



ZBB

REAL ESTATE

Track Record & Credibility Packet

# ZB3 Real Estate

***Our mission*** is to lead investors through brave and rewarding real estate ventures, with a focus on authenticity, performance, and integrity.

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# Invest in **confidence**, grow with **integrity**.



## **Executive Summary**

At ZB3 Real Estate, our mission is to deliver exceptional investment opportunities through strategic apartment syndications in Colorado and complementary markets in Nebraska and Iowa. We combine a disciplined, value-driven approach with a commitment to integrity, collaboration, and growth, empowering our investors to build long-term wealth while transforming multifamily communities.

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## Our Story

Our journey began in 2018 with the purchase of a “Frankenstein” 4plex—an unconventional property that taught us the value of hands-on management, creative problem-solving, and strategic investing. Over the years, we’ve transitioned from managing small-scale properties to leading syndications that unite investors around shared goals. Today, our portfolio spans Colorado’s thriving Front Range (including Littleton, Loveland, Westminster, Lakewood, and Arvada) and cash flow-focused markets in Nebraska and Iowa, providing a balanced mix of growth and income.

## Our Philosophy

At ZB3 Real Estate, we are guided by principles that define every decision we make:

**Integrity:** Transparency, trust, and a steadfast commitment to protecting investor capital.

**Growth:** Prioritizing long-term wealth creation and continuous improvement in our strategies, properties, and relationships.

**Collaboration:** Partnering with investors, brokers, and property managers to achieve shared success and deliver measurable impact.

# Why invest with us?

## Why invest with us?

Investing with ZB3 Real Estate means partnering with a team that understands the nuances of multifamily real estate and consistently delivers results. We offer:

**Diverse Market Expertise:** Colorado markets provide long-term appreciation potential, while Nebraska and Iowa offer stable, high-cash-flow opportunities.

**Proven Track Record:** A history of navigating challenges, protecting investor capital, and delivering strong returns.

**Investor-Focused Communication:** Regular updates, clear expectations, and an open-door policy to ensure confidence in every step of the investment process.

By blending high-growth markets with stable cash flow opportunities, ZB3 Real Estate provides the best of both worlds for our investors. Whether you're an experienced investor or new to syndications, we're here to help you achieve your financial goals while transforming multifamily communities together.

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# About Us

At ZB3 Real Estate, we are passionate about transforming multifamily communities and helping investors achieve financial growth. Our team combines experience, resilience, and a shared commitment to creating value through apartment syndications in Colorado, Nebraska, and Iowa.



## Our Family, Your Team

At ZB3 Real Estate, we believe in building more than just properties—we're building a community of investors, partners, and families united by shared goals and values. Our work is inspired by the support of our loved ones and the relationships we've cultivated along the way. We're excited to welcome you to the ZB3 Real Estate family.



### **Zach Bagby – Founder & CEO**

Zach's real estate journey began in 2018 with the purchase of a "Frankenstein" 4plex—a property that taught him the value of perseverance, creativity, and hands-on management. Over the years, Zach transitioned from managing small multifamily properties to leading syndications, building a proven track record of success. As the driving force behind zb3 Real Estate, Zach is committed to fostering relationships, ensuring investor success, and identifying opportunities that balance growth and stability. When he's not evaluating deals or managing projects, Zach loves spending time with his wife and two kids in the beautiful Front Range of Colorado.



### **Courtney Erickson – Managing Partner**

Courtney joined ZB3 Real Estate to expand its reach and elevate its operations. With a background in finance, project management, and marketing, Courtney brings a dynamic skill set that enhances investor relations and strategic planning. Passionate about helping others succeed, Courtney works closely with investors to provide a seamless experience from start to finish. Her collaborative approach and dedication to delivering results make her an integral part of the team. Outside of work, Courtney supports her boyfriend's kids at gymnastics meets and theater productions. She also plays piano at her church and enjoys a good game night with friends and family.



### **Ryan Lawless – Advisor**

Ryan Lawless founded Renegade in 2021 to create a leading private equity firm specializing in commercial real estate. As CEO, he oversees acquisitions, investor relations, and strategic direction. With over \$350 million in completed transactions and a portfolio valued at \$150 million, Ryan's leadership drives Renegade's success. His real estate career began in 2011 with a \$10,000 in savings and a \$35,000 investment in a distressed Denver property, evolving into a \$200 million multifamily portfolio. A New Jersey native and Monmouth University graduate, Ryan's passion for real estate was inspired by a mentorship with a prominent real estate investor during college.

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# Completed Deals

**3100 S Acoma St.  
Englewood, CO  
(4 Units)**

Purchase Price: \$760,000  
Sale Price: \$935,000  
Equity: \$40,000  
Hold Period: 1.5 Years  
Return: 437.5%

First house hack. Acquired a 4-unit property with opportunity value-add renovations and addition of utility fees.



**3739 S Logan St.  
Englewood, CO  
(2 Units)**

Purchase Price: \$380,000  
Sale Price: \$535,000  
Equity: \$20,000  
Hold Period: 1.5 Years  
Return: 775%

Lived in MIL suite in basement, rented out garage, added fence converting from house to investment opportunity.



**832 W Prentice Ave.  
Littleton, CO  
(2 Units)**

Purchase Price: \$760,000  
Sale Price: \$1,015,000  
Equity: \$40,000  
Hold Period: 2 Years  
Return: 510%

Converted 9 car garage to a 3rd unit and brought rents to market.



**2851 Eliot Circle  
Westminster, CO  
(6 Units)**

Purchase Price: \$903,000  
Sale Price: \$1,310,000  
Equity Raised: \$300,000  
Hold Period: 1 Year, 10 Months  
Return: 175%

Completed strategic deferred maintenance, performed renovations, implemented rubs, and market rent increases





# Current Portfolio

## 168 S Lincoln Ave Loveland, CO (21 Units)

Purchase Price: \$2,070,000  
Sale Price: TBD  
Equity Raised: \$700,000  
Hold Period: Active since November 2022

Addressed large deferred maintenance including sewers, roofs and plumbing. Renovated all units in order to raise rents to market. Further raised Net Income by charging for utilities. Vacancy was high over the summer due to evictions and low application flow. Made appropriate adjustments to resolve. Property is cash flowing.



## 208 Scott Street Council Bluffs, IA (16 Units)

Purchase Price: \$617,500  
Sale Price: TBD  
Equity Raised: \$250,000  
Hold Period: Active since December 2021

Overcame mandated shutdown and brought 100+ year old property up to code. This property is at full occupancy with low maintenance operations. Zach sold personal assets to cover these unexpected costs and investors are expected to make a small return upon sale.



## 2851 Eliot Circle Westminster, CO (6 Units)

Purchase Price: \$1,000,000  
Sale Price: TBD  
Equity Raised: \$450,000  
Hold Period: Active since May 2024

Re-purchased property at a steep discount. Renovated 3 units, evicted 3 non-paying tenants.



# Why it matters

From small-scale personal investments to medium multifamily syndications, our track record showcases a consistent ability to identify opportunities, execute effectively, and deliver results. Whether through cash-flow-focused markets in Nebraska and Iowa or high-growth opportunities in Colorado, ZB3 Real Estate is committed to building wealth for investors.

# Market Focus & Strategy

At ZB3 Real Estate, we focus on identifying and transforming underperforming properties in markets with strong growth potential. Our strategy centers on creating value through hands-on improvements and disciplined management, delivering exceptional results for our investors.

## Market Focus

We invest in carefully selected markets, including:

**Front Range, Colorado:** Dynamic and rapidly growing, these markets benefit from a diverse economy, increasing population, and strong demand for quality housing. We focus on cities like Loveland, Westminster, and Arvada, where value-add opportunities abound.

**Midwest (Nebraska & Iowa):** These markets complement Colorado by offering stable, cash-flowing properties with less volatility. They provide consistent returns and diversify our portfolio with a balanced risk profile.

These regions provide the ideal blend of appreciation potential and reliable cash flow, ensuring both short-term and long-term benefits for our investors.

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# Our Strategy

We specialize in Class C and B properties with untapped potential, often characterized by:

**Deferred Maintenance:** Addressing years of neglected repairs to improve livability and increase property value.

**Poor Tenant Base:** Replacing underperforming tenants with high-quality residents to stabilize income.

**Problematic Financing:** Refinancing or restructuring unfavorable loan terms to improve cash flow.

**Vintage Finishes:** Modernizing interiors and exteriors to attract higher rents and better tenants.

Through our **value-add approach**, we implement strategies such as:

**Repositioning Assets:** Renovating units, upgrading amenities, and improving curb appeal to elevate property standing.

**Optimizing Operations:** Implementing RUBS (Ratio Utility Billing System), improving energy efficiency, and reducing operational inefficiencies.

**Strategic Renovations:** Targeted improvements with high return on investment, such as kitchens, bathrooms, and common areas.

**Proactive Management:** Partnering with experienced property managers to ensure smooth and efficient operations.

By turning around these properties and operating them efficiently, we consistently deliver outsized returns for our investors.

# Why Our Markets Are Ideal

## Front Range, Colorado

**Population Growth:** Steady influx of new residents seeking housing.

**Economic Strength:** Diverse industries like tech, energy, and healthcare driving employment.

**Demand for Affordable Housing:** Growing need for well-maintained Class B and C properties as housing costs rise.

**Natural Barrier:** The mountains make it hard for cities to expand and build more in established neighborhoods.

**Landlord friendly:** No rent control, quick eviction process

**Low taxes (relative to other states)**

## Midwest (Nebraska & Iowa)

**Stability:** Economically resilient with steady rental demand.

**Population Growth:** Steady influx of new residents seeking housing.

**Cash Flow:** Reliable income streams from well-positioned properties.

**Undervalued Opportunities:** Properties with room for improvement in areas with less competition.

**Landlord friendly:** No rent control, quick eviction process

# Positioned for Long-Term Growth

Current market conditions, including limited new construction in affordable segments and high demand for workforce housing, make our strategy especially relevant. By targeting properties with problems we can solve, we create value not just for our investors but for the communities we serve.

**At ZB3 Real Estate, we don't just invest in properties—we invest in potential.**

# Frequently Asked Questions

## Who Can Invest?

Anyone can invest as long as they meet the minimum investment requirements and understand the risks involved.

## What Is the Minimum to Invest?

At ZB3, we are committed to making real estate investing accessible. Our syndications are designed to offer entry points with lower thresholds than industry norms. We would love to have a brief 30-minute call so we can discuss what is best for you and your family!

## What Returns Do You Aim for in a Deal?

Our goal is to **double your investment within 5 years**, offering upside potential and targeting a **15%+ IRR (Internal Rate of Return)**.

## How Do You Underwrite Deals?

I've developed custom software that ingests Offering Memorandums (OMs), Rent Rolls, and T-12s to create detailed underwriting models. I use **conservative assumptions**, perform **sensitivity analyses**, and compare similar properties (comps) to ensure robust deal analysis.

## How Do I Stay Informed About Upcoming Deals?

Join our **investor list** to receive updates on upcoming opportunities. Schedule a meeting with me to learn more about our process and current offerings. Once invested in a deal we send out monthly updates with financial reports, KPIs, highlights, and pictures.

## What Is Your Investment Strategy?

We focus on value-add opportunities in Class B and C properties with untapped potential, addressing deferred maintenance, tenant quality, and operational inefficiencies to maximize returns.

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# Frequently Asked Questions

## What Is the Typical Hold Period?

Our typical hold period ranges from **3 to 7 years**, depending on the specific deal and market conditions.

## How Are Distributions Paid?

Distributions are typically paid **quarterly**, although the timing may vary based on the property's performance and cash flow. Since most of our deals have a construction component we may hold distributions until after stabilization.

## What Happens if a Deal Underperforms?

We mitigate risks by using conservative underwriting, having strong operating reserves, and creating multiple exit strategies. In the unlikely event of underperformance, investor capital remains our top priority, and we maintain open communication about any challenges.

## Can I Use Retirement Funds to Invest?

Yes, you can use a **Self-Directed IRA** or other qualified retirement accounts to invest. We can connect you with trusted custodians to assist with the process.

## What Makes ZB3 Real Estate Different?

We combine hands-on experience and strong partnerships with proprietary tools to identify, acquire, and manage underperforming properties. Our mission is to create outsized returns while staying grounded in values like integrity, growth, and collaboration.

## What Is the First Step to Get Involved?

Start by joining our **investor list** and scheduling a meeting to discuss your goals and learn about our investment process.