

JEREMIAH SHUYLER

Developer-BUILDER | Raw Land to Income-Producing Asset | Strategy, Design, Entitlement, Construction, Capital, Sales
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Available January 2027 | Open to relocation worldwide

SUMMARY

Developer-builder who takes raw land and original ideas to income-producing assets, and who plans the path to get there. I started a property-management company as a deliberate loss leader for development and construction: the cleanest route to high-net-worth real estate investors. It worked. It produced my first infill new-construction home, a triplex turnaround, an \$18,000-a-month waterfront lease, and a signed LOI with the Morongo Basin's largest landowner group to entitle and develop 314 acres. I underwrite the deal, design the project, secure entitlements and permits, run every trade on site, and then lease, sell or operate the result. Eight years of quota-carrying sales leadership before real estate; drop me into an unfamiliar market with a set of plans and I will get it built.

CORE COMPETENCIES

Strategic planning and business building	Highest-and-best-use analysis	Pro formas, IRR, yield-on-cost, sell vs. hold
Investor decks, capital raises, JV and lease structures	Custom home, ADU and site design; plan sets	Entitlements, permits, Title 24, CC&Rs
Estimating, scheduling, cost accounting	All trades: excavation through finish trim	Subcontractor management; Cal-OSHA
Leasing, operations, owner reporting and portals	Insurance claims, remediation, loss recovery	Lead-generation systems (Python, Zapier, Flodesk, Webflow)

SELECTED PROJECTS

The Stanford Duplex, 1105 Stanford Avenue, Redondo Beach, CA

2023 – 2025

Infill new construction plus retrofit and room addition | ~\$767K all-in | 15 months of construction

- My first custom-designed home, built for a Bay Area physician couple I had never met in person. They hired me as their property manager, then signed a pre-development and construction management agreement with me in July 2023, before I had built a custom home or held a contractor's license: I identified a second unit on the 2,500 sf lot, proved it with a \$600 site plan and rendering, and sold them on it.
- Designed a 723 sf farmhouse-style 1BR with storage loft and upper deck; plans approved by the City of Redondo Beach July 2024; hired every trade through rough framing, finished in house, installed the finish trim personally. Existing house: added a bedroom, rebuilt the envelope (Hardie, sheathing, insulation, six Title 24 windows, foundation waterproofing); kept rent flowing on an attorney-drafted construction disclosure.
- Owners had complete transparency through an online portal (budget remaining, every dollar spent, receipts). Result: signed rents of \$8,090/mo, up from \$2,850 (+184%, about \$63K per year of added gross rent).

16352 Maruffa Circle, Huntington Harbour, CA

Sept 2023

Waterfront estate: 120-foot dock restoration, \$18,000/mo lease, dock income

- Hired to salvage a damaged 120-foot dock; scoped the full replacement (demo, composite dock and gangway, biological survey, engineering, Water Board and Coastal Commission permits) and restored it completely. Leased the 4,077 sf home at \$18,000/mo without giving up the owners' dock rights, then rented the dock separately on a dock-sharing platform so it earned when the owners were not using it.

256 16th Place, Costa Mesa, CA

\$130K remodel

Triplex: eviction, flood recovery, full remodel, loss recovery

- Hired to remove a non-paying tenant. After I secured the unlawful detainer, she damaged the plumbing the day the sheriff arrived and flooded all three units. Ran the insurance claim, mold remediation and asbestos abatement, then sold the owner on a \$130K exterior and interior remodel (landscaping, paint and trim, new doors, flooring, paint, appliances, fixtures).
- Result: the highest-earning and best-finished triplex on a dated block of identical triplexes; recovered the owner's losses by pursuing the tenant and securing a lien against her estranged husband's property.

Proper Development: Morongo Basin

2022 – 2023

Signed LOI with Proactive Properties, the largest landowner group in the Morongo Basin (April 2022)

- Wrote and negotiated the letter of intent for a development agreement on 314 acres (300 raised campsites, 100 sand sites, offsite roads, 4,700 LF of water main, electrical extension, 10-year ground leases, management agreement); ran highest-and-best-use analysis across the group's 2,143 acres in 70 parcels.

- Skyfall Resort: ~400-site glamping resort plan on 324 acres with a three-party development, lease and management structure and a sell-vs-hold case (\$866K/yr to the owner vs. \$168K/yr from selling); full business plan and deck; submitted to the City of Twentynine Palms (not approved). Model-dome pro forma: \$112K per site, \$517/night, 46% IRR.
- RV Park Estate: 40-acre parcel across from Tortoise Rock Casino; structured a four-partner venture (\$1.25M Phase 1, \$2.6M Phase 2, 20 units, \$541K stabilized NOI, \$9.0M value at a 6% cap, 5.1x to partners). The Rally: conversion of a foreclosed restaurant into a pickleball club and social lounge. Sullivan Ranch: three-scenario pro forma for a 1928 adobe compound (mixed-use 25% IRR, full hospitality 44%).

Desert Rose Ranch, Twentynine Palms, CA

20 acres

Acquisition and repositioning | \$943K total basis

- Acquired for \$765K, invested \$178K including pool and spa, completed construction fully permitted, secured the city's vacation-rental license and listed it; booking requests in a 9-day window matched the Phase 1 pro forma (~\$141K gross, ~\$58K cash flow after debt); added a Hipcamp car-camping revenue stream.

Pinecone Reserve, Running Springs, CA

2024

Consulting engagement: development feasibility and economics for a 68-acre treehouse campground for a Costa Mesa investment firm

Beatty Development Capital Raise, Beatty, NV

2023

Client: Fisher Custom Homes

- Engaged to produce the investor deck, a virtual rendering of the community, the email campaign and the landing page for a workforce-housing development with 12-month employer leases at \$2,400/unit (42% projected IRR). The campaign succeeded and the funds were raised.

Value-add results for owner clients

2022 – 2024

2160 Via Teca, San Clemente: bedroom addition, floors, paint, \$5,700 to \$7,195/mo (+26%) | 717 Weelo, Costa Mesa: interior remodel, leased at \$3,595 against \$2,480 comps (+45%) | 8 Sarracenia, RSM: Airbnb smart-home conversion, \$6,231/mo average against \$4,200 rent (+48%) | 143 E Highland, Sierra Madre: 1920s villa to Airbnb, \$3,750 to \$5,753/mo (+53%) | 17333 Brookhurst, Fountain Valley: \$25K refresh in two weeks, sold at \$585K against \$488K comps in under 30 days

PROFESSIONAL EXPERIENCE

Proper Management, Inc. | Founder and Broker

Newport Beach, CA | Dec 2020 – Present

- Founded the company as the strategic path into development: a full-service management, development and construction firm that put me in front of high-net-worth owners and produced the projects above.
- Grew it from zero to 67 doors and \$850K of revenue in five years (\$105.6K in 2022, \$199.1K in 2023, \$346.0K in 2024), every dollar self-generated, with a proprietary lead-generation system I designed: a custom Python scraper behind a rotating proxy, with Zapier, Flodesk and Webflow, that rebranded active lease listings in Proper's style and emailed them back to the owner with an offer to take over the lease and manage the property.
- Completed 263 leases; scoped, budgeted and delivered 38 remodels of \$25K–\$50K each for owner clients, aimed at rent lift and faster lease-up.
- Built a vacation-rental portfolio by running highest-and-best-use analysis on every property onboarded and converting owners to furnished short-term rentals where it penciled: up to five active listings, ~\$361K gross revenue 2022–2025, 300+ reservations, 4.8 host rating.
- Run leasing, maintenance, turns, owner reporting, draws and month-end financials; produce all brand, web, listing and marketing content in house, including Flodesk newsletters and campaigns.

Marshall Reddick Real Estate | Property Manager and Business Development

Newport Beach, CA | Feb 2020 – Dec 2020

- Ran a 143-unit portfolio across OC and LA; closed 46 management agreements and 4 lease-only deals, referred ~\$2MM in home sales, and built a webinar program that converted prospects to contracts.

Patton Construction / Pettine Designs / Hatfield Hardscape | Project Manager

Newport Beach, CA | 2019 – 2020

- Worked start to finish on three custom-home new-construction projects while attending Orange Coast College's building construction program at night: estimating, cost accounting, scheduling, plan drafting, subcontractor management, code compliance and Cal-OSHA.

Equipment Finance Sales Leadership | Balboa Capital, Ascentium Capital, Summit Funding

Irvine, CA | 2010 – 2017

- Sales Manager, Balboa Capital (2010–2013): led a team of four; #1 FMV closing rate at 67%; Top Up & Comer 2010. VP Sales, Ascentium Capital (2013–2015): opened the firm's first Southern California office. BDO, Summit Funding Group (2015–2017): vendor-channel finance programs.

EDUCATION AND LICENSE

B.A., Economics, University of Colorado Boulder, 2007 | Building Construction Certificate, Orange Coast College, 2020 | California DRE License #02131323 (active); Broker of Record, Proper Management, Inc., DRE #02146647