSING PERIOD:

- We can close in 10 days or less after obtaining clear title.

Get This Information From All Your Cash Buying Investors! Know What They Want!

COVERSHEET

Associate Name: _____
Home Phone: _____ (201) 4_____ 120
Email Address: _____
Subject Property Address: _____
City: _____ Belleville _____
Real Estate Broker/Office: _____
Real Estate Agent Name: _____
Office Phone: _____ (973) _____ 500

**SUBMIT YOUR INFORMATION
TO YOUR INVESTOR/LENDER**

INSTRUCTIONS: Complete all the required forms and be sure to REVIEW all the information PRIOR to submitting your package. This Wholesale Submission Package includes:

- I. COVERSHEET
- II. PROPERTY SUMMARY FORM
- III. PROPERTY CONDITION FORM
- IV. **8 Steps to a Proper Evaluation!** RM
- V. _____
- VI. _____
- VII. _____
- VIII. PURCHASE OFFER ANALYSIS FORM

Complete Contents of a Professional Analysis

DO NOT WRITE BELOW THIS LINE

OFFICIAL USE ONLY:
Date Received: 01-29-2011 08:18 Approved: _____ Yes _____ No _____ Authorized Signature: _____
Return to Associate: Date: _____ Reason: _____
Direct Investment Package to: _____

PROPERTY CONDITION FORM

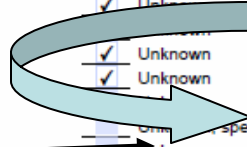
11 Cleveland Street

PROPERTY CONDITION

Brief Property Description: 2 Family with separate utilities

Zoning	<input checked="" type="checkbox"/> Residential	<input type="checkbox"/> Commercial	<input type="checkbox"/> Mixed Use
East	<input type="checkbox"/> Yes	<input type="checkbox"/> No	<input checked="" type="checkbox"/> Unknown
Red	<input type="checkbox"/> Yes	<input checked="" type="checkbox"/> No	<input type="checkbox"/> Unknown
Code	<input type="checkbox"/> Yes	<input type="checkbox"/> No	<input checked="" type="checkbox"/> Unknown
Open Permitted	<input type="checkbox"/> Yes	<input type="checkbox"/> No	<input checked="" type="checkbox"/> Unknown
Previously R	<input checked="" type="checkbox"/> Yes	<input type="checkbox"/> No	<input type="checkbox"/> Unknown
Previous Ne	<input type="checkbox"/> Yes	<input type="checkbox"/> No	<input checked="" type="checkbox"/> Unknown
Previous Ne	<input type="checkbox"/> Yes	<input type="checkbox"/> No	<input checked="" type="checkbox"/> Unknown
Industrial Ne	<input type="checkbox"/> Yes	<input checked="" type="checkbox"/> No	Unknown, specify?
Commercial Neighbors	<input checked="" type="checkbox"/> Yes	<input type="checkbox"/> No	Unknown, specify? Restaurant
Grading and Topography	<input checked="" type="checkbox"/> Flat	<input type="checkbox"/> Sloped	<input type="checkbox"/> High/Lo

Describe the Property Features Here



HOUSE CONDITION

Was it Winterized	<input checked="" type="checkbox"/> Yes	<input type="checkbox"/> No	<input type="checkbox"/> Unknown
Any Pipes Missing	<input type="checkbox"/> Yes	<input checked="" type="checkbox"/> No	<input type="checkbox"/> Unknown
Plaster Walls	<input checked="" type="checkbox"/> Yes	<input type="checkbox"/> No	<input type="checkbox"/> Unknown
Sheetrock Walls	<input checked="" type="checkbox"/> Yes	<input type="checkbox"/> No	<input type="checkbox"/> Unknown
Oil Tank Present (Above Ground)	<input type="checkbox"/> Yes	<input checked="" type="checkbox"/> No	<input type="checkbox"/> Unknown
Oil Tank	<input type="checkbox"/> Yes	<input type="checkbox"/> No	<input checked="" type="checkbox"/> Unknown
Septic	<input type="checkbox"/> Yes	<input checked="" type="checkbox"/> No	<input type="checkbox"/> Unknown
Well	<input type="checkbox"/> Yes	<input type="checkbox"/> No	<input type="checkbox"/> Unknown
Public	<input type="checkbox"/> Yes	<input type="checkbox"/> No	<input type="checkbox"/> Unknown
Terrace	<input type="checkbox"/> Yes	<input type="checkbox"/> No	<input type="checkbox"/> Unknown
Basement	<input type="checkbox"/> Yes	<input type="checkbox"/> No	<input type="checkbox"/> Unknown
Basement	<input type="checkbox"/> Yes	<input type="checkbox"/> No	<input type="checkbox"/> Unknown
Sunroom	<input type="checkbox"/> Yes	<input type="checkbox"/> No	<input type="checkbox"/> Unknown
Leak	<input type="checkbox"/> Yes	<input type="checkbox"/> No	<input type="checkbox"/> Unknown
Rodent	<input type="checkbox"/> Yes	<input type="checkbox"/> No	<input type="checkbox"/> Unknown
Rodent	<input type="checkbox"/> Yes	<input type="checkbox"/> No	<input type="checkbox"/> Unknown
Type Utilities	<input type="checkbox"/> Yes	<input type="checkbox"/> No	<input type="checkbox"/> Unknown
Type Heat	<input type="checkbox"/> Yes	<input type="checkbox"/> No	<input type="checkbox"/> Unknown
Exterior Structure	<input type="checkbox"/> Yes	<input type="checkbox"/> No	<input type="checkbox"/> Unknown
Unidentified Containers Outside	<input type="checkbox"/> Yes	<input checked="" type="checkbox"/> No	<input type="checkbox"/> Unknown
Holes on Property	<input type="checkbox"/> Yes	<input checked="" type="checkbox"/> No	<input type="checkbox"/> Unknown
Flood	<input type="checkbox"/> Yes	<input type="checkbox"/> No	<input type="checkbox"/> Unknown
Neighborhood	<input type="checkbox"/> Yes	<input type="checkbox"/> No	<input type="checkbox"/> Unknown
Neighborhood	<input type="checkbox"/> Yes	<input type="checkbox"/> No	<input type="checkbox"/> Unknown
Neighborhood	<input type="checkbox"/> Yes	<input type="checkbox"/> No	<input type="checkbox"/> Unknown

THIS IS A CRITICAL FORM THAT MUST BE FILLED OUT ON EVERY POTENTIAL DEAL!

MOST INVESTORS NEVER DO THIS!!

REPAIR ESTIMATE FORM

11 Cleveland Street

Condition	Poor	Fair	Good	Comments	Estimated Cost Of Repairs
1. Grounds					
a. Landscaping	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	Clean-up yard	\$500.00
b. Patio/Deck	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Remove deck-no replacemnt needed	\$1,500.00
c. Walkways	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	Repair sidewalk	\$750.00
d. Driveway	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		
e. Secure railing <small>(other)</small>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		\$250.00
2. Exterior					
a. Foundation <small>(cracks, separation, settling)</small>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>		
b. Roofing	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		
c. Windows	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		
d. Siding	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>		
e. Porch	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		
f. Gutters	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		
g. Driveway	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		
h. Other	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		\$1,250.00
3. Interior					
a. Clean & Caulk	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Clean & Caulk	\$500.00
b. Some cleaning needed	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Some cleaning needed	\$500.00
c. Some ceiling repairs needed	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Some ceiling repairs needed	\$1,000.00
d. Baseboard covers	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		\$200.00
e. Baseboard covers	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		\$800.00
f. Clean floor, need baseboard covers	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Clean floor, need baseboard covers	\$250.00
g. Other	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		\$500.00
h. Other	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		\$1,000.00
i. Other	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		\$200.00
j. Other	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		\$1,000.00
k. Other	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		\$2,000.00
l. Other	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		\$4,000.00
4. Systems					
a. Remove one of the furnaces	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	Remove one of the furnaces	\$1,500.00
b. Other	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		
c. Other	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		
d. Other	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		
e. Other	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		
f. Other	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		
g. Other	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		
5. Appliances					
a. one stove needed	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	one stove needed	\$500.00
b. Other	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		
c. Other	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		
d. Other	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		
e. Dishwasher	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		
f. Other <small>(other)</small>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		
TOTAL ESTIMATED COST OF REPAIRS:					\$18,000.00

**Use the Prices
From Our Price
Guide. Its Easy!**

**Complete Estimate Fully Automated
Just Fill in the Blanks!**



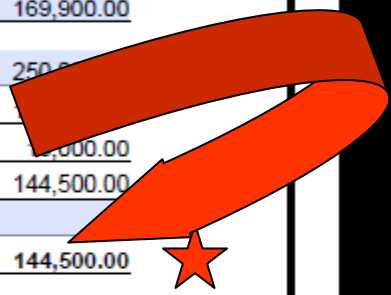
PURCHASE OFFER ANALYSIS FORM

Associate Name: _____
Home Phone: (201) _____ 120
Email Address: _____
Subject Property Address: _____
City: Belleville State: _____ County: Essex

Present Your Deal Like a Professional!
Or For Yourself!

This is the CRUCIAL FORMULA for Arriving at the Final Offer Price to Insure Success!

OFFER FROM SELLER \$	169,900.00
OFFER (+) \$	250,000.00
OFFER (-) \$	100,000.00
OFFER (+) \$	144,500.00
FEES (-) \$	
FINAL MAO \$	144,500.00



COMMENTS: IN YOUR OPINION, WHY IS IT A GOOD INVESTMENT?:

Big units, great location, close to the station Ave.
Our first offer was 140-142K
Way below market value, repairs
and adjusting for things such as getting rid of

By checking this box, I certify that the above information is true and accurate to the best of my knowledge. Nothing herein shall obligate either party to proceed with any transaction between them, and each party reserves the right, in its sole discretion, to terminate the discussions contemplated by this Submission Package concerning any business transactions.

Step 1: "Save File As"

ALL Users: Click Step 1 to save a copy for your records. Once complete, proceed to Step 2.

Step 2: "E-mail File"

OUTLOOK Users: Click Step 2 to send your package using Microsoft Outlook.
Other Users: Email your package to: SUPPORT@PEAKPROPERTIESLLC.COM

DO NOT WRITE BELOW THIS LINE

OFFICIAL USE ONLY:

Office Analysis
ARV: _____
% _____ \$0
Rehab: _____
MAO/MPP: _____
PP: _____
LTV: _____
Offer: _____

Office Comments:

MARKET SALES ANALYSIS

SUBJECT PROPERTY

ADDRESS	ROOMS	BDRMS	BATHS	GAR	ACC	REMARKS
710 Eagle Rock Ave		3	1.1			
20 Schmitt Rd	8					
8 Pitney St	7					
281 Pleasant Valley W	8					300,000
12 Edgemont Rd	6					290,000
12 Pitney St	8	3				392,500

This Form is the Key to Any Quick Turn Real Estate Deal!

 If you don't have this form correct,
 You will not be able to Evaluate any deal Properly!

Recommended After Repaired Selling Price ARV \$ 309,000.00

ADDITIONAL COMMENTS:

It is on a main road, but so is [] Way. Comps are older than [] which []

This Form Calculates Your Selling Price FULLY AUTOMATED FOR YOU!

Average of Sold Properties \$ 323,833.33
 Average of Properties on Market \$ 347,000.00

Submitted by: _____
 Email address: _____

NO MORE GUESSING!
 DON'T TAKE ANYONES WORD ON PRICES!



PHOTO SUBMISSION

710 Eagle Rock Ave

NOTE: Images must be LESS THAN 1 megabyte each.

Subject Property: FRONT PHOTO



Subject Property: BACK PHOTO



Subject Property: STREET VIEW



PHOTO SUBMISSION

756 Thomas St

NOTE: Images must be LESS THAN 1 megabyte each.

Subject Property: FRONT PHOTO



Subject Property: BACK PHOTO



Subject Property: STREET VIEW

Click to
Add / Edit
Photo

PHOTO SUBMISSION

756 Thomas St

NOTE: Images must be LESS THAN 1 megabyte each.

Subject Property: KITCHEN PHOTO



Subject Property: BATHROOM #1 PHOTO



Subject Property: BATHROOM #2
½ BATH PHOTO

Click to
Add / Edit
Photo