

# Company Overview

## Investment Strategy & Philosophy

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Two By Two's core focus is to create accretive opportunities for our partners by sourcing and managing advantageous real estate investments for our partners while reducing their risk and allowing for future growth. Two By Two targets underperforming multifamily apartments in strong markets and improves the property through:

- Better management and lowering operating expenses
- Efficient and effective design upgrades
- Quality vendor contracts
- Identifying tax benefits (accelerated/bonus appreciation, green programs, etc.)
- Maximizing financing for the project to increase value, cashflow, flexibility

A strong foundation is the key to success and for us that begins with integrating the right people with innovative ideas. From there, two by two, steadily we can grow and create beneficial relationships with our investors, partners and communities.

## Executive Team

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Two By Two leverages the team's collective experience to thoroughly and creatively pursue opportunities. By understanding key market intelligence, investor motivations, and crucial deal factors (acquisition costs, construction costs, debt service, operating income and expenses, management challenges, seller motivations, etc.) Two By Two and their team can effectively mitigate unforeseen pitfalls and unexpected market downturns, while ensuring adequate flexibility relative to an exit and operation.



## Marcus Arredondo, Managing Partner

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Marcus Arredondo has over 15 years of real estate experience having served in a number of capacities ranging from multi-family acquisitions and syndications to tenant representation. Marcus has completed in excess of 200 transactions, totaling over 6.0 million square feet and valued at over \$550 million representing clients in their real estate strategies, transaction management and construction. Having spent his career vigilantly advocating on behalf of clients, he brings fierce vigilance to Two by Two, its valued partners and investors. He has constructed many successful transactions on behalf of Wells Fargo, Harman, Tesla, and SiriusXM, among others by providing market guidance, integrating specific occupancy and financial directives with logistical and structural opportunities in order to optimize desired results.

Marcus has served as Corporate Managing Director at Savills, Inc., specializing in representing companies' interests in international and domestic strategies and transactions, and as an investment advisor at a real estate multi-family syndication investment firm where he was responsible for advising clients while leading due diligence, procurement, and underwriting opportunities to yield increased income producing strategies.

Since 2016, Marcus has ownership stake in several multifamily assets in Texas, North Carolina, Georgia, Florida, Louisiana and cash-flowing single-family homes in Michigan, totaling over 1,200 units. Coupled with his professional experience, Marcus brings analytical value & executional expertise to investors and partners. Marcus' top priorities are to aggressively protect and grow the group's wealth, invest in communities and people we believe in, and share knowledge and guidance where applicable to those seeking a more sustainable lifestyle and increased freedom.

### Activities & Achievements

Marcus has served as a member of the Los Angeles Junior Chamber of Commerce, Urban Land Institute, the Hispanic Heritage Foundation and on the Board of Directors for Upward Gravity, a non-profit organization focused on creating value in the education system (particularly in underserved areas) while providing value for the professional world in the context of sustainable environments and economies. He has also served as a big brother in the Big Brother Big Sister program.

### Education

Marcus received a Bachelor of Arts from Cornell University, is an active member of the alumni association and Red Bears Angel Investor group and has been involved with the Big Brothers and Big Sisters of America.



## Marissa Pesce, Managing Partner

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Marissa Pesce has over 10 years of experience in commercial and residential real estate, with a focus on project and construction management. Marissa works with high net worth investors on behalf of Dynamic Real Estate Partners (“DREP”), managing ground up developments including shopping centers, luxury homes, mixed use and multifamily apartment buildings located throughout California, Texas and Nevada. Prior to her work at DREP, she worked as a Project Manager at Savills, Inc., successfully advocating on behalf of companies such as Karl Storz, ICM, Uber, and Metrolink to name a few, in the completion of extensive tenant improvement projects totaling in excess of 500,000 SF. Prior to joining Savills, Inc., Marissa helped facilitate the acquisition and redevelopment of underutilized properties on behalf of a privately held, fully integrated real estate development company.

Marissa’s real estate and construction career began well before her professional start—having grown up working at the family owned land surveying business, spending the better part of her summers and free time on project sites and in the office discussing construction, design and learning how to run a successful business. Marissa followed that interest to the USC School of Architecture and has been cultivating a career in real estate since graduation. Through her experience managing large and small scale projects in a variety of assets with a myriad of teams, Marissa has honed a keen eye for cost effective architecture and real estate functionality.

### Achievements and Activities

Marissa is involved in the Team in Training Leukemia & Lymphoma Society and is also serving to advance her industry and community as a member of the Urban Land Institute. While in college, Marissa played for the USC Women’s Club Lacrosse team, and followed her career up by coaching the team for seven years – from 2008 to 2015.

## Mark Kenney, Strategic Advisor

Mark Kenney is a seasoned real estate investor, entrepreneur and founder of Think Multifamily. Mark started his real estate career over 20 years ago and has extensive experience in property valuation, acquisition, and operations. He has a passion for helping others succeed in the multifamily arena.

Mark is invested in over 6,500 units and has a top-notch reputation among the multifamily investment community for providing exceptional value to investors and the community while being easy to work with. The portfolio consists of:

NAME	CITY	STATE	# UNITS
Waterford Manor (Forty15)	Decatur	GA	114
Cooks Creek	Farmers Branch	TX	255
5111 East Side	Dallas	TX	8
Mountain View	Dallas	TX	208
Crossroads	Mesquite	TX	32
Cedars	Mesquite	TX	32
Dogwood Trace	Memphis	TN	168
Monterrey	Ft. Worth	TX	105
Beverly Springs	Memphis	TN	57
Cooper-Young	Memphis	TN	80
Country View	Memphis	TN	321
Beaumont Heights	Beaumont	TX	265
Pinewood Apartments	Chattanooga	TN	56
Pines of Lanier	Atlanta	GA	157
Woods of Decatur	Decatur	GA	99
Clearbrook	Memphis	TN	144
Central	Riverdale	GA	90
Windward Forest	Lithonia	GA	216
The Forest	Jacksonville	FL	113
Park Canyon	Dalton	GA	151
Hampstead Oaks	Savannah	GA	87
Treehaven	Huntsville	AL	70
Garden Place	Huntsville	AL	42
Wedgewood	Huntsville	AL	49
Riatta Ranch	Abilene	TX	128
Alamo Oaks	San Antonio	TX	282
Sterling	Atlanta	GA	212
Green	Atlanta	GA	152
Memphis SE Portfolio	Memphis	TN	384
TCOS	Savannah	GA	148
Forest Creek	Atlanta	GA	136
The Admiral	San Antonio	TX	208

Mark is a 1993 graduate at Michigan State University, Accounting and is a CPA. Mark has also provided IT technical and business consulting for 20 years and is leveraging his vast IT experience to bring new creative technologies that will help others in the multifamily space. He has worked for large organizations such as KPMG Consulting, EDS, SAP, and HP; he founded Simplifying-IT in 2008 which provides IT services to fortune 500 companies.

## Derek Graham, Strategic Advisor

Derek Graham, a thirty-three (33) year veteran of the commercial real estate industry, is the President and founder of Odyssey Property Group, Inc., a private real estate investment group, which seeks to acquire income producing properties nationwide. Odyssey strives to provide its investors with stable cash flow plus long-term capital appreciation through selective value add investment opportunities.

Mr. Graham is currently a Co-Managing Member of a portfolio of 40 properties spread across thirteen (13) states ([www.odysseyprop.com](http://www.odysseyprop.com)) with an estimated total portfolio value of \$715,000,000.

The portfolio consists of:

- Twenty (20) multi family properties (5,082 units) located in Seattle, WA, Reno, NV, Pittsburg, CA, Houston and Tyler, TX, Kansas City, KS, Richmond, VA, Phoenix, AZ and San Diego, CA. Odyssey and L5 are co-mangers in each of these twenty (20) properties and a JV partner with BH Management in eight (8) properties for a total of 3,100 units.
- Twelve (12) senior housing communities (1,100 units) in Dallas, Bryan, TX, Kansas City, KS, Lancaster, PA, Grand Rapids, MI, Wadsworth, OH, and St. Louis, MO
- 730,000 SF in four (4) industrial properties located in Bakersfield, Salt Lake and Memphis (warehouse, refrigerated and freezer storage, distribution, flex)
- A 130,000 SF office building in Hayward, CA
- A 20,000 SF retail property in San Jose, CA

Prior to founding Odyssey, Derek Graham was (and remains) an Executive Managing Director at Savills-Studley, a national commercial real estate brokerage firm. Prior to Savills-Studley, Mr. Graham was at Insignia, ESG from 1999 to 2001; and prior to Insignia ESG, Mr. Graham was employed at CBRE from 1986 to 1999.

Mr. Graham is a 1985 graduate of Princeton University.