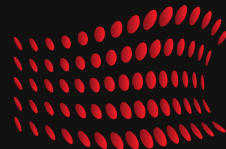




# Real Estate Development

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MULTIFAMILY  
TOWNHOME  
HOSPITALITY  
RETAIL



| RedGate Ventures



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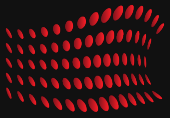
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# About Me





RedGate Ventures

## Professional Background and Experience

### Jay A. Ramos – Managing Principal, RedGate Ventures

As a veteran of the United States Navy, I served aboard the USS Missouri during the Gulf War, an experience that instilled in me a strong sense of discipline, focus, and commitment to follow-through. Those same qualities have shaped my 20+ year career in commercial real estate, where I have led projects from concept to completion throughout Arizona.

Over the past decade, I have served as an on-staff developer at institutional-grade real estate firms, directly managing full-cycle development for multifamily, hospitality, and mixed-use projects. I have overseen everything from site selection and entitlements, to consultant coordination, design, construction, lease-up, and disposition, not as a third-party consultant, but as the developer responsible for delivering results.

After years with a national development platform, I founded RedGate Ventures to offer that same level of execution to outside developers, family offices, and investors looking to build in Arizona and the Southwest. My mission is to combine deep market knowledge with practical, boots-on-the-ground leadership, so great projects can move forward with confidence.







# Key Accomplishments and Projects

## What I Have Done

Over the past five years, I have led the development of over 1,000 multifamily units across a variety of product types, from luxury suburban garden-style to urban infill podium and midrise. These efforts reflect a strong grasp of both market needs and entitlement strategy. Between 2022 and 2023, I closed seven multifamily land deals, several in Opportunity Zones or using GPLET structures. I have also rezoned five sites, plus a 134-room Moxy Hotel, and I am currently overseeing rezoning for two townhome projects totaling 300 units.

My background includes hotel development, asset management of over 3,000 units, and full-spectrum entitlement work, from neighborhood outreach to political strategy. This hands-on experience gives me a deep understanding of how projects pencil out, perform, and scale. I excel at navigating complex rezonings, pairing technical know-how with the patience and people skills needed to get deals entitled and ready to go.

# Motivation for Founding RedGate Ventures

## Why I do It

RedGate Ventures was born from a drive to build something uniquely my own, an opportunity to apply a creative, entrepreneurial mindset to every phase of the development process. I have always enjoyed solving complex challenges, especially around site selection, entitlements, and strategy. My experience allows me to identify potential where others might not and thrive on thinking several steps ahead to unlock value.

What draws me to development is how tangible it is. You are shaping something real and lasting, and the decisions you make are reflected in every square foot of the finished product.

RedGate exists to give that same hands-on, strategic, and forward-thinking support to developers and investors who want more than just a conventional approach. They want a partner who sees the full picture and knows how to bring it to life.



RedGate Ventures

# What We Do



## What We Offer

At RedGate Ventures, I am your Arizona-based development partner, offering full-scope execution without the overhead of hiring a full-time team or the uncertainty of third-party developers with promote expectations. My compensation model aligns with project milestones, so you only pay for value delivered. Services are tailored to your specific project needs for maximum efficiency.

Whether you need end-to-end support or targeted help with entitlements or due diligence, I tailor my role to fit your team:

- Site Selection & Contracting
- Underwriting and Market Analysis
- Entitlements & Rezoning
- Architect & Consultant Coordination
- Due Diligence (Soils, Environmental, etc.)
- GC Selection & Precon Management
- Legal Coordination for Deal Structuring

No capital risk to you, I do not take a promote or equity. I work on a consulting fee at the beginning and a piece of the development fee.

## Why This Works for You

**Scalable:** Use RedGate as needed, from full-scope to select phases.

**Local Knowledge:** Navigate Arizona's approval process with confidence.

**Lean:** No added headcount or long-term cost.

**Aligned:** No promote, just professional execution tied to your success.







# Site Selection & Land Control

## Identifying the Right Sites

We do not just react to listings, we proactively find development opportunities through off-market outreach, relationships, and hands-on legwork. Our process focuses on identifying land with both zoning potential and long-term value, tailored to your investment goals.

## Land Control with Confidence

We handle the full contracting process, from LOI through PSA, with a clear understanding of deal structure, entitlement timing, and risk. Our experience ensures that contracts protect your interests while leaving room for flexibility as the deal evolves.

## Arizona Market Insight

With decades of local experience, we provide more than just comps. We bring street-level insight into submarket dynamics, political risk, entitlement feasibility, and project fit, giving you a true edge when evaluating where and how to invest.



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# Due Diligence Processes

## Due Diligence & Feasibility Analysis

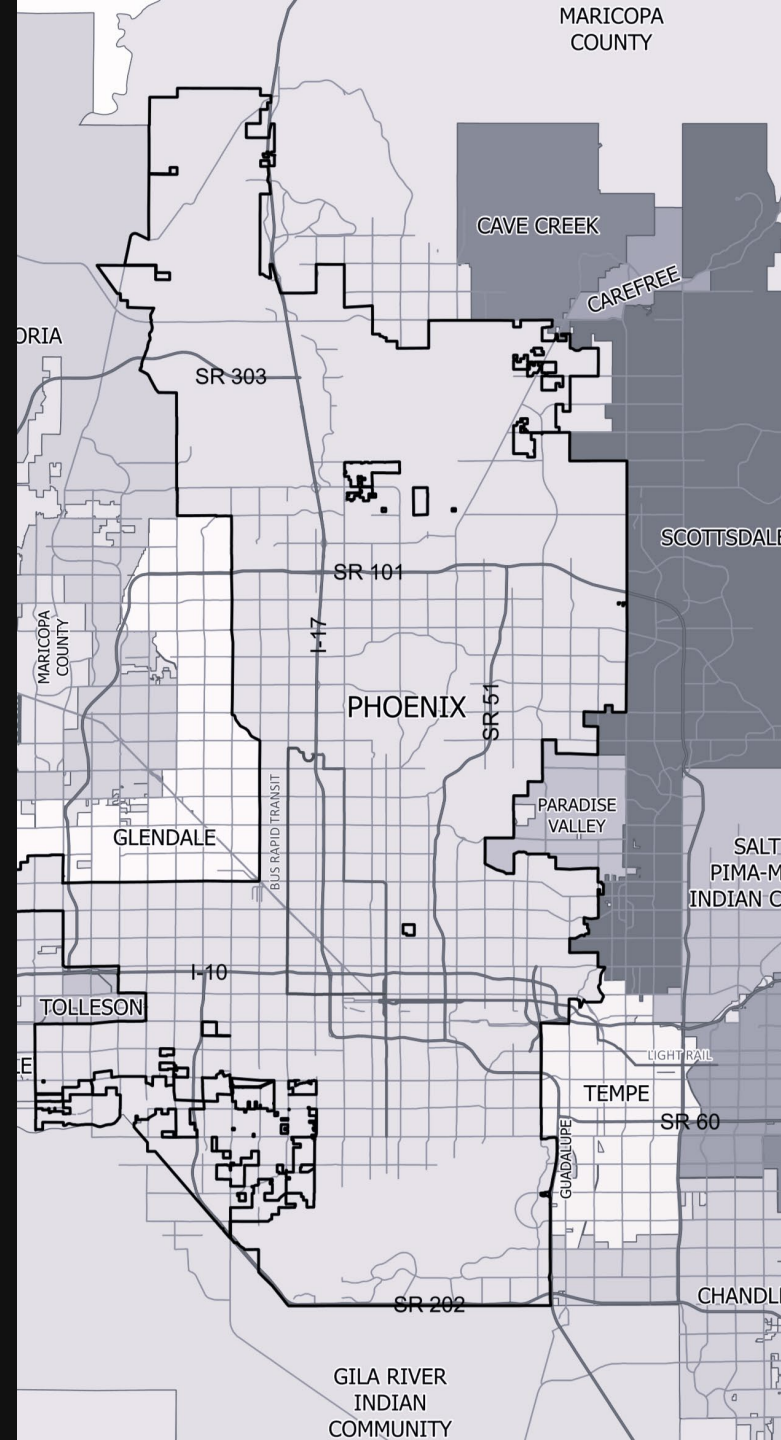
The due diligence phase is one of the most critical points in any development project, and it is where I bring a comprehensive, hands-on approach that blends planning, operations, and financial insight. I go beyond surface-level reviews to evaluate everything from entitlement risk and zoning feasibility to utility access, environmental constraints, and infrastructure needs. At the same time, I perform full underwriting and market analysis, including rent comps, absorption trends, operating expenses, and return expectations aligned with today's capitalization rates and investor benchmarks. Whether it is land cost basis, unit mix, yield-on-cost, or projected cash flow, I build pro-formas that reflect not just assumptions, but reality. My goal is to help clients see the full picture early, identify both risks and opportunities, and make data-driven decisions that move the deal forward with confidence.



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# Entitlements and Rezoning

If you are looking for someone to guide your project through a rezoning process, you need more than just someone who understands the paperwork, you need someone who knows how to read the room, manage stakeholders, and build consensus. That's what I bring to the table. I have successfully led some of the most challenging and politically sensitive rezonings in Arizona, earning the trust of city staff, elected officials, and neighborhood groups along the way. My calm, steady approach and strong communication skills help defuse tension, keep conversations productive, and ultimately get projects approved. I do not just know the entitlement process, I know how to navigate it when it gets tough. If your site has complexity or community sensitivity, I can help you get to "yes" without losing momentum or compromising your goals.





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# RedGate Ventures



**ZONING: PAD  
SURPRISE CENTER**





# GC Selection and Precon Management

I have spent years working at national design-build development firms, giving me a deep understanding of how critical the relationship is between architecture, engineering, construction, and ownership. I know that successful projects are built during preconstruction, not just in the field. That is why I emphasize strong communication between the architect, general contractor, and developer from day one. I also bring established relationships with top local general contractors, which helps streamline pre-construction efforts, improve pricing accuracy, and avoid costly surprises down the road.

My role is to help identify issues early, align priorities, and find efficiencies, whether through smarter design, better materials, or improved constructability, so that by the time we break ground, the team is coordinated, and the project is set up to succeed.





# Why RedGate



## Local Expertise and Trusted Partnership

At RedGate Ventures, we pair deep knowledge of Arizona real estate with strong local relationships to help clients navigate entitlement, development, and political challenges with confidence. Our approach is built on trust, founded on transparency, communication, and alignment with long-term goals. Every project is unique, so we tailor our services to fit each developer's needs, building clear, strategic plans to keep things moving smoothly. From entitlements and design to construction and delivery, we focus on execution, aiming not just to meet expectations, but to exceed them with lasting value, on time and on budget.



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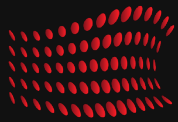
# Contact Information

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