



**Chad Duval** – Inspired real estate investor with 10 years of experience in the home renovation industry. Acquired and managed 11 units since 2014. Aspiring to strategically acquire 200 units in the next 5 years. My network and relentless work ethic will continue to drive success.

 **10 YEARS** of experience |  **11 UNITS** since 2014

## WHAT IS CHADPADS?

**Located in Cambridge, MA,** ChadPADS, LLC is focused on buying, holding and repositioning underperforming multifamily properties for profit.

### 2 UNIT - Colchester, CT



#### CREATIVE FINANCING & NEGOTIATION

- USDA loan with **0% down payment**
- Seller repaired **\$9,000 of chimney work** prior to closing and paid all closing costs



#### PROPERTY ISSUES – PRE ACQUISITION

- Extensive interior and exterior deferred maintenance
- Unfinished walk out basement
- Dismal landscape and lack of curb appeal



#### IMPLEMENTED SOLUTIONS - POST ACQUISITION

- Used **\$9,000 chimney savings** to immediately address deferred maintenance
- Transformed unfinished basement into in-law apartment, yielding additional **\$300 in monthly rent**
- Re-landscaped property to increase curb appeal and rent-ability

### 9 UNIT - Laconia, NH



#### CREATIVE FINANCING & NEGOTIATION

- **15% down, 85% seller financing**
- **3% broker fee contribution**



#### PROPERTY ISSUES – PRE ACQUISITION

- Interior and exterior deferred maintenance
- High vacancy rate and poor utility management
- Unit rentals were **8% under market rate**



#### IMPLEMENTED SOLUTIONS – POST ACQUISITION

- Conducted necessary maintenance to all units, once vacant
- Developed unit advertising and referral programs – resulted in **100% occupancy**
- Implemented Utility Bill Back System - yearly cost savings of **\$11,571**
- Add laundry service by 2017 - **\$432 yearly income increase**
- Raise low rents to market rate at renewal - **\$6,480 yearly income increase**

## BUYING CRITERIA



≥ 12%  
cash-on-cash  
return



≥ 8%  
capitalization rate



\$38k-\$45k  
price per unit



10-50 units  
per property



DSCR ≥ 125%



Tertiary markets  
in greater New  
Hampshire



Must have a  
**value add**  
component

## WHY WE INVEST IN NEW HAMPSHIRE



Job growth has grown  
7.1% since 2012



Unemployment rate  
below 3%



Strong demand  
for **Rentals**



No state  
**Income tax**



**STEP 1**  
**ACQUIRE** New property

**STEP 2**  
**BRING** Rental price of any vacant units  
to market rate

**STEP 3**  
**IMPLEMENT** Utility bill back system

**STEP 4**  
**CONDUCT** Light rehab on any vacant units  
to increase rental price

**STEP 5**  
**REFINANCE** Property based on increased **NOI**

## AFFILIATES



**Chad Duval:** Founder of ChadPADS, LLC, with a BS in Business Management

**Phyllis Johanson:** CPA for 38 years and primary accountant for ChadPADS, LLC

**Eric Cournoyer:** Debt analyst and acquisition professional with 30 years of  
experience in the financial and real estate industries

**Lee Default:** On-site property manager for Laconia 9 unit

**John Giere:** Attorney with 30 years of experience and key advisor for ChadPADS, LLC



**ChadPADS**  
PROPERTY & DEVELOPMENT SERVICES

📍 ChadPADS, LLC  
PO BOX 425698  
Cambridge, MA 02142

📞 (617) 528-9545

✉ info@chad-pads.com

[www.chad-pads.com](http://www.chad-pads.com)