

1 PAUL J. COUCHOT – State Bar No. 131934  
KAVITA GUPTA – State Bar No. 138505  
2 CHARLES LIU – State Bar No. 190513  
WINTHROP COUCHOT P.C.  
3 660 Newport Center Dr., 4<sup>th</sup> Fl.  
Newport Beach, California 92660  
4 [pcouchot@winthropcouchot.com](mailto:pcouchot@winthropcouchot.com)  
[kgupta@winthropcouchot.com](mailto:kgupta@winthropcouchot.com)

5 Telephone: (949) 720-4100  
6 Telecopier: (949) 720-4111

7 [Proposed] Attorneys for Cameo Homes

8 UNITED STATES BANKRUPTCY COURT  
9 CENTRAL DISTRICT OF CALIFORNIA  
10 SANTA ANA DIVISION

11 In re

12 CAMEO HOMES,

13 Debtor and  
14 Debtor-in-Possession.

Case No. 8:08-bk-13151-RK

Chapter 11 Proceeding

**MOTION OF CAMEO HOMES FOR  
ORDER APPROVING THE SALE OF  
CERTAIN PARTNERSHIP INTERESTS  
PURSUANT TO 11 U.S.C. § 363;  
DECLARATIONS OF JAMES C.  
GIANULIAS AND SHAWN CONERTY  
IN SUPPORT THEREOF**

Date: [Expedited Hearing Requested]  
Time: [Expedited Hearing Requested]  
Ctvm: 5D

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21 **TO THE HONORABLE ROBERT KWAN, UNITED STATES BANKRUPTCY JUDGE,**  
22 **THE OFFICE OF THE UNITED STATES TRUSTEE, AND OTHER PARTIES-IN-**  
23 **INTEREST IN THIS CHAPTER 11 CASE:**

24 Cameo Homes, the above-captioned debtor (“Cameo”), hereby moves this Court (the  
25 “Motion”) pursuant to section 363 of 11 U.S.C. § 101 *et seq.* (the “Bankruptcy Code”) for an  
26 order: (i) approving the *Contribution Agreement* (the “Contribution Agreement”); (ii) authorizing  
27 Mr. Gianulias to transfer 49% of his current partnership interests (the “Partnership Interests”) in  
28

1 Murrieta 144 Apartments, LP and Murrieta 492, LP (the "Partnerships")<sup>1</sup> to APW Avenue  
2 Group, Ltd. (APW) (the "Purchaser"); and (iii) authorizing Cameo (collectively with Mr.  
3 Gianulias, the "Debtors"),<sup>2</sup> as the sole member of 144 Apartments, LLC and 492 Apartments,  
4 LLC (the "General Partners"), to consent to the transfer of the General Partners' 1% interest in  
5 the Partnerships to the Purchaser, at which time the Purchaser will replace the General Partners  
6 as the general partners of the Partnerships.

7 Mr. Gianulias is an individual currently living in Newport Beach, California. Mr.  
8 Gianulias is a limited partner in a number of single asset real estate ventures that purchase and  
9 develop real estate assets. Mr. Gianulias owns 100% of Cameo, which is the sole member of the  
10 General Partners. As a result of changes in the market and a general decline in the economy, in  
11 approximately November 2007, the Debtors and certain other parties-in-interest began actively  
12 seeking a purchaser or an investor to make a contribution to the Partnerships, which are currently  
13 operating at a deficit. Without an infusion of cash, the Partnerships would be unable to complete  
14 construction on the properties owned by the Partnerships and/or to pay outstanding construction  
15 costs and, as a result, unable to pay their outstanding secured debt, which the Debtors guaranteed.

16 After preliminary discussions with several potential investors, the Partnerships determined  
17 that the Purchaser's offer was the most favorable, and negotiations have been ongoing since  
18 January 2008. The parties have now finalized the Contribution Agreement and anticipate that the  
19 Purchaser will provide the required funding as soon as the Court approves this Motion. Pursuant  
20 to the Contribution Agreement, the Purchaser has agreed to make a contribution to each of the  
21 Partnerships, in exchange for a 49% interest in each of the Partnerships. Although no funds will  
22 be paid directly to the Debtors, the contributions made by the Purchaser will allow the  
23 Partnerships to complete development of their ongoing real estate projects and to continue to pay  
24 their bills in the ordinary course of business. Further, in connection with the Contribution  
25 Agreement, the secured lender has agreed to extinguish the Debtors' guarantees of the  
26 Partnerships' loans. If the Contribution Agreement is not approved, the Partnerships will likely

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27 <sup>1</sup> Mr. Gianulias currently owns 74% of Murrieta 492, LP and 74% of Murrieta 144 Apartments, LP.  
28 <sup>2</sup> A substantially identical motion has been filed in Cameo's chapter 11 case.

1 default on their secured debt, as neither the Debtors nor the other limited partners have the ability  
2 to continue to fund the Partnerships and the Debtors will lose both their interests in the  
3 Partnerships and the benefits derived through the cancellation of the guarantees. The elimination  
4 of the Debtors' guarantees will benefit the Debtors and their estates by reducing the pool of  
5 creditors competing for the Debtors' assets.

6 On June 6, 2008, before the parties could finalize the Contribution Agreement, three  
7 creditors commenced an involuntary chapter 7 case against Mr. Gianulias. Concurrently, the  
8 same three creditors commenced an involuntary chapter 7 case against Cameo, which is being  
9 separately administered by this Court as Case No. 08-13151. On July 2, 2008, this Court entered  
10 Orders for Relief and converted Mr. Gianulias' and Cameo's cases to ones under chapter 11.

11 This Motion is made and based upon the moving papers, the Memorandum of Points and  
12 Authorities, the Declarations of James C. Gianulias (the "Gianulias Declaration") and Shawn  
13 Conerty (the "Conerty Declaration"), the record in the Debtors' chapter 11 cases, including the  
14 pleadings and documents filed on behalf of parties, the arguments and representations of counsel,  
15 and any oral or documentary evidence presented at the time of the hearing on this Motion.

16 Concurrently with the filing of this Motion, counsel for the Debtors served this Motion,  
17 via expedited delivery, on the following parties: (1) the Office of the United States Trustee;  
18 (2) the twenty (20) largest general unsecured creditors of Cameo; (3) all secured creditors; (4) any  
19 party who filed a request for special notice in Cameo's case; and (5) any other party who may be  
20 adversely affected by the relief sought in the Motion. Once a hearing on the Motion is scheduled,  
21 counsel for the Debtors will serve a notice of the hearing on this Motion, via expedited delivery,  
22 on the above-referenced parties.

23 **WHEREFORE**, Cameo requests that the Court enter an order: (i) approving the  
24 Contribution Agreement; (ii) authorizing Mr. Gianulias to transfer 49% of his current Partnership  
25 Interests to the Purchaser; (iii) authorizing Cameo to consent to the transfer of the General  
26 Partners' 1% interest in the Partnerships to the Purchaser; (iv) finding that the Purchaser is a  
27 good faith purchaser within the meaning of section 363(m) of the Bankruptcy Code; (v) waiving  
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1 the application of Bankruptcy Rule 6004(h); and (vi) granting such other and further relief as the  
2 Court deems just and proper.

3 DATED: July 17, 2008

**WINTHROP COUCHOT**  
**PROFESSIONAL CORPORATION**

By: 

Paul J. Couchot

Kavita Gupta

Charles Liu

[Proposed] Attorneys for Cameo Homes,  
Debtor and Debtor in Possession

1 **MEMORANDUM OF POINTS AND AUTHORITIES**

2 **I.**

3 **STATEMENT OF FACTS**

4 **A. Petition Date.**

5 On June 6, 2008, three creditors of Cameo commenced an involuntary case against Cameo  
6 under chapter 7 of the Bankruptcy Code. Concurrently, the same three creditors commenced an  
7 involuntary chapter 7 case against James C. Gianulias, which is being administered by this Court  
8 as Case No. 8:08-13151 RK.

9 On July 1, 2008, Mr. Gianulias and Cameo filed their respective Consents to the Entry of  
10 an Order for Relief and Election to Convert Chapter 7 case to case under chapter 11 of the  
11 Bankruptcy Code.

12 On July 2, 2008, this Court entered Orders for Relief and converted Mr. Gianulias' and  
13 Cameo's cases to ones under chapter 11.

14 No request has been made for the appointment of a trustee or examiner in either case.

15 **B. Background of the Debtors.**

16 Mr. Gianulias is an individual debtor who resides in Newport Beach, California. Mr.  
17 Gianulias is in the business of real estate development. Mr. Gianulias owns an interest in a  
18 number of single asset real estate entities that were formed to purchase and develop real estate.  
19 Cameo also owns an interest in a number of single asset real estate ventures that were formed to  
20 purchase and develop real estate. Cameo holds an interest in many of the same real estate entities  
21 in which Mr. Gianulias holds an interest. Mr. Gianulias owns 100% of Cameo and therefore has  
22 an indirect interest in all of Cameo's interest in the various real estate entities. The real estate  
23 entities owned in part by Mr. Gianulias and Cameo include both limited liability companies and  
24 limited partnerships (collectively, the "Companies"). The Companies represent a substantial  
25 portion of the Debtors' assets.

26 Mr. Gianulias and Cameo established the Companies to own and operate various real  
27 estate assets, including, without limitation, condominiums, residential developments, commercial  
28 and retail developments, and multi-family apartment complexes (the "Properties"). Of those

1 various real estate assets, approximately nineteen (19) single-family residence projects, four (4)  
2 multifamily land development projects, and three (3) multifamily projects remain under  
3 construction and are not generating income. Nine (9) multifamily projects and five (5)  
4 commercial/retail projects have reached stabilization and are generating income.

5 While the Debtors' businesses span multiple states, a significant portion of the Debtors'  
6 homebuilding operations are located in the state of California. The erosion in the California  
7 homebuilding market during the second half of 2007 was unexpected and cataclysmic, and it  
8 touched all homebuilding markets in California, including the markets in which the Debtors  
9 operate. The result of the market erosion in values and slow down of absorption broadly affected  
10 the Debtors' financial position.

11 Both of the Debtors have guaranteed, in whole or in part, the outstanding secured loans  
12 with respect to twenty-six (26) real estate ventures that remain under construction. Both of the  
13 Debtors have also guaranteed several unsecured loans. Mr. Gianulias has personally guaranteed  
14 loans totaling approximately \$218,000,000. Cameo has also guaranteed loans totaling  
15 approximately \$218,000,000.

16 **C. The Partnerships.**

17 This Motion addresses the following real estate partnerships:

- 18 • Murrieta 492, LP is a California limited partnership. 492 Apartments, LLC is the  
19 sole general partner of Murrieta 492, LP and Mr. Gianulias, Victor Mahony and  
20 David J. Gianulias are limited partners.<sup>3</sup> Cameo is the sole member of 492  
21 Apartments, LLC.
- 22 • Murrieta 144 Apartments, LP is a California limited partnership. 144 Apartments,  
23 LLC is the sole general partner of Murrieta 144 Apartments, LP and Mr. Gianulias  
24 is the sole limited partner.<sup>4</sup> Cameo is the sole member of 144 Apartments, LLC.

25  
26 <sup>3</sup> Victor Mahony is a limited partner with a 17% interest in Murrieta 492, LP and David J. Gianulias is a limited partner with an 8% interest in Murrieta 492, LP.

27 <sup>4</sup> Prior to the Petition Date, Pony Express Land, Property & Investments, LLC ("Pony") was a  
28 limited partner with a 25% interest in Murrieta 144 Apartments, LP. In April 2008, Pony, Gianulias and Murrieta 144 Apartments, LP entered into an agreement whereby Pony agreed to withdraw from the partnership, effective upon the transfer of the partnership interests to the Purchaser.

1           1.     Murrieta 492, LP

2           The principal asset of Murrieta 492, LP is real property located at 2510 Vista Murrieta,  
3 Murrieta, California. Murrieta 492, LP is in the process of constructing a 492-unit residential  
4 apartment complex on this property known as the Silverado Luxury Apartment Homes (the  
5 “Murrieta 492 Project”). 492 Apartments, LLC is the general partner of Murrieta 492, LP and  
6 Cameo is the sole member of 492 Apartments, LLC.

7           PNC Bank (“PNC”) is the secured lender on the Murrieta 492 Project. The outstanding  
8 balance due to PNC with respect to this project is \$80,000,000.<sup>5</sup> The Debtors have each  
9 guaranteed payment of 49% of this loan.

10          At this time, construction on portions of the Murrieta 492 Project is complete and Murrieta  
11 492, LP is in the process of leasing the completed units. However, the Murrieta 492 Project is  
12 60% or less occupied, and is operating at a deficit. Currently, Murrieta 492, LP has outstanding  
13 accounts payable of approximately \$500,000 and a monthly operating deficit, including debt  
14 service, of approximately \$300,000.

15          Further, the City of Murrieta, under an agreement with Murrieta 492, LP regarding  
16 conditions of approval for the development of the Murrieta 492 Project, required certain  
17 construction improvements to Los Alamos Road as a condition for issuing certificates of  
18 occupancy. As a result, currently, fifty-eight (58) completed units do not have certificates of  
19 occupancy. These units must be leased in order for the Murrieta 492 Project to reach economic  
20 stabilization.

21          Neither Murrieta 492, LP nor the Debtors have sufficient funds to complete the necessary  
22 improvements. As a result, the Debtors have determined that additional financing is necessary in  
23 order to pay all outstanding accounts, complete construction of the Murrieta 492 Project, and  
24 complete the process of leasing the apartments. If Murrieta 492, LP is unable to obtain financing,  
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28           <sup>5</sup> Due to the voluminous nature of the loan documents, copies of the loan documents have not been  
provided. Any party interested in obtaining copies of the loan documents may do so by making a written  
request to Debtors’ counsel.

1 and is required to liquidate, the Murrieta 492 Project has a value of approximately \$74.26 million,<sup>6</sup>  
2 which is insufficient to cover the secured debt of \$80,000,000.

3 2. Murrieta 144 Apartments, LP

4 The principal asset of Murrieta 144 Apartments, LP is real property located at 40680  
5 Walsh Center Drive, Murrieta, California. Murrieta 144 Apartments, LP has constructed a 144-  
6 unit residential apartment complex on the property known as the Vista Pointe Apartment Homes  
7 (the "Murrieta 144 Project" and, collectively with the Murrieta 492 Project, the "Projects"). 144  
8 Apartments, LLC is the general partner of Murrieta 144 Apartments, LP and Cameo is the sole  
9 member of 144 Apartments, LLC.

10 PNC is also the secured lender with respect to the Murrieta 144 Project. The outstanding  
11 balance due to PNC with respect to the Murrieta 144 Project is \$25,850,000. The Debtors have  
12 each guaranteed payment of 25% of the loan to Murrieta 144 Apartments, LP.

13 At this time, construction of the Murrieta 144 Project is complete and Murrieta 144  
14 Apartments, LP is in the process of leasing the completed units. However, the Murrieta 144  
15 Project is 70% or less occupied, and is operating at a deficit. Currently, Murrieta 144 Apartments,  
16 LP has outstanding accounts payable of approximately \$700,000 and a monthly operating deficit,  
17 including debt service, of approximately \$100,000.

18 Neither Murrieta 144 Apartments, LP nor the Debtors have sufficient funds to pay all  
19 outstanding accounts on the Murrieta 144 Project. As a result, the Debtors have determined that  
20 additional financing is necessary in order to pay all outstanding accounts and complete the process  
21 of leasing the apartments. If Murrieta 144 Apartments, LP is unable to obtain financing, and is  
22 required to liquidate, the Murrieta 144 Project has a value of approximately \$22.4 million, which  
23 is insufficient to cover the secured debt of \$25,850,000.

24  
25  
26  
27 <sup>6</sup> The valuations set forth herein do not reflect costs or expenses that would be incurred in  
28 connection with the sale of the Projects (as defined below), which would be paid at the time and upon the  
closing of the sale of the Projects. Additionally, these valuations do not reflect any additional discounts in  
value that might result if the Partnerships are required to liquidate the properties on a very short timeline.



1 **D. Sale of the Partnership Interests.**

2 As set forth above, as a result of changes in the market and a general decline in the  
3 economy, in approximately November 2007, the partners of the Partnerships determined that the  
4 Partnerships required additional capital to complete the development of the Projects. Neither of  
5 the Debtors, or any of the other partners of the Partnerships, was capable of providing the cash  
6 necessary to service the debt and continue construction of the Projects and ancillary requirements,  
7 including the improvements to Los Alamos Road. If the Partnerships default on their secured  
8 loans to PNC, the Debtors could be liable on the guarantees in the amount of several million  
9 dollars.

10 1. Marketing the Projects

11 After determining that the Partnerships needed additional capital, the partners of the  
12 Partnerships began actively seeking an investor to make a contribution to the Partnerships, or an  
13 investor that was interested in purchasing the Partnerships or their assets. Among other things, in  
14 December 2007, the partners of the Partnerships listed the Partnerships and the Projects with  
15 Marcus and Millichap ("M&M"), a broker specializing in investment real estate, for several  
16 months. M&M prepared an offering memorandum for each of the Projects (the "Offering  
17 Memoranda") which set forth general information regarding the properties, including a project  
18 description, a property analysis and overview of the City of Murrieta. Originally, the Partnerships  
19 sought a purchaser for Murrieta 144 Apartments, LP at an offering price of \$38,250,000 and the  
20 Murrieta 492, LP at an offering price of \$218,000,000.<sup>7</sup> The Offering Memoranda are attached to  
21 the Gianulias Declaration as Exhibit A.<sup>8</sup>

22 Other than the Purchaser, three parties expressed an interest in purchasing Murrieta 492,  
23 LP. Each of these offers was materially lower than the offering price set forth in the Offering  
24 Memorandum, ranging from approximately \$60.3 million to \$86 million (subject to a number of  
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26 <sup>7</sup> No formal appraisals were prepared or reviewed by the Debtors or PNC in the preparation of the  
27 Offering Memoranda or during the marketing of the Partnerships.

28 <sup>8</sup> Due to the voluminous size of the exhibits, not all parties were served with a copy of the exhibits.  
Any party interested in obtaining a copy of the exhibits may do so by making a written request to Debtors' counsel.

1 contingencies that might have led to reductions in the purchase price to reflect the cost to complete  
2 the Murrieta 492 Project, including operational shortfalls and outstanding construction costs).  
3 Although three parties originally expressed an interest in Murrieta 492, LP, following discussions  
4 among the parties, only one of these parties entered into a letter of intent offering to purchase  
5 Murrieta 492, LP for approximately \$65 million, subject to a due diligence period. This offer was  
6 insufficient to cover the secured debt on the property of \$80 million.

7 With respect to Murrieta 144 Apartments, LP, in addition to the Purchaser, four parties  
8 expressed an interest in purchasing Murrieta 144 Apartments, LP. Each of these offers was  
9 materially lower than the offering price set forth in the Offering Memorandum, ranging from  
10 approximately \$17.6 million to \$28 million. Although originally four parties expressed an interest  
11 in Murrieta 144 Apartments, LP, following discussions among the parties, only two of these  
12 parties entered into a letter of intent offering to purchase Murrieta 144 Apartments, LP. One offer  
13 was for \$20 million, which was insufficient to cover the secured debt on the property of \$25.8  
14 million. The other offer was for \$28 million, but was subject to a number of contingencies that  
15 might have led to reductions in the purchase price to reflect the cost to complete the Murrieta 144  
16 Project, including operational shortfalls and outstanding construction costs. After considering this  
17 offer, the partners of Murrieta 144 Apartments, LP determined that the Purchaser's offer was more  
18 favorable, as it set forth fewer contingencies, provided for a release of the Debtors' guarantees,  
19 and might result in value to the partners.<sup>9</sup>

20 After discussions with the foregoing parties, the partners of the Partnerships determined  
21 that the Purchaser's offer was the most favorable based, in part, on the fact that the Purchaser was  
22 interested in investing in both of the Partnerships. Additionally, the Purchaser was able to make a  
23 more favorable offer because the Purchaser will be able to utilize the Partnerships' losses to offset  
24 taxable gains on the Purchaser's portfolio. Information regarding the Purchaser, including a  
25 balance sheet as of February 28, 2008, and a biographical summary of the Purchaser's  
26 management company, Realty Center Management, Inc. ("RCMI"), as well as a list of properties  
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28 <sup>9</sup> Copies of the letters of intent received by the Debtors are attached to the Gianulias Declaration as  
Exhibit B.

1 which RCMI manages, are attached to the Gianulias Declaration as Exhibit C.

2       2.       Sale of the Projects to the Purchaser

3       The Debtors, the Purchaser and other interested parties have finalized the Contribution  
4 Agreement, which is attached to the Gianulias Declaration as Exhibit D.<sup>10</sup> Under the terms of the  
5 Contribution Agreement, Mr. Gianulias will sell 49% of his current partnership interest in each  
6 of the Partnerships to the Purchaser and Cameo will authorize the General Partners to transfer  
7 their 1% interest in the Partnerships to the Purchaser, at which time the Purchaser will replace the  
8 General Partners as the general partners of the Partnerships.<sup>11</sup>

9       <sup>10</sup> Although the Contribution Agreement has been finalized, PNC has requested an order approving  
10 the Contribution Agreement prior to executing the Contribution Agreement.

11       <sup>11</sup> As noted above, Victor Mahony and David J. Gianulias are limited partners in Murrieta 492, LP.  
12 Neither Victor Mahony nor David Gianulias are capable of providing the cash necessary to service the debt  
13 and continue construction of the Murrieta 492 Project. However, unlike the Debtors, neither Victor  
14 Mahony nor David Gianulias guaranteed any of Murrieta 492, LP's outstanding debt. As a result of the  
15 transaction set forth in the Contribution Agreement, both Victor Mahony and David Gianulias will transfer  
16 49% of their interest in Murrieta 492, LP to the Purchaser. Neither Victor Mahony nor David Gianulias  
17 will receive any compensation as a result of this transfer.

18       Similarly, as a result of the April 2008 agreement, Pony agreed to withdraw as a member of  
19 Murrieta 144 Apartments, LP, effective upon the transfer of the partnership interests to the Purchaser.

20       As a result, the partnership interests in the Partnerships will be modified as follows:

21                               Murrieta 492, LP

<u>Partner</u>	<u>Current Ownership Interest</u>	<u>Revised Ownership Interest</u>
James C. Gianulias	74.00%	38.12%
Victor J. Mahony	18.00%	09.27%
David Gianulias	07.00%	03.61%
492 Apartments, LLC	01.00%	00.00%
APW	00.00%	48.00%
APW, LLC	00.00%	01.00%
Total	100.00%	100.00%

22                               Murrieta 144 Apartments, LP

<u>Partner</u>	<u>Current Ownership Interest</u>	<u>Revised Ownership Interest</u>
James C. Gianulias	74.00%	51.00%
Pony Express	25.00%	00.00%
144 Apartments, LLC	01.00%	00.00%
APW	00.00%	47.00%
APW, LLC	00.00%	01.00%
Total	100.00%	100.00%

1 This transaction has received approval from PNC, the other limited partners, and the City  
2 of Murrieta. The Debtors believe that approval of the Contribution Agreement is in the best  
3 interests of the Debtors and their creditors, as elimination of the Debtors' guarantee liability to  
4 PNC will significantly reduce the pool of creditors competing for the Debtors' assets.

5 Generally, the terms of the transaction are as follows:

- 6 • The Purchaser will provide 100% of the cash to fund the liability for all outstanding  
7 accounts payable, including all subcontractor debt, all costs to complete  
8 construction, and all operating deficits, including debt service to PNC.
- 9 • The Purchaser will replace the General Partners as the general partners of the  
10 Partnerships, and as a result take over control of the Partnerships.
- 11 • The guarantees provided by the Debtors to PNC will be extinguished as of the  
12 effective date of the Contribution Agreement.
- 13 • The parties will enter into a new partnership agreement.
- 14 • There will be no cash proceeds paid to either the Debtors, any affiliate thereof, or  
15 any minority partner at the time the Contribution Agreement is finalized.

16 The Purchaser will make a total contribution of \$15,000,000, including \$8,300,000 to be  
17 paid at closing into an escrow account controlled by PNC. The City of Murrieta has agreed to  
18 issue certificates of occupancy with respect to the fifty-eight (58) completed units upon funding of  
19 an escrow account to cover the cost of construction of the improvements (approximately  
20 \$5,033,500), which will occur upon execution of the Contribution Agreement.

21 The sale of 49% of the Partnerships to the Purchaser will allow the Projects to reach  
22 economic stabilization and therefore provide the potential for future value as completed projects.  
23 Further, the potential deficiencies will be eliminated and the Debtors' guarantees will be  
24 extinguished, thus improving the overall position of the Debtors' creditors.

## 25 II.

### 26 **RELIEF REQUESTED**

27 Subject to the approval of this Court, the Debtors have finalized the Contribution  
28 Agreement, pursuant to which Mr. Gianulias has agreed to sell to the Purchaser 49% of his current

1 Partnership Interests and Cameo has agreed to authorize the General Partners to transfer their 1%  
2 interest in the Partnerships to the Purchaser, at which time the Purchaser will replace the General  
3 Partners as the general partners of the Partnerships. In the event the transaction set forth above is  
4 consummated, the Purchaser will make a substantial contribution to the Partnerships and the  
5 Debtors' guarantees of the secured loans to PNC will be extinguished. If the Contribution  
6 Agreement is not approved, the Partnerships will likely default on their secured debt, as neither the  
7 Debtors, the other partners, or the Partnerships have the funds necessary to achieve stabilization of  
8 the Projects. Therefore, if the Partnerships default, the Debtors will lose both their interests in the  
9 Partnerships and the benefits derived through the cancellation of the guarantees.

10 The Debtors submit that, based upon the current economic market, at this time, the  
11 consideration offered by the Purchaser constitutes the highest and best value achievable for the  
12 Partnership Interests. The Debtors' entry into the Contribution Agreement is fully supported by  
13 the other limited partners, the secured lender, and the City of Murrieta. The relief requested by  
14 this Motion is in the best interest of the Debtors' estates as it will provide an opportunity for the  
15 Debtors to reduce the potential claim pools against the estates, for the benefit of the Debtors'  
16 creditors.

### 17 III.

#### 18 ARGUMENT

#### 19 A. The Court Has The Authority To Grant The Relief Requested And Authorize The 20 Sale Of The Partnership Interests.

21 Section 363(b)(1) of the Bankruptcy Code permits a debtor-in-possession, after notice and  
22 a hearing, to "use, sell or lease, other than in the ordinary course of business, property of the  
23 estate." 11 U.S.C. § 363(b)(1) (2006). Although the Bankruptcy Code does not explicitly provide  
24 a standard for determining whether a proposed sale transaction should be approved, courts have  
25 examined whether the proposed transaction has (i) a valid business justification or good business  
26 reason, (ii) whether the sale is the result of good faith negotiations, and (iii) whether the proposed  
27 purchase price is fair and reasonable. See, e.g., 240 North Brand Partners, Ltd. v. Colony GFP  
28 Partners, L.P., (In re 240 North Brand Partners, Ltd.), 200 B.R. 653, 659 (B.A.P. 9th Cir. 1996); In

1 re Abbotts Dairies of Pa., Inc., 788 F.2d 143 (3rd Cir. 1986); In the Matter of Plaza Family  
2 Partnership v. Plaza Family Partnership, 95 B.R. 166 (Bankr. E.D. Cal 1989). All three of these  
3 factors are satisfied here.

4 1. Valid Business Justifications and Good Business Reasons Support the Proposed  
5 Sale.

6 In Walter v. Sunwest Bank (In re Walter), 83 B.R. 14, 19 (B.A.P. 9th Cir. 1988), the  
7 Bankruptcy Appellate Panel for the Ninth Circuit adopted a similarly flexible, case-by-case test to  
8 determine whether the business purpose for a proposed sale justifies the disposition of property of  
9 the estate under section 363(b). Adopting the reasoning of the Fifth Circuit in In re Continental  
10 Air Lines, 780 F.2d 1223, 1226 (5th Cir. 1986) and the Second Circuit in In re Lionel Corp., 722  
11 F.2d 1063 (2d Cir. 1983), the Bankruptcy Appellate Panel set forth the following considerations  
12 with respect to a transaction under section 363(b):

13 Whether the proffered business justification is sufficient depends on the case. As  
14 the Second Circuit held in Lionel, the bankruptcy judge should consider all salient  
15 factors pertaining to the proceeding and, accordingly, act to further the diverse  
16 interests of the debtor, creditors and equity holders, alike. He might for example,  
17 look to such relevant factors as the proportionate value of the asset to the estate as a  
18 whole, the amount of elapsed time since the filing, the likelihood that a plan of  
19 reorganization will be proposed and confirmed in the near future, the effect of the  
20 proposed disposition on future plans of reorganization, the proceeds to be obtained  
21 from the disposition vis-a-vis any appraisals of the property, which of the  
22 alternatives of use, sale or lease the proposal envisions and, most importantly  
23 perhaps, whether the asset is increasing or decreasing in value. This list is not  
24 intended to be exclusive, but merely to provide guidance to the bankruptcy judge.

25 Walter, 83 B.R. at 19-20. The Debtors believe that the proposed sale of the Partnership Interests  
26 satisfies the requirements for a sale under Section 363(b).

27 The Debtors submit that the sale of the Partnership Interests will provide the estates with  
28 fair and reasonable consideration. Although no funds will be paid directly to the Debtors in

1 connection with the sale of the Partnership Interests, PNC has agreed to extinguish the Debtors'  
2 guarantees of the secured loans. If the Partnerships defaulted on their secured loans to PNC, the  
3 Debtors could be liable on the guarantees in the amount of several million dollars. Through the  
4 elimination of these guarantees, the Debtors are reducing the potential claim pools against their  
5 estates, for the benefit of the Debtors' creditors.

6 Consequently, the proposed sale satisfies the requirement of a sound business purpose.

7 2. The Proposed Sale Is In Good Faith

8 Section 363(m) of the Bankruptcy Code provides:

9 The reversal or modification on appeal of an authorization under subsection (b) or (c)  
10 of this section of a sale or lease of property does not affect the validity of a sale or  
11 lease under such authorization to any entity that purchased or leased such property in  
12 good faith, whether or not such entity knew of the pendency of the appeal, unless  
13 such authorization and such sale or lease were stayed pending appeal.

14 11 U.S.C. § 363(m) (2006).

15 Although the Bankruptcy Code does not define "good faith," courts have found that the  
16 good faith requirement focuses principally on the disclosure of all material sale terms and the  
17 absence of fraud or collusion. See, e.g., In re Abbott Dairies, 788 F.2d at 143; see also In re Apex  
18 Oil Co., 92 B.R. 847, 869-71 (Bankr. E.D. Mo. 1988).

19 Here, the Debtors, the Purchaser and all other parties-in-interest have, at all times, acted in  
20 good faith. As set forth in the Gianulias Declaration, prior to the negotiations between the parties  
21 concerning the transaction regarding the Partnerships, there was no relationship between the  
22 Debtors and the Purchaser. Specifically, the Contribution Agreement is the product of arms-  
23 length negotiations between the Debtors, the other partners, and the Purchaser. The Contribution  
24 Agreement does not confer any special treatment on any insider and the Purchaser is neither a  
25 creditor, an insider (as defined in Bankruptcy Code § 101(31)), nor an affiliate (as defined in  
26 Bankruptcy Code § 101(2)) of the Debtors. Finally, full disclosure of the terms of the proposed  
27 sale transaction has been provided to creditors. Therefore, the Debtors submit that the Purchaser  
28 is a good faith purchaser and the proposed sale of the Partnership Interests is in good faith.

1           3.       The Purchase Price Is Fair And Reasonable

2           The Debtors believe that the purchase price for the Partnership Interests is fair and  
3 reasonable.

4           Pursuant to the Contribution Agreement, the Purchaser has agreed to make contributions to  
5 the Partnerships in the total amount of \$15 million. Although no funds will be paid directly to the  
6 Debtors, the Purchaser will assume the secured debt and advance substantially all of the funds  
7 necessary to complete construction of the Projects and/or to pay outstanding construction costs.  
8 Additionally, upon assumption of the secured debt by the Purchaser, PNC has agreed to extinguish  
9 the Debtors' guarantees of the secured debt, which will reduce the pool of potential claims against  
10 their estates. As set forth in the Conerty Declaration, the Debtors have no current equity in the  
11 Projects and lack the funds necessary to potentially create any equity.

12           Based on the foregoing, the Debtors believe that the sale of the Partnership Interests to the  
13 Purchaser is in the best interests of the Debtors, their creditors and their estates. The elimination  
14 of the Debtors' guarantees will benefit the Debtors and their estates by eliminating the Debtors'  
15 potential guarantee liability of several million dollars, thereby reducing the pool of potential  
16 creditors competing for the Debtors' assets.

17 **B.       Waiver of the Provision of Bankruptcy Rule 6004(h) is Appropriate.**

18           Bankruptcy Rule 6004(h) provides that an order approving the sale of estate property is  
19 "stayed until the expiration of 10 days after the entry of the order, unless the court orders  
20 otherwise." FED. R. BANKR. P. 6004(h). Here, setting aside this stay provision is necessary  
21 because the expeditious closing of the sale of the Partnership Interests is in the best interests of the  
22 bankruptcy estates. Among other things, the City of Murrieta has required the Partnerships to  
23 provide funding for certain road improvements prior to August 1, 2008, or else the City of  
24 Murrieta will not approve the transaction set forth in the Contribution Agreement. The parties  
25 anticipate that the Purchaser will provide the required funding to satisfy the secured lender and the  
26 City of Murrieta as soon as the Court approves this Motion. Therefore, the Debtors are now  
27 seeking a waiver of Bankruptcy Rule 6004(h) to allow the parties to proceed quickly to a closing  
28 immediately after the entry of the Order.



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**IV.**

**CONCLUSION**

Based on the foregoing, Cameo requests that the Court enter an order: (i) approving the Contribution Agreement; (ii) authorizing Mr. Gianulias to transfer 49% of his current Partnership Interests to the Purchaser; (iii) authorizing Cameo to consent to the transfer of the General Partners' 1% interest in the Partnerships to the Purchaser; (iv) finding that the Purchaser is a good faith purchaser within the meaning of section 363(m) of the Bankruptcy Code; (v) waiving the application of Bankruptcy Rule 6004(h); and (vi) granting such other and further relief as the Court deems just and proper.

DATED: July 17, 2008

**WINTHROP COUCHOT  
PROFESSIONAL CORPORATION**

By: /s/ Paul J. Couchot

Paul J. Couchot

Kavita Gupta

Charles Liu

[Proposed] Attorneys for Cameo Homes,  
Debtor and Debtor in Possession

1  
2 **DECLARATION OF JAMES C. GIANULIAS**

3 I, James C. Gianulias, hereby declare and state as follows:

4 1. I am the debtor in this chapter 11 case. I am a limited partner of Murrieta 492, LP  
5 and Murrieta 144 Apartments, LP (the "Partnerships"). I own 100% of Cameo Homes, a  
6 California corporation ("Cameo"), which is the debtor in a separate chapter 11 proceeding before  
7 this Court.

8 2. As to the following facts, I know them to be true of my own knowledge, or I have  
9 gained such knowledge from the business records of a business in which I have an ownership  
10 interest which were made at or near the time of the acts, conditions or events to which they relate.  
11 Any such document or record was prepared in the ordinary course of business by a person who  
12 had personal knowledge of the event being recorded and had a business duty to accurately record  
13 such event.

14 3. I submit this declaration in support of the motion (the "Motion") pursuant to  
15 section 363 of 11 U.S.C. § 101 *et seq.* (the "Bankruptcy Code") for an order: (i) approving the  
16 *Contribution Agreement* (the "Contribution Agreement"); (ii) authorizing me to transfer 49% of  
17 my current partnership interests (the "Partnership Interests") in the Partnerships to APW Avenue  
18 Group, Ltd. (APW) (the "Purchaser");<sup>1</sup> and (iii) authorizing Cameo, as the sole member of 144  
19 Apartments, LLC and 492 Apartments, LLC (the "General Partners"), to consent to the transfer of  
20 the General Partners' 1% interest in the Partnerships to the Purchaser, at which time the Purchaser  
21 will replace the General Partners as the general partners of the Partnerships. I submit this  
22 declaration in my individual capacity, as well as my capacity as 100% owner of Cameo.

23 4. On June 6, 2008, three creditors commenced an involuntary chapter 7 case against  
24 me. Concurrently, the same three creditors commenced an involuntary chapter 7 case against  
25 Cameo, which is being separately administered as Case No. 08-13151. On July 1, 2008, Cameo  
26 and I filed Consents to the Entry of an Order for Relief and Election to Convert Chapter 7 case to  
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<sup>1</sup> I currently own 74% of Murrieta 492, LP and 74% of Murrieta 144 Apartments, LP.

1 case under chapter 11 of the Bankruptcy Code. On July 2, 2008, this Court entered Orders for  
2 Relief and converted my and Cameo's cases to ones under chapter 11.

3 5. I am an individual currently living in Newport Beach, California. I am in the  
4 business of real estate development. I own an interest in a number of single asset real estate  
5 entities that were formed to purchase and develop real estate. Cameo also owns an interest in a  
6 number of single asset real estate ventures that were formed to purchase and develop real estate.  
7 Cameo holds an interest in many of the same real estate entities in which I hold an interest. I own  
8 100% of Cameo and therefore have an indirect interest in all of Cameo's interest in the various  
9 real estate entities. The real estate entities owned in part by me and Cameo include both limited  
10 liability companies and limited partnerships (collectively, the "Companies"). The Companies  
11 represent a substantial portion of my assets and Cameo's assets.

12 6. Cameo and I established the Companies to own and operate various real estate  
13 assets, including, without limitation, condominiums, residential developments, commercial and  
14 retail developments, and multi-family apartment complexes (the "Properties"). Of those various  
15 real estate assets, approximately nineteen (19) single-family residence projects, four (4)  
16 multifamily land development projects, and three (3) multifamily projects remain under  
17 construction and are not generating income. Nine (9) multifamily projects and five (5)  
18 commercial/retail projects have reached stabilization and are generating income.

19 7. While Cameo and my businesses span multiple states, a significant portion of our  
20 homebuilding operations are located in the state of California. The erosion in the California  
21 homebuilding market during the second half of 2007 was unexpected and cataclysmic, and it  
22 touched all homebuilding markets in California, including the markets in which we operate. The  
23 result of the market erosion in values and slow down of absorption broadly affected both Cameo  
24 and my financial position.

25 **A. The Partnerships.**

26 8. The Motion addresses the following real estate partnerships:

- 27 • Murrieta 492, LP is a California limited partnership. 492 Apartments, LLC is the  
28 sole general partner of Murrieta 492, LP and me, Victor Mahony and David J.

Gianulias are limited partners.<sup>2</sup> Cameo is the sole member of 492 Apartments, LLC.

- Murrieta 144 Apartments, LP is a California limited partnership. 144 Apartments, LLC is the sole general partner of Murrieta 144 Apartments, LP and I am the sole limited partner.<sup>3</sup> Cameo is the sole member of 144 Apartments, LLC.

Murrieta 492, LP

9. The principal asset of Murrieta 492, LP is real property located at 2510 Vista Murrieta, Murrieta, California. Murrieta 492, LP is in the process of constructing a 492-unit residential apartment complex on this property known as the Silverado Luxury Apartment Homes (the “Murrieta 492 Project”). 492 Apartments, LLC is the general partner of Murrieta 492, LP and Cameo is the sole member of 492 Apartments, LLC.

10. PNC Bank ("PNC") is the secured lender on the Murrieta 492 Project. I have personally guaranteed, and Cameo has guaranteed, payment of 49% of this loan.

11. At this time, construction on portions of the Murrieta 492 Project is complete and Murrieta 492, LP is in the process of leasing the completed units. However, the Murrieta 492 Project is 60% or less occupied, and is operating at a deficit. Further, the City of Murrieta, under an agreement with Murrieta 492, LP regarding conditions of approval for the development of the Murrieta 492 Project, required certain construction improvements to Los Alamos Road as a condition for issuing certificates of occupancy. As a result, currently, fifty-eight (58) completed units do not have certificates of occupancy. These units must be leased in order for the Murrieta 492 Project to reach economic stabilization.

12. Neither I nor Cameo have sufficient funds to complete the necessary improvements. As a result, I believe that additional financing is necessary in order to pay all

<sup>2</sup> Victor Mahony is a limited partner with a 17% interest in Murrieta 492, LP and David J. Gianulias is a limited partner with an 8% interest in Murrieta 492, LP.

<sup>3</sup> Prior to the Petition Date, Pony Express Land, Property & Investments, LLC ("Pony") was a limited partner with a 25% interest in Murrieta 144 Apartments, LP. In April 2008, Pony, myself and Murrieta 144 Apartments, LP entered into an agreement whereby Pony agreed to withdraw from the partnership, effective upon the transfer of the partnership interests to the Purchaser.

1 outstanding accounts, complete construction of the Murrieta 492 Project, and complete the process  
2 of leasing the apartments.

3 Murrieta 144 Apartments, LP

4 13. The principal asset of Murrieta 144 Apartments, LP is real property located at  
5 40680 Walsh Center Drive, Murrieta, California. Murrieta 144 Apartments, LP has constructed a  
6 144-unit residential apartment complex on the property known as the Vista Pointe Apartment  
7 Homes (the "Murrieta 144 Project" and, collectively with the Murrieta 492 Project, the  
8 "Projects"). 144 Apartments, LLC is the general partner of Murrieta 144 Apartments, LP and  
9 Cameo is the sole member of 144 Apartments, LLC.

10 14. PNC is also the secured lender with respect to the Murrieta 144 Project. I have  
11 personally guaranteed, and Cameo has guaranteed, payment of 25% of the loan to Murrieta 144  
12 Apartments, LP.

13 15. At this time, construction of the Murrieta 144 Project is complete and Murrieta 144  
14 Apartments, LP is in the process of leasing the completed units. However, the Murrieta 144  
15 Project is 70% or less occupied and is operating at a deficit.

16 16. Neither I nor Cameo have sufficient funds to pay all outstanding accounts on the  
17 Murrieta 144 Project. As a result, I believe that additional financing is necessary in order to pay  
18 all outstanding accounts of the Murrieta 144 Project, and complete the process of leasing the  
19 apartments.

20 **B. Sale of the Partnership Interests.**

21 17. As a result of changes in the market and a general decline in the economy, in  
22 approximately November 2007, I, along with the other partners of the Partnerships, determined  
23 that the Partnerships required additional capital to complete the development of the Projects. To  
24 the best of my knowledge, neither I, nor Cameo, nor any of the other partners of the Partnerships  
25 are capable of providing the cash necessary to service the debt and continue construction of the  
26 Projects and ancillary requirements, including the improvements to Los Alamos Road. If the  
27 Partnerships default on their secured loans to PNC, Cameo and I could be liable on the guarantees  
28 in the amount of several million dollars.

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1 offering to purchase Murrieta 144 Apartments, LP. One offer was for \$20 million, which was  
2 insufficient to cover the secured debt on the property of \$25.8 million. The other offer was for  
3 \$28 million, but subject to a number of contingencies that might have led to reductions in the  
4 purchase price to reflect the cost to complete the Murrieta 144 Project, including operational  
5 shortfalls and outstanding construction costs. After considering this offer, I, along with the other  
6 partners of Murrieta 144 Apartments, LP, determined that the Purchaser's offer was more  
7 favorable, as it set forth fewer contingencies, provided for a release of the Debtors' guarantees,  
8 and might result in value to the partners.<sup>5</sup>

9       21. After discussions with the foregoing parties, we determined that the Purchaser's  
10 offer was the most favorable based, in part, on the fact that the Purchaser was interested in  
11 investing in both of the Partnerships. Additionally, the Purchaser was able to make a more  
12 favorable offer because the Purchaser will be able to utilize the Partnerships' losses to offset  
13 taxable gains on the Purchaser's portfolio. Information regarding the Purchaser, including a  
14 balance sheet as of February 28, 2008, and a biographical summary of the Purchaser's  
15 management company, Realty Center Management, Inc. ("RCMI"), as well as a list of properties  
16 which RCMI manages, are attached hereto as Exhibit C.

17                                   Sale of the Projects to the Purchaser

18       22. Negotiations with the Purchaser have been ongoing since January 2008. We have  
19 finalized the Contribution Agreement and I anticipate that the Purchaser will provide the required  
20 funding as soon as the Court approves this Motion. A true and correct copy of the Contribution  
21 Agreement is attached hereto as Exhibit D.<sup>6</sup> Under the terms of the Contribution Agreement, I  
22 agree to sell 49% of my current ownership interest in each of the Partnerships to the Purchaser and  
23 Cameo agrees to consent to the transfer of the General Partners' 1% interest in the Partnerships to  
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26                   <sup>5</sup> Copies of the letters of intent received by the partners of the Partnerships are attached hereto as  
27 Exhibit B.

28                   <sup>6</sup> Although the Contribution Agreement has been finalized, I am informed and believe that PNC has  
requested an order approving the Contribution Agreement prior to executing the Contribution Agreement.

1 the Purchaser, at which time the Purchaser will replace the General Partners as the general partners  
2 of the Partnerships.<sup>7</sup>

3 23. The transaction has received approval from PNC, the other limited partners, and the  
4 City of Murrieta. I believe that approval of the Contribution Agreement is in the best interests of  
5 both my creditors and Cameo's creditors, as elimination of the guarantee liability to PNC will  
6 significantly reduce the pool of creditors competing for the remaining assets in our estates.

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11 <sup>7</sup> Victor Mahony and David J. Gianulias are limited partners in Murrieta 492, LP. Unlike myself  
12 and Cameo, neither Victor Mahony nor David Gianulias guaranteed any of Murrieta 492, LP's outstanding  
13 debt. As a result of the transaction set forth in the Contribution Agreement, both Victor Mahony and David  
14 Gianulias will transfer 49% of their interest in Murrieta 492, LP to the Purchaser. Neither Victor Mahony  
nor David Gianulias will receive any compensation as a result of this transfer.

15 Similarly, as a result of the April 2008 agreement, Pony agreed to withdraw as a member of  
Murrieta 144 Apartments, LP, effective upon the transfer of the partnership interests to the Purchaser.

16 As a result, the partnership interests in the Partnerships will be modified as follows:

17 Murrieta 492, LP

<u>Partner</u>	<u>Current Ownership Interest</u>	<u>Revised Ownership Interest</u>
James C. Gianulias	74.00%	38.12%
Victor J. Mahony	18.00%	09.27%
David Gianulias	07.00%	03.61%
492 Apartments, LLC	01.00%	00.00%
APW	00.00%	48.00%
APW, LLC	00.00%	01.00%
Total	100.00%	100.00%

23 Murrieta 144 Apartments, LP

<u>Partner</u>	<u>Current Ownership Interest</u>	<u>Revised Ownership Interest</u>
James C. Gianulias	74.00%	51.00%
Pony Express	25.00%	00.00%
144 Apartments, LLC	01.00%	00.00%
APW	00.00%	47.00%
APW, LLC	00.00%	01.00%
Total	100.00%	100.00%



1           24.     Generally, the terms of the transaction are as follows:

- 2           •     The Purchaser will provide 100% of the cash to fund the liability for all outstanding  
3           accounts payable, including all subcontractor debt, all costs to complete  
4           construction, and all operating deficits, including debt service to PNC.  
5           •     The Purchaser will replace the General Partners as the general partners of the  
6           Partnerships, and as a result take over control of the Partnerships.  
7           •     The guarantees provided by Cameo and I to PNC will be extinguished as of the  
8           effective date of the Contribution Agreement.  
9           •     I, along with the other parties, will enter into a new partnership agreement.  
10          •     There will be no cash proceeds paid to me, Cameo, any affiliate thereof, or any  
11          minority partner at the time the Contribution Agreement is finalized.

12          25.     The Purchaser will make a total contribution of \$15,000,000, including \$8,300,000  
13          to be paid at closing into an escrow account controlled by PNC. The City of Murrieta has agreed  
14          to issue certificates of occupancy with respect to the fifty-eight (58) completed units upon funding  
15          of an escrow account to cover the cost of construction of the improvements (approximately  
16          \$5,033,500), which will occur upon execution of the Contribution Agreement.

17          26.     I believe that the sale of 49% of the Partnerships to the Purchaser will allow the  
18          Projects to reach economic stabilization and therefore provide the potential for future value as  
19          completed projects. Further, the potential deficiencies will be eliminated and the guarantees will  
20          be extinguished, which will reduce Cameo and my outstanding debt and improve the position of  
21          our existing creditors.

22          27.     I believe that, based upon the current economic market, at this time, the  
23          consideration offered by the Purchaser constitutes the highest and best value achievable for the  
24          Partnership Interests. The Contribution Agreement is fully supported by the other limited  
25          partners, the secured lenders, and the City of Murrieta. I believe that the relief requested in the  
26          Motion is in the best interest of my estate as it will reduce the potential claim pools against the  
27          estate, for the benefit of my creditors. I also believe that the relief requested in the Motion is in  
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1 the best interest of Cameo's estate as it will reduce the potential claim pools against the estate, for  
2 the benefit of Cameo's creditors.

3 28. I believe that the sale of the Partnership Interests will provide the estates with fair  
4 and reasonable consideration. Although no funds will be paid directly to me or Cameo in  
5 connection with the sale of the Partnership Interests, PNC has agreed to extinguish our guarantees  
6 of the secured loans. If the Contribution Agreement is not approved, I believe that the  
7 Partnerships will likely default on their secured debt, as neither Cameo, the other partners, the  
8 Partnerships or I have the funds necessary to achieve stabilization of the Projects. Therefore, if the  
9 Partnerships default, Cameo and I will lose both our interests in the Partnerships and the benefits  
10 derived through the cancellation of the guarantees.

11 29. I believe that the Purchaser and all other parties-in-interest have, at all times, acted  
12 in good faith. Specifically, the Contribution Agreement is the product of arms-length negotiations  
13 between me, Cameo, the other partners of the Partnerships, and the Purchaser. Prior to the  
14 commencement of negotiations regarding the sale of an interest in the Partnerships, there was no  
15 relationship between me or Cameo and the Purchaser.

16 30. Based on the foregoing, I believe that the sale of the Partnership Interests to the  
17 Purchaser is in the best interests of my estate and Cameo's estate. The elimination of the  
18 guarantees will benefit me, Cameo and both of our estates by eliminating the potential guarantee  
19 liability, thereby reducing the pool of potential creditors competing for assets.

20 31. I also believe that the expeditious closing of the sale of the Partnership Interests is  
21 in the best interests of the bankruptcy estates. Among other things, I am informed and believe that  
22 the City of Murrieta has required the Partnerships to provide funding for certain road  
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1 improvements prior to August 1, 2008, or else the City of Murrieta will not approve the  
2 transaction set forth in the Contribution Agreement. I anticipate that the Purchaser will provide  
3 the required funding to satisfy the secured lender and the City of Murrieta as soon as the Court  
4 approves this Motion.

5 I declare under penalty of perjury that the foregoing is true and correct.

6 Executed this \_\_\_\_ day of July, 2008, at Newport Beach, California.

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8 JAMES C. GIANULIAS

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2 **DECLARATION OF SHAWN CONERTY**

3 I, Shawn Conerty, hereby declare and state as follows:

4 1. I am the Director of Finance of G Companies Management, LLC, a California  
5 limited liability company, and several affiliates, including Cameo Homes, a California corporation  
6 ("Cameo"), owned by James C. Gianulias ("Mr. Gianulias" and, collectively with Cameo, the  
7 "Debtors"). In my position as Director of Finance, I oversee all project level capitalization and am  
8 responsible for lender relations.

9 2. As to the following facts, I know them to be true of my own knowledge, or I have  
10 gained such knowledge from the business records of Mr. Gianulias or one of his businesses which  
11 were made at or near the time of the acts, conditions or events to which they relate. Any such  
12 document or record was prepared in the ordinary course of business by a person who had personal  
13 knowledge of the event being recorded and had a business duty to accurately record such event.

14 3. I submit this declaration in support of the motion (the "Motion")<sup>1</sup> filed by Mr.  
15 Gianulias pursuant to section 363 of 11 U.S.C. § 101 *et seq.* (the "Bankruptcy Code") for an order:  
16 (i) approving the *Contribution Agreement* (the "Contribution Agreement"); (ii) authorizing Mr.  
17 Gianulias to transfer 49% of his current partnership interests (the "Partnership Interests") in  
18 Murrieta 144 Apartments, LP and Murrieta 492, LP (the "Partnerships") to APW Avenue Group,  
19 Ltd. (APW) (the "Purchaser");<sup>2</sup> and (iii) authorizing Cameo, as the sole member of 144  
20 Apartments, LLC and 492 Apartments, LLC (the "General Partners"), to consent to the transfer of  
21 the General Partners' 1% interest in the Partnerships to the Purchaser, at which time the Purchaser  
22 will replace the General Partners as the general partners of the Partnerships.

23 4. The valuations provided in the Motion were determined by taking the estimated net  
24 operating income of each Project at full economic stabilization, accounting for a 5% vacancy rate  
25 and certain market concessions currently being offered at the Projects, and applying a 6.5%  
26 capitalization rate. This capitalization rate was determined based on a study of the Murrieta

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28 <sup>1</sup> All terms not defined herein have the meaning set forth in the Motion.

<sup>2</sup> Mr. Gianulias currently owns 74% of Murrieta 492, LP and 74% of Murrieta 144 Apartments, LP.

1 market comparing other projects at similar stages of construction and with similar rates of lease  
2 exposure. Once this value was calculated, additional deductions were made for outstanding  
3 construction and operating costs (in addition to the anticipated cost of completion of the Projects),  
4 that would likely result in a decrease in the sales price of the Projects. Finally, based on the  
5 current market conditions and my communications with brokers and potential investors, a discount  
6 rate of 20% was applied to reflect the preferred return that investors are currently demanding.

7 5. The valuations set forth herein do not reflect costs or expenses that would be  
8 incurred in connection with the sale of the Projects, which would be paid at the time and upon the  
9 closing of the sale of the Projects. Additionally, these valuations do not reflect any additional  
10 discounts in value that might result if the Partnerships are required to liquidate the Projects on a  
11 very short timeline.

#### 12 Murrieta 492, LP

13 6. The principal asset of Murrieta 492, LP is real property located at 2510 Vista  
14 Murrieta, Murrieta, California. Murrieta 492, LP is in the process of constructing a 492-unit  
15 residential apartment complex known as the Silverado Luxury Apartment Homes (the "Murrieta  
16 492 Project"). 492 Apartments, LLC is the general partner of Murrieta 492, LP and Cameo is the  
17 sole member of 492 Apartments, LLC.

18 7. PNC Bank ("PNC") is the secured lender on the Murrieta 492 Project. The  
19 outstanding balance due to PNC with respect to this project is \$80,000,000. The Debtors have  
20 each guaranteed payment of 49% of this loan.

21 8. At this time, construction on the Murrieta 492 Project is substantially complete and  
22 Murrieta 492, LP is in the process of leasing the completed units. However, the Murrieta 492  
23 Project is 60% or less occupied, and is operating at a deficit. Currently, Murrieta 492, LP has  
24 outstanding accounts payable of approximately \$500,000 and a monthly operating deficit,  
25 including debt service, of approximately \$300,000.

26 9. Further, the City of Murrieta, under an agreement with Murrieta 492, LP regarding  
27 conditions of approval for the development of the Murrieta 492 Project, required certain  
28 construction improvements to Los Alamos Road as a condition for issuing certificates of

1 occupancy. As a result, currently, fifty-eight (58) completed units do not have certificates of  
2 occupancy. These units must be leased in order for the Murrieta 492 Project to reach economic  
3 stabilization.

4 10. At the time the Murrieta 492 Project was commenced, it was estimated that, upon  
5 completion of construction and stabilization of the rental units, the Murrieta 492 Project would  
6 have a net operating income of approximately \$6,152,771. However, due to the current market for  
7 rental properties, Murrieta 492, LP has been required to make substantial rent concessions, in the  
8 amount of approximately \$350,000 annually, in order to rent the apartment units. The original net  
9 operating income projections did not include these concessions, which will continue to impact net  
10 operating income for approximately 18 to 24 months. As a result of these concessions, as well as  
11 anticipated increases in property taxes, the actual net operating income of the Murrieta 492 Project  
12 upon economic stabilization has been reduced to approximately \$5,405,096. Based on this net  
13 operating income, the value of the property upon stabilization, applying a capitalization rate of  
14 6.5%, is approximately \$83,155,328.

15 11. However, any purchaser of the Murrieta 492 Project will also be required to fund  
16 certain costs, including outstanding construction costs and lease shortfalls of approximately \$7.4  
17 million, which will further depress the sale value of the property to approximately \$75.7 million.  
18 Finally, based on current market conditions, any purchaser is likely to require an additional 20%  
19 cushion with respect to the outstanding costs in order to guarantee a return on their investment. I  
20 therefore have reduced the sale value of the property by an additional \$1.48 million, which is 20%  
21 of the estimated \$7.4 million in outstanding construction costs and lease shortfalls.

22 12. Based on the foregoing, I have determined that the Murrieta 492 Project has a value  
23 of approximately \$74.26 million, which is insufficient to pay the secured debt on the property in  
24 the amount of \$80,000,000.

#### 25 Murrieta 144 Apartments, LP

26 13. The principal asset of Murrieta 144 Apartments, LP is real property located at  
27 40680 Walsh Center Drive, Murrieta, California. Murrieta 144 Apartments, LP is in the process  
28 of constructing a 144-unit residential apartment complex on the property known as the Vista

1 Pointe Apartment Homes (the "Murrieta 144 Project" and, collectively with the Murrieta 492  
2 Project, the "Projects"). 144 Apartments, LLC is the general partner of Murrieta 144 Apartments,  
3 LP and Cameo is the sole member of 144 Apartments, LLC.

4 14. PNC is also the secured lender with respect to the Murrieta 144 Project. The  
5 outstanding balance due to PNC with respect to this project is \$25,850,000. The Debtors have  
6 each guaranteed payment of 25% of the loan to Murrieta 144 Apartments, LP.

7 15. At this time, construction on portions of the Murrieta 144 Project is complete and  
8 Murrieta 144 Apartments, LP is in the process of leasing the completed units. However, the  
9 Murrieta 144 Project is 70% or less occupied, and is operating at a deficit. Currently, Murrieta  
10 144 Apartments, LP has outstanding accounts payable of approximately \$700,000 and a monthly  
11 operating deficit, including debt service, of approximately \$100,000.

12 16. At the time the Murrieta 144 Project was commenced, it was estimated that, upon  
13 completion of construction and stabilization of the rental units, the Murrieta 144 Project would  
14 have a net operating income of approximately \$1,724,818. However, due to the current market for  
15 rental properties, Murrieta 144 Apartments, LP has been required to make substantial rent  
16 concessions, in the amount of approximately \$120,515 annually, in order to rent the apartment  
17 units. The original net operating income projections did not include these concessions, which will  
18 continue to impact net operating income for approximately 18 to 24 months. As a result of these  
19 concessions, as well as anticipated increases in property taxes, the actual net operating income of  
20 the Murrieta 144 Project upon stabilization has been reduced to approximately \$1,577,053. Based  
21 on this net operating income, the value of the property upon stabilization, applying a capitalization  
22 rate of 6.5%, is approximately \$24,262,351.

23 17. However, any purchaser of the Murrieta 144 Project will also be required to fund  
24 certain costs, including outstanding construction costs and lease shortfalls of approximately \$1.5  
25 million, which will further depress the sale value of the property to approximately \$22.7 million.  
26 Finally, based on current market conditions, any purchaser is likely to require an additional 20%  
27 cushion with respect to the outstanding costs in order to guarantee a return on their investment. I  
28

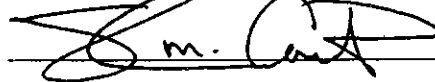
1 million, which will further depress the sale value of the property to approximately \$22.7 million.  
2 Finally, based on current market conditions, any purchaser is likely to require an additional 20%  
3 cushion with respect to the outstanding costs in order to guarantee a return on their investment. I  
4 therefore have reduced the sale value of the property by an additional \$300,000, which is 20% of  
5 the estimated \$1.5 million in outstanding construction costs and lease shortfalls.

6 18. Based on the foregoing, I have determined that the Murrieta 144 Project has a value  
7 of approximately \$22.4 million, which is insufficient to pay the secured debt on the property in the  
8 amount of \$25,850,000.

9 19. If the Partnerships default on their secured loans to PNC, the Debtors could be  
10 liable on the guarantees in the amount of several million dollars.

11 I declare under penalty of perjury that the foregoing is true and correct.

12 Executed this 17 day of July, 2008, at Newport Beach, California.

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14 Shawn Conerty  
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