



# STREET

— CAPITAL —

SECURE – PROFITABLE – REAL ESTATE DEVELOPMENT





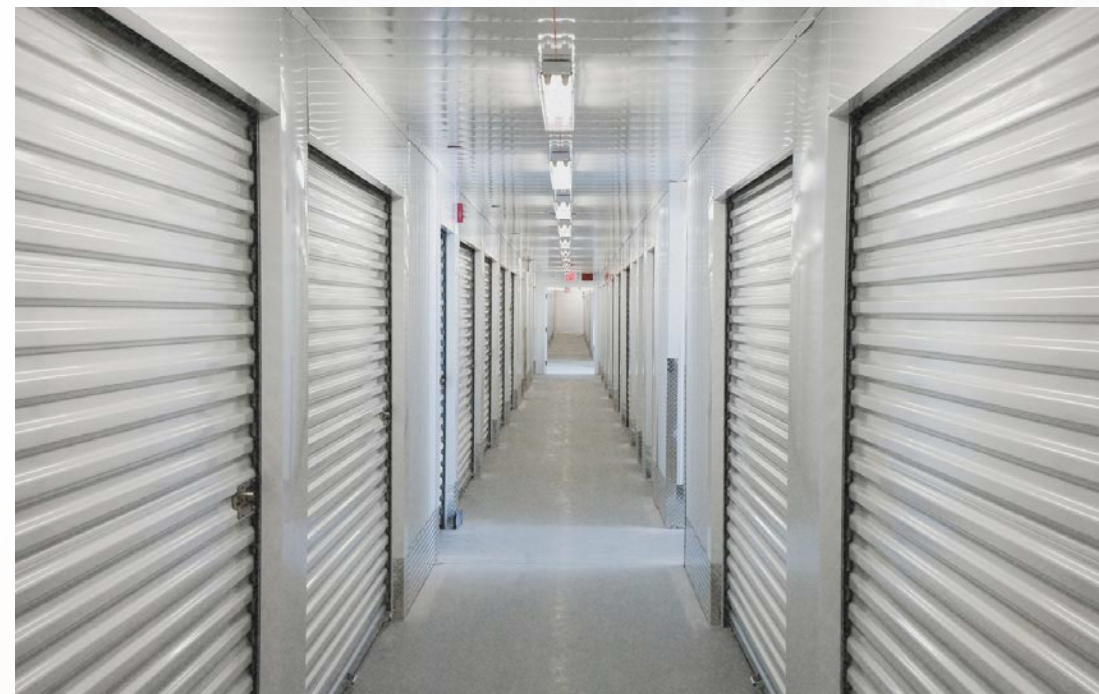
## OUR VISION:

**Building communities that people  
feel compelled to call home.**

LAND DEVELOPMENT



SELF-STORAGE



MULTI-FAMILY







# ABOUT US

Y Street Capital (YSC) is a privately-owned company that specializes in residential and commercial multi-family real estate developments in select markets in North America. We primarily acquire undeveloped land with the intent of developing it from start to finish. We have experience managing multiple project types through all stages of the development process and creating significant value for our investors in the process.

Our team of professionals take pride in creating high quality living spaces that are both beautiful, functional, affordable and address shortfalls in market supply.







“

**ALWAYS OBEY THE LAW OF SUPPLY AND DEMAND. INVEST IN THOSE AREAS WHERE THERE IS A LONG-STANDING SHORTFALL OF SUPPLY.**

”

## **OUR STRATEGY**

Our unique, deliberate approach to property underwriting ensures that we understand the nuances of the hyper-local sub-markets and projects we undertake. We then create a thoughtful plan for how to design, build and manage the property so that it will be profitable for decades to come.







# Our Values

- Fairness/Win-Win Deals
- Honesty & Integrity
- Value Creation
- Be Teachable





# 2024 ACQUISITION TARGETS

## Multifamily

- \$25M+ Acquisition Price
- Value-Add Preferred (C+ to B+)
- 9-month Construction Timeline
- Owner Financing included
- Markets to include:
  - Denver
  - Tennessee
  - Charlotte NC
  - Savannah GA
  - Gulf Coast of Florida
  - Fort Worth (Hospital District)
  - Bend OR

Design



Build



Review







# 2024 ACQUISITION TARGETS

## Storage

- 60,000+ Square Feet w/ room for expansion
- Value-Add opportunity for Operations/Management
- Potential for Owner Financing
- Independently Owned
- Centrally located arterial road
- Raw Land part of parcel for extension
- Boat/RV where undersupplied
- Industrial Outdoor Storage where undersupplied

Design



Build



Review







# 2024 ACQUISITION TARGETS

## Land

- Greenfield: Prefer 50+ Acres of raw land for SFR/BTR/Mixed-use
- Infill: Prefer 2+ Acres of Land with
  - Services
  - Good Frontage
- Prefer to perform entitlement
- Can sell to builder or partner on horizontal/vertical
- Target Cost PSF (unentitled):
  - Greenfield: \$0.50 per sq. ft.
  - Infill: \$2-\$4 per sq. f.t (market dependent)

Design



Build



Review







# Our Team



## VICTOR MENASCE

SENIOR PARTNER

✉ [victorm@ystreetcapital.com](mailto:victorm@ystreetcapital.com)

Full-time real estate investor since 2009. Victor's projects include a portfolio of new construction apartments across both Canada and the United States. He is an experienced developer with a strong background in multi-family, commercial construction, senior housing, capital raising and investment management.

Victor spent the first 25 years of his career in the high-tech sector, where he held several executive-level roles in both public and private semiconductor and telecom companies. He holds a degree in electrical engineering.



## AMY JOHNSON

PARTNER

✉ [amyj@ystreetcapital.com](mailto:amyj@ystreetcapital.com)

Amy Johnson is a motivated and inspirational woman in Utah's Real Estate industry. Her story and experience have gained the attention of local, national, and international developers and investors. With over 10 years in real estate, Amy has accomplished developing 400,000+ s.f. of Class A Self-Storage, 500+ acres of single and multifamily residential units, and managed rehabilitation of 250+ apartment units in revitalization areas. Her experience includes assisting in coordinating project specific funding, raising capital, creating joint ventures, syndications, and tenancy in common deals.





# Our Team



## **MATT MAXSOM**

**PARTNER & CO-FOUNDER**

✉ [mattm@ystreetcapital.com](mailto:mattm@ystreetcapital.com)

Matt is the sole owner of a large portfolio of properties in Ontario and Quebec after becoming a full-time real estate professional in 2014. His US portfolio expanded with the founding of Y Street Capital shortly after that time, as did his resume of value-add and new development properties.

Matt's primary focus at Y Street Capital is building strong, meaningful, long-lasting business relationships. With his passion for meeting people and making deals happen Matt excels as the founder of Y Street Capital.



## **PATRICK TRAHAN**

**PARTNER & CO-FOUNDER**

✉ [patrickt@ystreetcapital.com](mailto:patrickt@ystreetcapital.com)

Patrick is a perfectionist and expert deal underwriter. Engineer by trade, he has created several tools and systems that allow YSC to stick to the numbers and remove emotion from the analysis. As His responsibilities at YSC are in depth deal analysis, project management and underwriting.

He brings to the table a masters in mechanical engineering and 7 years of business and startup experience.





# Our Team



## PAUL HANCHARD

PARTNER

✉ [paulh@ystreetcapital.com](mailto:paulh@ystreetcapital.com)

Paul Hanchard is a 19-year Canadian Forces veteran. In preparation for an early retirement from the military, Paul decided to transition to real estate investing and entrepreneurship. After building a portfolio of multifamily properties in eastern Ontario, Paul offered YSC to work for free in exchange for first-hand development experience. It didn't take long – after adding tremendous value, helping YSC achieve their goals, and filling in deficiencies – for Paul to be offered full time work at the company.



## ROBERT KEENER

CO-SPONSOR & GC

✉ [robert@rwkeener.com](mailto:robert@rwkeener.com)

Robert W. Keener is an icon in Texas real estate development. He has developed over \$750 million dollars in real estate in a career spanning over 4 decades. His myriad of accomplishments include 1,000,000+ s.f. of structured parking garages, 1,000+ hotel rooms, 1,000,000+ s.f. of commercial space, and over 5,500 residential units. He has worked with the likes of Texas A&M, Texas Southern University, University of Houston, Hilton, Marriott and the William P. Hobby Airport.





# THANK YOU

**Because we're here to help**

Y Street Capital is a private real estate development company that specializes in creating spaces that people feel compelled to call home.

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