



➤ PROPERTY HIGHLIGHT ... 1



➤ PRESIDENT'S CORNER ... 2



➤ RATE OF RETURN ... 2

➤ EMPLOYEE SPOTLIGHT ... 2



The
Loan Company

Financial *focus*

QUARTERLY NEWSLETTER, Q3 2024
DESIGNED FOR OUR ESTEEMED LIMITED PARTNERS

INVESTOR SUCCESS STORY *PROPERTY HIGHLIGHT*

We approved a San Diego based client for a \$910,000 construction loan in Lemon Grove. Funds were needed to rehab an older 3 bedroom 1 bath investment home that was a true eyesore for the neighborhood. We cross-collateralized another property the borrower owned free & clear and our combined loan-to-value was **less than 32%** -- a great testimony to our lower risk collateral-driven lending program!

The borrower signed final loan documents only 10 short days after the purchase contract was accepted. The borrower was ready for their first draw a week later, with the first stage of work already done along with a completed field-inspection verifying work was done in a professional manner.

Utilizing our loan, the borrower completely transformed the property through significant upgrades to the home and adding a 2 bedroom ADU. The property value increased and the use of the land was greatly improved. With our help, they were able to complete the entire project quickly (in only 5 short months!) and construction was finished several hundred thousand dollars under budget.



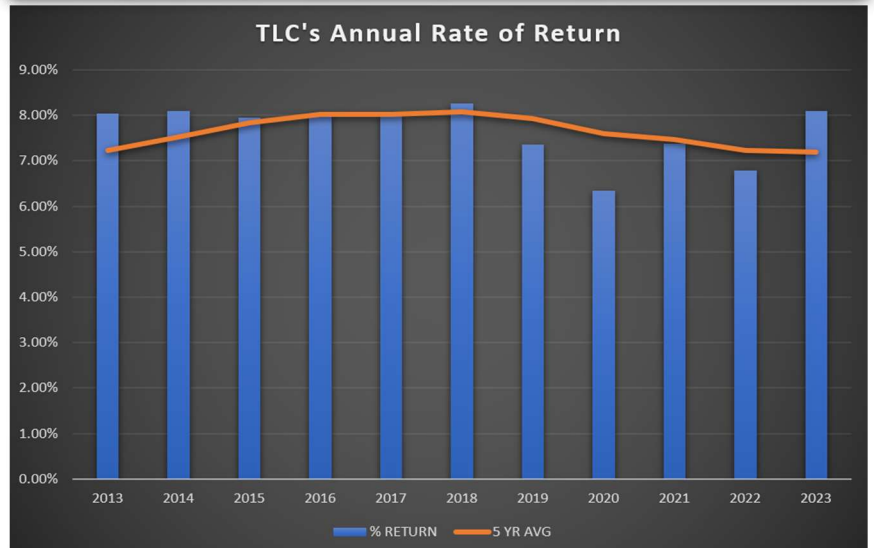
*Helping our Investors, Borrowers & Employees
achieve their financial goals; it's what we do!*

PRESIDENT'S CORNER

Greetings! Wow – it's hard to believe it is October already. The Team and I had a great quarter working on new system efficiencies, updating our Offering Memorandum, improving our Prospective Partner Presentations, meeting with potential borrowers, and connecting with existing Partners. A personal highlight was the opportunity to meet with three of our Limited Partners during a trip to Maui. I enjoyed hearing from each LP about their lives, investment goals & personal goals – then how TLCSD helps them achieve those goals. I feel fortunate to take away meaningful insight from each meeting that will help The Partnership as we continue to build on our business. I'm looking forward to great things ahead.

– Michelle

Below, we share a recap of TLCSD's 10-year rate of return, stated per year, alongside a 5-year average.



EMPLOYEE SPOTLIGHT

Greg Adelman, Business Portfolio Manager



Greg joined the team in 2020, bringing an extensive marketing and lending background. A graduate of Syracuse University, Greg entered the mortgage industry in 2000 working and gaining experience in the industry for several years. Then, in true entrepreneurial spirit, opened his own Brokerage Firm.

He later partnered with a large mortgage bank located in Irvine, California, in a leadership role. Greg mentored, managed and trained neophyte loan officers, sharing everything he had learned throughout the years to ensure profitable team results.

Greg drives TLCSD's marketing efforts, watches the market, reviews/underwrites loan requests, performs property inspections, and actively engages with borrowers, real estate agents/brokers and our local real estate community. Greg's goal for 4Q2024/2025 is to expand and diversify our current borrower pool.

In his spare time, Greg lives a very active lifestyle racing his car, sailing, exercising, playing beach volleyball, and all-things outdoors. His racing passion is so great that he even instructs High Performance Driving at area race tracks and coaches at The Porsche Experience Center in Los Angeles (PECLA).



We want to know - is The Loan Company of San Diego meeting your expectations?

Call us to share your thoughts (619) 293-7770.