



ALL SERVICES REAL ESTATE

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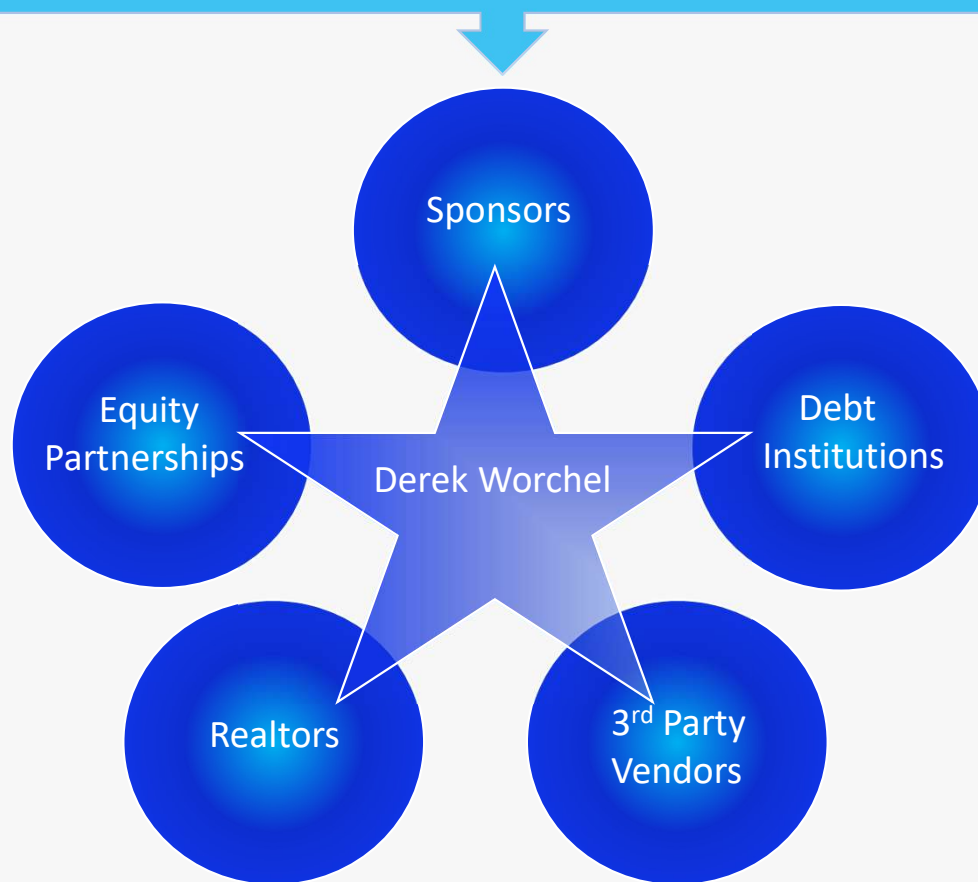
Deal Platform

Mission Statement & Values



Mission Statement

Become a nexus of connections that contributes the resources necessary for real estate entrepreneurs to prosper.



Values





Values

Nexus

Be a focal point for the transaction, coordinating all aspects of the transaction

Counsel

Provide unbiased advice in a 'best-interest' capacity to my clients

Intelligence

Consistently analyzing the deal to protect the client's interest

Ethos

Doing 'the right thing' vs 'the easy thing' in any given situation

Reality

Using pragmatic intelligence to recognize controllable and uncontrollable factors

Responsiveness

Timely responses to the client's requests and proactive communication

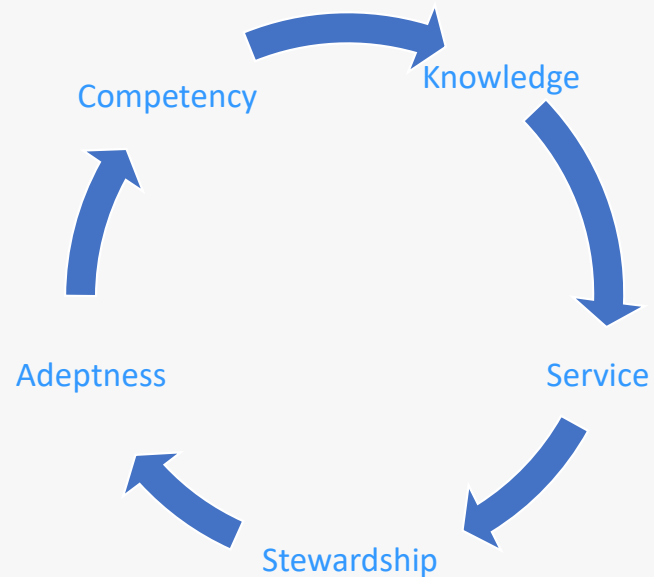
About All Services Real Estate





Company Overview

All Services Real Estate's prime focus is client satisfaction, aiming to offer competent, knowledgeable, and advisory services to sponsors looking for debt and equity. ASRE values smaller, mid-sized clients with exceptional portfolios poised for growth. Many smaller and mid-sized sponsors need a dedicated financier to evaluate their portfolio and suggest a growth strategy. ASRE prides itself on helping entrepreneurs along their real estate journey to becoming wealthy.



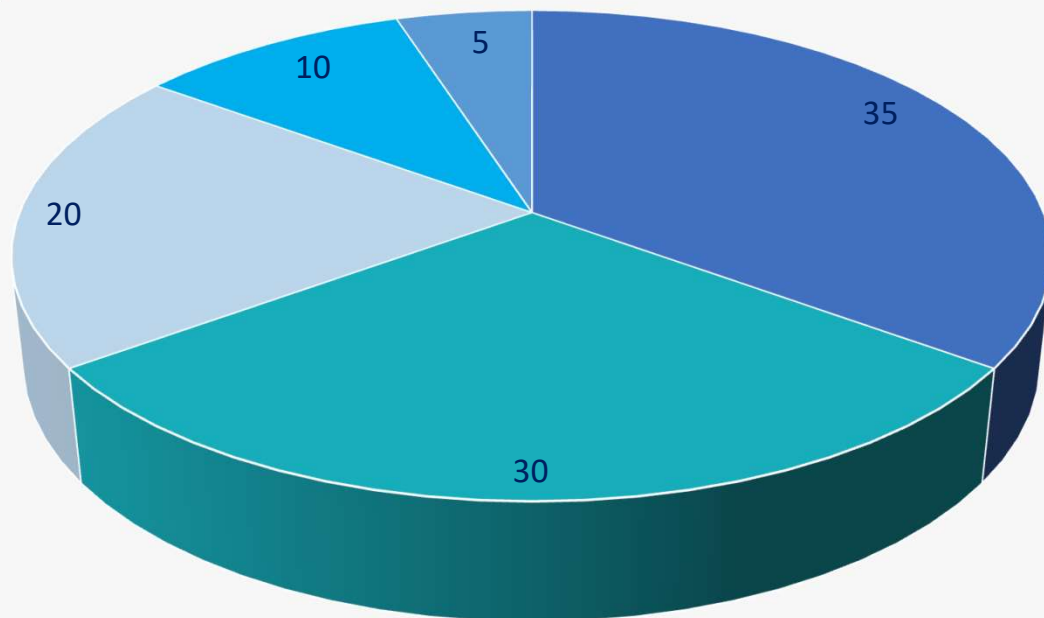


Portfolio Composition

ASRE finances all the major asset classes: hospitality, multifamily, ground-up construction, senior living, and industrial. Our forte is collaborative negotiation, a sense of urgency, and closing speed once escrow is open. Our ethos revolves around providing financing options that are superior in the market. ASRE's services aim to deliver exceptional returns for our clients by garnering attractive financing solutions. We often operate on a non-exclusive basis to allow sponsors to engage their already-established banking relationships. With this approach, our work will only win if we provide the superior options promised.

Portfolio Asset Type

■ Hospitality ■ Multifamily ■ Ground Up ■ Senior Living ■ Other



About Derek Worchel





Derek Worchel

Derek Worchel

Member-Manager

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All Services Real Estate's wealth of knowledge stems from Derek Worchel's myriad of experiences in the real estate industry. From commercial property management to financing large real estate deals, Derek has positioned himself as a holistic problem solver able to connect with every profession in the financing process.

His business acumen helps him navigate strong capital headwinds, and his creative problem-solving and persuasive people skills make him a valuable asset to his clients, who include developers, syndicators, family offices, hedge funds, and private equity groups.

Most of his clients are 10+ years into the industry and need a reliable finance broker to scale their operations. Derek has positioned himself as a broker whose niche is helping smaller, middle-stage syndicators scale their operations into 100M+ portfolios.

Wearing multiple hats, Derek offers the ability to buttress the activities of financial analytics, business planning, value-added construction, due diligence, advisory, and, of course, financing.

Having a unique, out-of-the-box path in real estate, Derek brings construction, home inspection, small business acumen, accounting, property management, and financing experience to the table.

Certifications & Achievements

- Licensed Realtor
- Licensed Home Inspector
- UNC-Chapel Hill B.S.B.A. - 2005
- Certificate of Accounting - Whatcom Community College
- Certificate of Finance - Whatcom Community College

Affiliations

- SCORE – SBA Mentoring Small Business Program
- Oregon Lodging Society
- InterNACHI Society of Home Inspectors



Career Timeline

2005 - Graduated from UNC-Chapel Hill Business School

2006 - Built ground-up spec homes

2008 - Assistant Real Estate Manager; PMRG, Honolulu, HI

2009 - Real Estate Manager; CB Richard Ellis (CBRE), Honolulu, HI

2012 - Relocated to Washington State

2005 - 2012

2013 - Formed ASPM; a general contracting, realty, and home inspection company

2018 - Formed financing arm All Services Real Estate (ASRE)

2019 - Closed ASPM General Contracting and home inspection

2019 - Consolidated CRE finance and CRE Realty under a new name; All Services Real Estate

2013-2019

2020 - Obtained certificate of accounting and finance via Whatcom Community College (during Covid lockdown)

2020 - Grew exponentially during the credit crisis by finding capital sources for distressed sponsors

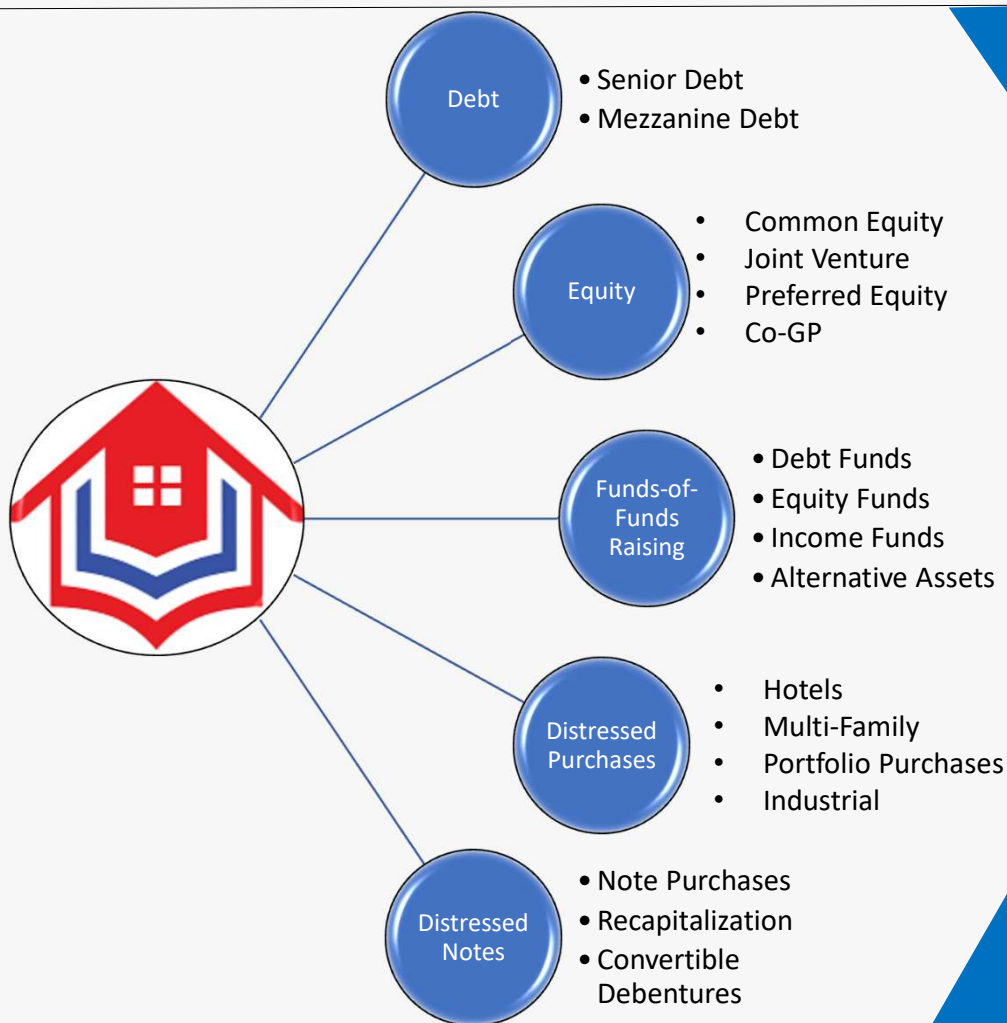
2020 To Present - over 120M funded through debt funds, credit unions, insurance companies, banks, and private equity funds

2019 - Present

ASRE Services



Company Services



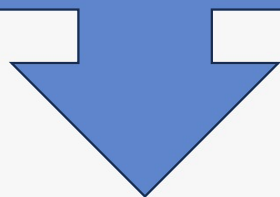
Deal Platform





Deal Example

Sponsors need a platform to present their deals, and equity funds and debt institutions need a concise way to evaluate a deal. To service both needs simultaneously, I created an exclusive web platform to deliver on both fronts. Simply click the link below to view an example of how a deal will be presented on behalf of a sponsor's request for equity and debt.



Deal Platform Example

<https://deals.allservicesrealestate.com/columbia-sc-portfolio-purchase/>

Link is clickable



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