# Realty Stock Investor

## Sunstock<sup>™</sup> (Symbol: SSOK)

Los Angeles / Chicago / New York

## **INNOVATIVE REAL ESTATE COMPANY SUNSTOCK, INC. GOES PUBLIC**

Sunstock Inc (SSOK) 1.2300			Trade SSOK	+ Portfolio + Alert	
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Stock Price Quote as of Tue,	Mar 8th, 2016			MY LONG-TERM PICK: <u>BUY</u>	or <u>SELL</u>
High	1.2500	Low	1.2300	Chart Snapshot	Customize Chart
52Wk High Since 12/09/15	<b>1.5000</b> (-18.00%)	52Wk Low Since 12/09/15	<b>0.5000</b> (+146.00%)	■ Op:1.2500, Hi:1.2500, Lo:1.	2300, CI:1.2300-1.6000
Open	1.2500	Prev Close	1.2500		- 1.4000
Volume	2,000	Avg Volume	N/A		<u> </u>
EPS	N/A	Div & Yield	N/A		1.0000
P/E Ratio	N/A	Market Cap	N/A		0.8000
Weighted Alpha	N/A	Standard Dev	N/A		0.6000
14-Day Rel Strength	N/A	14-Day Stochastic	N/A	Jan 16	0.4000

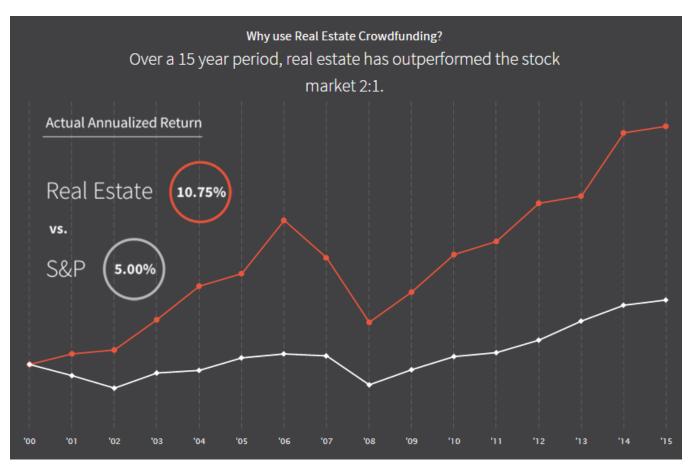
## *Opportunistic Management Team Seeks to Build Portfolio of Undervalued Real Estate Using Crowdfunding Based Financing.*

#### FOLLOWING FOOTSTEPS OF FUNDRISE, CROWDSTREET & REALTY SHARES.

Historically, real estate has proven to be one of the best-performing investments. Yet, too often the profits from real estate projects from corporate investors like **Sunstock, Inc**. (**SSOK**) - ended up mostly in the pockets of institutional investment partners, who in reality were acting as financing sources between companies like Sunstock and all of the working parties who put the real estate deal together.

Sunstock is seeking to acquire a large portfolio of income producing real estate using an exciting and novel combination of stock and crowdfunding sourced financing. Sunstock will seek to profit by working in the **same manner** or **working directly** with two well-known and highly successful "new age" Real Estate firms **Fundrise** and **RealtyShares**.

With proper execution, the Company expects to grow at a rapid rate by launching and managing a series of crowd funded financed projects targeting hotels, apartment complexes and even upscale restaurants.



#### A NEW WAY TO INVEST IN REAL ESTATE.

Real estate crowdfunding has experienced explosive growth in the past three years with dozens of platforms emerging to offer investment opportunities to investors. Firms operating in the online real estate marketplace typically use either a direct platform or a special purpose vehicle (SPV) when conducting business.

**Sunstock is the first small-cap publicly traded** real estate crowdfunding firm planning to adopt the SPV model, which as the name suggests, will create crowdfunded vehicles to raise the capital to invest in pre-identified acquisition targets, or pre-identified sectors of the real estate market. In short, crowdfunding is a near limitless source of capital for a firm like Sunstock.

**Sunstock will additionally** seek to enhance the attractiveness of its offers to acquisition targets, by offering shares in the corporation itself, to the sellers of properties targeted to be acquired and added to its portfolio. For example, let's assume a seller is entertaining two offers for a \$5 million commercial property.

One potential buyer is offering \$5 million in cash and the second buyer is offering \$4 million in cash and \$1 million in shares of a publicly traded corporation. For the purpose of the hypothetical transaction, we'll assume the shares are selling for \$1 and thus the seller would be offered 1 million shares plus \$4 million in cash.

If the seller accepts the all-cash offer, he is essentially pre-empted from any further appreciation in the property because he has "cashed-out." However, in the second example, there still remains some upside potential (as well as risk) to the seller. If the share price rises, due to further appreciation of the property purchased, or due to rising values of other real estate in the portfolio of the public real estate company, the seller would benefit. If the share price rose to \$2, the actual aggregated benefit to the seller would be \$6 million, versus \$5 million from the all-cash offer.

There are of course countless permutations to the above example, for publicly traded companies. There could be instances where the public corporation offers 100% stock. There could also be instances where the public corporation offers an amount in excess of competing bids, say \$4 million in stock and \$2 million in cash, or even all \$6 million in stock, for a competitive advantage. In a strong bull market for equities, there is also a possibility to pay less than competing bids.

Here is an example of how that could happen. Ask yourself, if you had a commercial property worth \$1,000,000 and publicly traded **Lennar Homes (LEN)** offered you \$900,000 in stock in 2009, would you have taken it?

Why would a seller *take less* than an all-cash offer? In hindsight, turning down an offer like that, would have cost the seller dearly, as the shares of Lennar went from \$6 in 2009 to \$54 last month - meaning the **\$900,000 grew to \$8,100,000.** If the seller took the all-cash offer of \$1 million placed it in a money market fund, today, the seller would have **\$1,070,000** at 1% a year or **\$1,410,000** in the average diversified real estate fund. That's why a seller may entertain a stock offer.



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A public corporation has the flexibility to create a security, such as a convertible preferred with a dividend, to offer a yield to the seller – say 8%. Again, the flexibility for a public corporation like Sunstock offers numerous options.

Sunstock is the first company that allows investors **to invest directly in the Organizer** of crowd funded projects (like directly into Fundrise), as opposed to simply investing in the properties of the Organizer. This is a very interesting investment opportunity. Investors can simply purchase open market shares of Sunstock, Inc. (SSOK).

#### HOW THE INTERNET AND CROWDFUNDING CAN HELP REAL ESTATE COMPANIES LIKE SUNSTOCK.

The internet and crowdfunding can help companies that invest in real estate like Sunstock, Inc. (SSOK) in **two** rather simple ways. **The first way** is by using the crowdfunding platform to find investors similar to the ways of **Fundrise** or **RealtyShares**. We'll call this the "**crowdfund platform**." There are over 300 firms which act in the manner that these two firms do and we use them as an example, only because the names are so recognizable (Fundrise has acquired \$3 billion in real estate).

In the most basic terms, the crowdfund platform used by both of these firms uses the internet to find small investors (versus phone or face-to-face meetings) and groups their money together, similar to a mutual fund. The next step is again using the internet to scour the entire United States to find real estate to invest the money they raised, which in the past was done by actually visiting the properties. With the internet, investors can virtual tour the inside of ten properties and examine the financials in an hour whereas before it would take weeks.

**The second way** they can help traditional real estate firms is by **providing capital**, in essence using the internet to replace "old school" financing sources, which was again in the past done on the phone and in face-to-face meetings. Firms like Fundrise and RealtyShares – instead of investing in their own deal, invest in your deal! We'll call this second way **"crowdfund financing"**.

Let's look at both ways in a little greater detail and then you can come to your own conclusion, where Sunstock fits into the new age of real estate investing – which displaces old school Real Estate Investment Trusts (REIT's) and local banks.

## **CROWDFUND PLATFORM**

Dealing with banks is a burdensome problem. The REIT market is also complicated. When you can directly connect buyers and sellers, and get rid of all the middlemen, why pay a 10% load when you get the same thing through crowdfunding for a 1% or 2% annual fee?

The **Fundrise** eREIT was the first such product to emerge as a result of the SEC's June 19, 2015 passage of a specific provision of the 2012 JOBS Act, which allows for crowdfunded public offerings of up to \$50 million to non-accredited investors.

In October 2015, the SEC approved an additional part of the JOBS Act that took effect in

2016 and allow retail-class investors access to crowdfunding offerings capped at \$1 million with less regulatory scrutiny.

Similar to a nontraded REIT, the Fundrise eREIT will not be traded on an exchange, and liquidity will be limited to quarterly sales, meaning investors will be able to sell their shares four times a year. The portfolio, which is constructed as investor dollars come in, include mortgage instruments that are already on the Fundrise platform as separate crowdfunding investments. For at least the first two years, the REIT's 1% management fee will be waived if the fund doesn't meet a 15% annualized rate of return.

After nearly a year of working with the Securities and Exchange Commission, they launched their first online offering, ending up with 175 individual investors. Then they did it again and again. Today, there are more than 80,000 members of Fundrise and they have invested in nearly \$3 billion worth of real estate.

Of the 1,269 investment crowdfunding platforms worldwide, 300 are individual-property real estate investing platforms based in the United States. Real estate is one of the targeted asset classes that will benefit from crowdfunding, because people can relate to the asset class. After real estate, the most popular crowdfunding investment categories are biotechnology and marijuana.

Globally, \$65 billion was raised on crowdfunding platforms last year, including \$18 billion in the United States, which is behind Europe because crowdfunding has only been approved for investing purposes in the U.S. since 2013. According to IBISWorld, the global real estate market is estimated at more than \$5.2 trillion. So obviously, there is plenty of room for more companies "like" Fundrise and RealtyShares.

The concept of crowdfunding is fairly straightforward. Users of the platform pool money with like-minded investors to make commercial real estate investments that are otherwise difficult to access. Investors can invest as little as \$5,000 for a slice of an investment. Each real estate investment is typically tied to a real estate company that deals with the hassles of "toilets, tenants and trash."

Projects can be big. In Colombia, Prodigy Network crowd funded a building called BD Bacatá that became the nation's tallest building. About 3,100 investors kicked in \$171.8 million of the \$239 million needed to build the 66-story skyscraper in downtown Bogotá.

To create a true, crowdfund platform type firm, Sunstock or any firm like it, could work with many consulting firms which specialize in creating the technology that powers the platform.

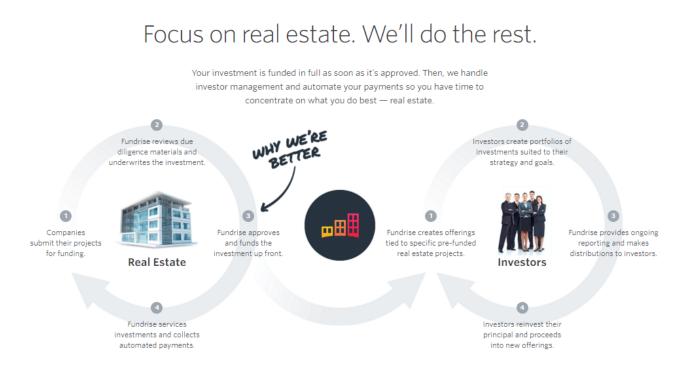
## **CROWDFUND FINANCING**

Crowdfund financing is a simplified structure that allows real estate companies like Sunstock access to capital from accredited investors while Crowdfund firms manage the ongoing reporting and asset management responsibilities for the investors. This leaves the real estate company to focus its attention on managing the property and maximizing value. There are literally 100's of firms offering this bypass of traditional lender model.

Most firms offer a holistic approach to commercial real estate by promoting the interplay between the traditionally segmented worlds of high net worth investing, institutional investment, and the acquisition and disposition of commercial real estate. They function to break down longstanding barriers and combines them into a single, robust online platform. This approach creates the foundation for a more efficient marketplace to

enhance the opportunities available to investors while providing a more comprehensive financing solution to real estate companies. There is even a firm called FundThatFlip.com.

Fundrise put together a nice infographic that is typical of crowdfunded financing.



These two graphs show typical terms and previous financing.

		Single-Family Home or Small-Balance Commercial	Mid-Market Commercial Development or Rehab
\$2.8M FUNDED Product Type Multi-Family Location Seattle, WA	FUNDED Product Type Multi-Family Location Brooklyn, NY	Blended Senior & Mezz. Loan	Mezz. Debt or Preferred Equity
Ann. Rate 12.0%	Ann. Rate 12.0%	Loan-to-Cost Up to 85%   Avg. Loan Size \$1-5 million   Avg. Project Size \$1.5-7 million   Term 12-60 months   Fees 1-2%   Closing 2 weeks	Loan-to-Cost Up to 90%   Avg. Investment \$0.5-3.5 million   Avg. Project Size \$5-20 million   Term 24-48 months   Fees 2-3%   Closing 2-4 weeks

Crowdfunded financing is typically designed to offer a higher level of financing, lower rates, and a much quicker documentation process.

Traditional lenders typically cap the amount of funding for a project at 65% - 70%, leaving a sizable portion of equity to be funded. Crowdfunded's flexible funding can reduce the overall amount of equity required while lowering a project's average cost of capital.

Banks and other traditional capital providers typically take a minimum of 60 days to close. Crowdfunds' streamlined digital origination and due diligence process enables projects to fund in as little as 15 days.

**A. Term Sheet** – 4 days vs. 2 weeks **B. Due Diligence** – 7 days vs. 5 weeks **C. Legal Agreement** – 4 days vs. 2 weeks

Here are some testimonials that tell an eye-opening experience from RealtyShares:

Our offering was fully funded within 12 hours of being put on the platform. Their process for evaluating our company was thorough and they completed it quickly and efficiently which I believe went a long way to making our raising of capital successful. **Chris Funk Managing Partner, Sun Coast Property Management** 

*RealtyShares' secure platform makes investing quick and easy. Every investment has a wealth of financial information – on the project, the developer and its track record, etc. – to allow the investor to do as much due diligence as they wish.* **Jeff Bullian Vice President, Kessler Group** 

RealtyShares has absolutely revolutionized our business. We have purchased over 1,700 properties in the last 10 years, but raising capital has always been one of the hardest, most time-intensive things we had to do. RealtyShares has made raising capital basically an afterthought – it is simple, streamlined, and FAST. Alex Sifakis President, JWB Real Estate Capital

Using Crowdfunding makes raising capital for investment much easier. Companies submit their investment opportunity, receiving approval, listing and funding can all be completed in a fraction of the time required to deal with banks or institutional funding channels.

In certain instances the platform organizers present the opportunity to investors across the country; investors for whom they make real estate investing easy. This helps by providing small or large real estate companies with access to a broader capital pool made up of investors that want to participate in a variety of projects. They'll come to you as a single investor, in a manner that is legally compliant. They also take over all the investor communications chores with the investor pool, while at the same time the real estate brand is being elevated through its access to this much broader group.

RealtyShares, as example, lists investment opportunities involving a variety of real estate property types, including multi-family residential, office, industrial, self-storage, retail, and hospitality facilities. Single-family residences being used for investment purposes (not owner-occupied) are also the subject of many investment opportunities. They generally prefer to finance properties in or near a significant metropolitan area, but it all depends on the particular situation.

RealtyShares also offers several different types of financing options. They can do secured real estate loans (both first- or second-lien positions); equity financing, usually for properties involving in-place cash flow that provide an income component to the investment; and/or "preferred equity" investments involving a preferential position in the equity capital structure but with only limited potential upside (so that sponsors retain most of the appreciation).

RealtyShares, through its lending subsidiary RS Lending, Inc., provides business-purposes loans (i.e. no owneroccupied properties) secured by both conventional residential properties (such as single-family residences) as well as commercial properties (e.g. larger apartment buildings, retail centers, office buildings, etc.). They can provide both short-term (usually, 36 months or less) 1st-lien and 2nd-lien debt financing on residential properties. They can also provide both bridge or permanent debt financing on commercial properties.

RealtyShares looks at a number of criteria in underwriting potential loan opportunities. Generally, they look for certain minimum loan-to-cost (LTC) or loan-to-after-repair-value (ARV) criteria. The company also likes to understand the operating plan for the project, and they verify borrower credit and background history.

## SUNSTOCK, INC.

Now that we know the basic alternatives for financing available to Sunstock, let's look at the markets they are in. The Company will leverage its investment in residential real estate development in Sacramento and the California Region.

Reversing the long uptrend in homeownership, American households have increasingly turned to the rental market for their housing. According to market research firm IBISWorld, the Apartment Rentals industry has seen an average annual growth of 4.9% over the last five years, positioning industry revenue to be around \$165 billion in 2015. The subprime mortgage crisis pushed some individuals out of homeownership and into renting. Increasing demand, combined with a shortage of available rental units due to industry pullback during the economic downturn, and decreased rental vacancy rates, enabled landlords to raise rents. The Apartment Rental industry is projected to see an average annual growth rate of 2.1% over the next five years, placing industry revenue at \$183.6 billion in 2020

Target market for residential apartments includes one-person to three-person households. Further, target market also includes single parents that constitute the large portion of target market within two-person households.

To achieve the Company's objectives, Sunstock, Inc. is seeking \$20.9 million in total funding in 5 trenches. The funding will be allocated in a variety of ways including staffing, operations, and marketing initiatives. Utilizing the Company's own reserves and crowdfund sourced funds, Sunstock, Inc. will acquire residential apartments in Sacramento and other California regions. Sunstock, Inc.'s management team is well-qualified to execute this investment strategy. The company will provide residents with the best quality homes and superior customer service. The company plans to initially acquire residential apartments and hotels in California. To diversify the

investment in residential property, the company subsequently plans to move to the Southern Region of California.

The multifamily rental housing market outperformed expectations in 2014 and is expected to remain strong in 2015. Even with a significant increase in new supply delivered to the market in 2014, multifamily vacancy rates remained low, and rent growth exceeded expectations. Multifamily property fundamentals are as strong today as any time since the early 2000s. Looking forward, new supply will be higher again in 2015 and dispersion across markets will continue to widen, as new supply is delivered unevenly. At the end of the year, the national rental market will likely be operating at higher vacancy, but with positive revenue growth overall.

Demand and rent growth in the multifamily market outperformed many economists' predictions in 2014, despite the flood of new properties that opened their doors during the second half of the year. Vacancy levels declined by 10 basis points (bps) compared to 2013 reaching a 13-year low of 4.2 percent. Demand was strong enough to absorb many of the new units and allow landlords to increase rents. Revenue growth over the past five years has been remarkable. According to REIS, gross revenue per unit is up 20 percent over the last five years. The last time this level of growth was seen was the five-year period ending 2002 when revenue grew 23 percent. On the new supply side, we expect multifamily completions to surpass the long-run average in 2015 and remain above the average for the next few years (more about supply in the next subsection). Counterbalancing this, we anticipate demand for multifamily units to remain strong in 2015, primarily due to favorable demographic trends and continued expansion of the labor market, which will result in continued rent growth throughout the year.

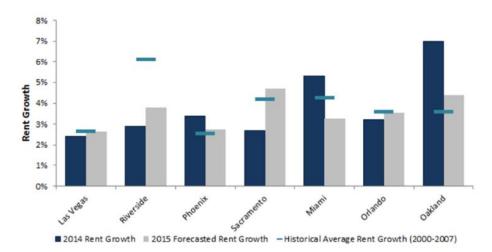
According to REIS, projected top 10 markets by gross effective income growth for 2015, which incorporates both rent growth and vacancy rates, are shown in the table. The top 10 markets listed here are very similar to those in 2014 Mid-year Outlook, but with San Jose and Sacramento in place of Orange County and Baltimore. The strong performance in many of these markets stems from

Metropolitan Market	Annualized Growth in Gross Effective Income 2015	Vacancy Forecast 2015
San Francisco, CA	4.9%	3.0%
Oakland, CA	4.2%	3.2%
Seattle, WA	4.0%	4.7%
San Jose, CA	3.9%	3.2%
New York, NY	3.9%	2.6%
Sacramento, CA	3.9%	3.3%
San Diego, CA	3.8%	2.9%
Denver, CO	3.8%	5.6%
Portland, OR	3.7%	3.3%
Boston, MA	3.7%	4.1%
United States (top 70		•
metros)	3.1%	4.8%

Source: Freddie Mac projections

absorption of supply due to either high demand fueled by a strong job market (e.g., Seattle) or a healthy job market paired with relatively limited multifamily stock (e.g., Oakland).

At the same time, rent growth will be mixed across the markets. Those markets that have seen very low levels of construction will be able to increase rents into 2015 (Riverside and Sacramento); even so, rents may still remain below historical averages. In other markets that have already added a decent amount of new supply to the market (Phoenix, Orlando, and Miami) or where demand is still limited due to lack of economic



Sources: REIS, Freddie Mac projections

growth (Las Vegas), rents will remain flat or decline.

#### LOCATION: Sacramento, CA



Sacramento is the capital city of the U.S. State of California and the seat of government of Sacramento County. It is at the confluence of the Sacramento River and the American River in the northern portion of California's expansive Central Valley. It's estimated 2014 population of 485,199 made it the sixth-largest city in California. Sacramento is the cultural and economic core of the Sacramento metropolitan area, which includes seven counties with a 2010 population of 2,414,783. Its metropolitan area is the fourth largest in California after the Greater Los Angeles Area, the San Francisco Bay Area, and the San Diego Metropolitan Area, and is the 27th largest in the United States.<sup>1</sup>

#### LOCATION: DEMOGRAPHICS

DEMOGRAPHICS	Sacramento, California
Total Households	458K Households.
Age range	53.2% are between the ages of 25 to 64.
Gender	48.7% Male   51.3% Female
Race	45% of the total population is Caucasian; 14.6% is African American; 18.3% is Asian, and the remaining 22.1% is other races.
Family Structure	Of the HHs that have at least one child under the age of 6, roughly 103K (59.4%) are married-couple family HHs, 10.5K (6%) are male only family HH and 27.6K (15.8%) are female only family HHs.
Income	Median HH income for this segment is \$50,013.
Occupation	63.7% of 24-64 year-olds are employed.
Education	82.9% of 24-64 year-olds have attained high school or higher.

Apartment Rentals: The Apartment Rental industry is highly fragmented and is primarily composed of individual investors that include sole proprietorships that lease out a single unit. However, limited liability companies and partnerships dominate rentals with high occupancies.

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Company	Market Share	Description
Equity Residential	1.7%	In 2012, Equity and AvalonBay Communities Inc. jointly acquired Archstone Inc. from Lehman Brothers Holdings, which includes a portfolio of high-quality apartment properties in high-growth coastal markets, such as Los Angeles and San Francisco. The acquisitions greatly increased the company's revenue in 2013. Equity financed its 60.0% stake in Archstone's assets with the proceeds from noncore asset sale.
AvalonBay Communities Inc.	1.1%	AvalonBay Communities Inc. (AvalonBay) is a REIT that owns and operates 252 apartment communities, containing 74,240 apartment units in 11 states and Washington, DC. Eaves by Avalon provides lower-priced apartments, usually in suburban markets. AvalonBay entered into a joint acquisition of Archstone Inc.

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with Equity Residential in 2012, which was completed in 2013. AvalonBay
acquired about 40.0% of Archstone's assets in high-barrier, high-growth coastal
markets. This acquisition has significantly boosted the company's market share.
The company's 2015 revenue is estimated to total \$1.9 billion.

#### **TERMS AND COMPETITION:**

#### CROWDFUNDING AND REAL ESTATE:

Crowdfunding, a new way to raise capital, has been gaining traction lately and it's clear (at least to us) the result will be far-reaching. Traditionally, entrepreneurs or inventors would self-fund ideas or seek out banks and professional or institutional investors to secure the capital they needed to take their ideas to the next level.

With crowdfunding, on the other hand, entrepreneurs and companies like Sunstock can raise capital from a group of smaller investors in a secure and automated way online. At a basic level, here's how crowdfunding differs from the traditional fundraising model:

Traditional Fundraising Model (Simplified)

Idea -> Pitch Banks or Investors -> Funding -> Execute Idea

Non-traditional Crowdfunding Model (Simplified)

Idea -> Set Up Crowdfunding Initiative -> Funding Goal Reached -> Funding -> Execute Idea

For investors, crowdfunding means less risky, smaller dollar investments in projects they care about. For entrepreneurs and real estate companies like Sunstock, crowdfunding might be a better alternative to traditional investment capital that improves the likelihood of securing the capital required and often at better terms.

#### WHY CROWDFUNDING FOR INVESTORS:

Real Estate is inherently fragmented and inefficient. Although investors have a variety of options to choose from when investing in stocks and bonds, they have fewer ways in which to access private real estate.

Under the traditional "country-club" model to real estate investing, investors must solely rely on their own networks to access quality real estate investments. In order to participate, you typically need to invest a minimum of \$50,000 - \$100,000. The problem is, most investors just don't have that level of access or don't want to put such a large sum of money into a single property.

**Crowdfunding reduces many of the barriers or difficulties** involved with traditional real estate investing. Real estate investing is time consuming, expensive and requires skill and local knowledge of available properties that companies like Sunstock possess. Accordingly, unless you're willing to invest \$100K into a single asset and can afford the time and effort to actively manage and operate the property, it isn't a viable investment option.

Imagine sitting on your couch in Sacramento and browsing apartment buildings or single-family home investments in Los Angeles or Las Vegas or Seattle from your laptop or tablet. Crowdfunding is making that possible. This is the future that Sunstock is looking to exploit.

#### CURRENT LEADERS.

Let's look at some of the early leaders in "Internet Enhanced Realty," which means any real estate (investing, search engine, inspection, management, capital raising) that use technology to further their operations and how it is re-shaping real estate investing.

#### FUNDRISE:

Fundrise was started with a simple idea: give everyone the opportunity to invest directly in high quality real estate, without the middlemen. Their idea definitely had its skeptics. Industry professionals told them that it was impossible. Well, they were wrong.

Based in Washington, Fundrise is a pioneer in real estate crowdfunding, allowing individuals to directly invest with as little as \$100 in hotels, apartment buildings and other development projects. Until recently, even small-scale real estate projects typically had been the exclusive domain of wealthy investors and private equity firms.

After nearly a year of working with the Securities and Exchange Commission, they launched their first online offering, ending up with 175 individual investors. Then, they did it again and again. Today, there are more than **80,000 members** of Fundrise and they've invested in nearly **\$3 billion worth of real estate**.

#### **CROWDSTREET:**

As opposed to being a competitor, CrowdStreet enables corporations like Sunstock to acquire vast amounts of real estate by providing technology to better manage the business of acquiring a real estate portfolio.

CrowdStreet is a software and services company disrupting the commercial real estate industry by enabling innovative real estate operators like Sunstock and developers to efficiently engage in online capital formation, communicate with investors, distribute investment documents and centralize ongoing investor relations. CrowdStreet technology solutions provide real estate sponsors a scalable platform for managing a large investor-base. In addition, CrowdStreet Marketplace allows sponsors access to a national audience of accredited investors.

#### **REALTY SHARES:**

RealtyShares is kind of like a "LendingClub for Real Estate," providing a platform for crowdfunding real-estate development. RealtyShares offers up an alternative through which real estate sponsors and borrowers can crowdfund their projects, bypassing banks and larger investors. Instead they can collect a larger volume of smaller investments, which results in projects being funded in a much shorter period of time.

Projects are typically funded within 12-24 hours after they're listed, which drastically reduces the amount of time it takes for sponsors to get the money they need to move forward with development. So far, it's helped fund a wide range of different types of properties, from residential, to multi-family, to office and retail units.

Sponsors and borrowers also benefit from not having to worry about managing their investors. RealtyShares does all the hard work of processing payments and doing all the necessary paperwork.

#### **REALTY MOGUL:**

In December of 2015, Realty Mogul said its investors have earned more than \$20 million in principal and interest from crowdfunded equity and debt real estate investments facilitated on its platform.

Realty Mogul's accredited and institutional investors have invested in more than 300 properties valued at more than \$185 million since the platform was launched in 2013, the company said. Investors received an annual return of 16.8 percent.

Realty Mogul of West Los Angeles crowdfunds debt and equity financing for commercial real estate investments. Financing can be arranged for a variety of deals including residential properties and office buildings. Investors are required to contribute a minimum of \$5,000 to the pool. The company charges a fee of between 1 and 2 percent for administrative services.

For as little as \$1,000, investors can either pool money in equity investments where they own a share of the property and receive monthly or quarterly cash flows from rental income as well as profits from real estate sales, or they can become lenders on the property and receive fixed interest income on a monthly basis.

#### SUNSTOCK, INC.

Sunstock was formed to acquire and operate hotels, discount retail stores, and residential properties in the high demand areas of California, particularly Southern California and the San Francisco Bay Area. The company has since decided to exit the discount store business and focus on hotels, residential properties and upscale restaurant properties. It seeks to acquire undervalued properties and additionally provide completion financing for newly developed properties. The company also has the novel strategy of investing un-deployed cash in silver and has acquired 21,000 ounces of silver in inventory and plans to acquire an additional 80,000 ounces of silver over the next year.

The Company is in the process of creating numerous crowdfunding initiatives on sites like Crowdfunder, Crowd Marketplace and RealtyShares. The Company has hired Fusion Real Estate Network, Inc. to search for hotels and apartments.

#### Hotels will be purchased under the following parameters:

- Small independent hotel owners/operators who are considering retirement will be targeted. The Company will offer a combination of cash and stock in acquiring these assets, allowing the former owner an opportunity to participate in the potential increasing value of the company's stock.
- 2. Hotels with 40 to 100 rooms will be targeted with annual revenues of \$500,000 to \$1,250,000.
- 3. The price range shall not exceed four times the annual revenues.
- 4. Initial purchase of any hotel will be located in California.

#### Apartments will be purchased under the following parameters:

- 1. Apartment owners who may want to cash out or retire will be targeted. The Company will offer a combination of cash and stock in acquiring these assets, allowing the former owner an opportunity to participate in the potential increasing value of the company's stock.
- 2. When the occupancy rate is greater than 80%.
- 3. When the unit cost is less than \$100,000 and the apartment complex contains 16 to 50 units.
- 4. When the price range is \$1,600,000 to \$5,000,000.
- 5. Initial purchase of any apartment complex will be located in the Sacramento Valley Area of California.

Recent developments:

On July 10, 2015, Sunstock received notice of effectiveness from the Securities and Exchange Commission of its registration statement.

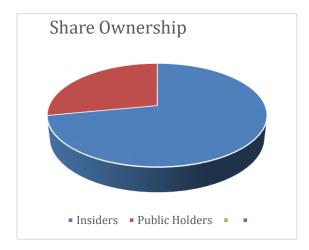
On July 30, 2015, Sunstock contracted with Globex Transfer, LLC, a transfer agent, to manage its stock transactions.

On August 10, 2015, Glendale Securities Inc. filed FORM 211 on behalf of Sunstock with Financial Industrial Regulatory Authority.

On October 26, 2015, Form 211 has been cleared by Financial Industrial Regulatory Authority for unpriced quotations on OTC Bulletin Board and in OTC link for SSOK, as amended.

#### MANAGEMENT:

**Jason Chang** is Chairman and Chief Executive Officer of the Company. Jason Chang has over 5 years of experience working in the retail and grocery industry and over 20 years of experience working in the hospitality industry (primarily managing local motels in the Sacramento-area of California and also managing a hotel in the



Oakland-region of California). His principal occupation has been as an investor. Mr. Chang began his business career at an early age by being fully immersed in the hospitality industry as he helped his parents run the family business. Together, they operated several successful hotels throughout California for many years. Now, Mr. Chang has over 20 years of hospitality management experience which he uses daily in his role as CEO. Mr. Chang has also spent many years as an extremely successful investor and entrepreneur, including working with local investment clubs and running motels. He has helped fund numerous startup companies, primarily dealing with those in the technology sector.

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Over the past five (5) years, Mr. Chang's professional experience has been continuously working as a selfemployed investor, trading stocks, options, commodities and various other securities.

Dr. Ramnik Clair is Senior Vice President of the Company. Dr. Ramnik Clair is a board certified MD in Physical Medicine & Rehabilitation and his principal occupation has been as a physiatrist. Dr. Clair obtained his medical degree in India and immigrated to the United States in 1983. He completed his residency in New York and has been in the medical practice as a solo practitioner. He has a strong interest in diversifying his opportunity in real estate development. His professionalism will help build long-term relationships with the growing client base.

Over the past five (5) years, Dr. Clair has been continuously employed in his own medical practice as a physician in Stockton, California

#### **SUMMARY:**

Sunstock, Inc. (SSOK), is a young newly trading company, which has an exciting future as management explores all of the new age opportunities - presented by the crowdfund platform. Crowdfunding permits traditional real estate the ability to discover and then acquire or develop properties they may not have otherwise known were available and broadens their target from local or regional to truly national.

Crowdfunding additionally offers real estate companies the opportunity to identify projects to potentially develop via crowdsourced funding from their own portal (most ambitious) or by bringing the project to established crowdfund platforms (Fundrise, RealtyShares and many more), and obtain a large portion of the financing, blended in with their own financing sources. All around, it's worth watching the company's progress closely. With 10 million shares outstanding and a total market value near \$12 million compared to a real estate market valued in the tens of billions, the opportunity is readily apparent. As usual, we recommend investors closely study all of the company's recent SEC filings including the most recently filed 10K.

#### For more information, please visit www.sunstockinc.com. Email: enquiry@sunstockinc.com

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competitive products or pricing, technological changes, the effect of economic conditions and other uncertainties detailed in the Company's filings with the securities and Exchange Commission. Email: realtystockreview@gmail.com

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