

# CARLOS BLANCO — Strategic Wealth Transition Model

Final Report — March 23, 2026 | Margin: 4.25%

OpenClaw | Visuals: Napkin AI

## 1. Current Portfolio (March 2026)

Asset	Value	Debt	Equity	Net Income
US Treasuries (Schwab + HSBC)	\$68.4M	\$53.0M margin @ 4.25%	\$15.4M	\$0.60M
Dallas MF 308 units (71% owned)	\$53.9M	\$41.3M	\$12.6M	~breakeven
Ocala 72 SFH	\$23.3M	\$15.4M	\$7.9M	\$0.14M
Ocala 70 Lots	\$1.8M	—	\$1.8M	—
Stock Portfolios (7)	~350 pos	—	TBD	dividends
<b>TOTAL</b>	<b>\$147.4M</b>	<b>\$109.7M</b>	<b>\$37.7M</b>	<b>\$0.74M</b>

**Key Metrics:** Leverage 74% (illiquid RE) · Dallas 90% occ / 93% leased / positive CF · 365 tenants across 380 units · Treasury margin at 4.25% consumes \$2.25M of \$2.85M coupons

## Distribution of Total Assets by Type (in millions) (\$M)

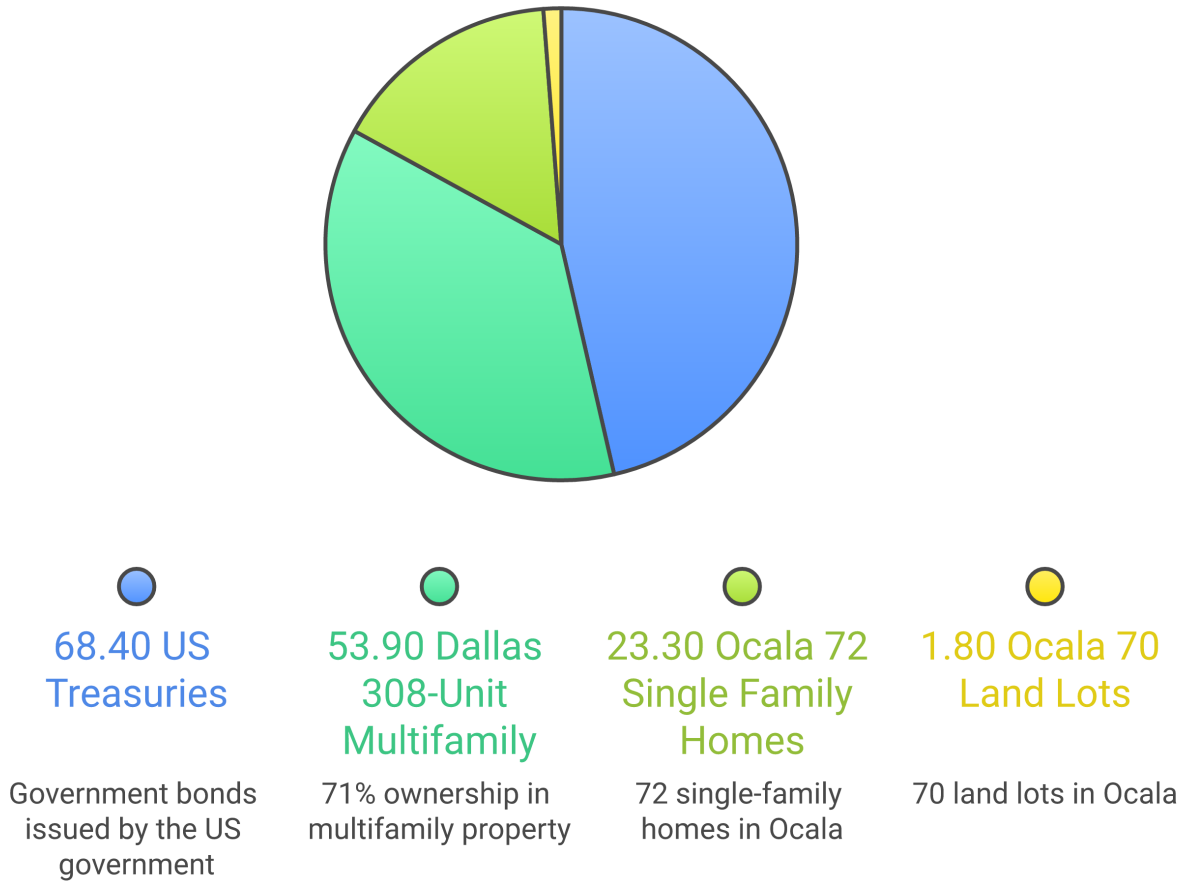


Figure 1: Current Portfolio Overview

## 2. The Strategy: Buy-Borrow-Deploy

Step	Action	Key Numbers
1	Scale Treasuries	+\$23M → \$100M face, \$92.4M MV, \$76M margin @ 4.25%
2	Hold & Collect	\$4.38M/yr coupons, never sell = \$0 tax
3	Wait for Rate Cuts	Base: +\$8.4M gain / Bull: +\$13.1M gain
4	Borrow Against Gains	90% LTV, no bonds sold = no tax
5	Deploy Capital	MM 4.3% → Div Growers 3.5% yield, 10% growth
6	Exit Dallas (2027)	\$32.4-42.5M proceeds to Carlos
7	Exit Ocala (2027-28)	\$10.4-20.5M proceeds

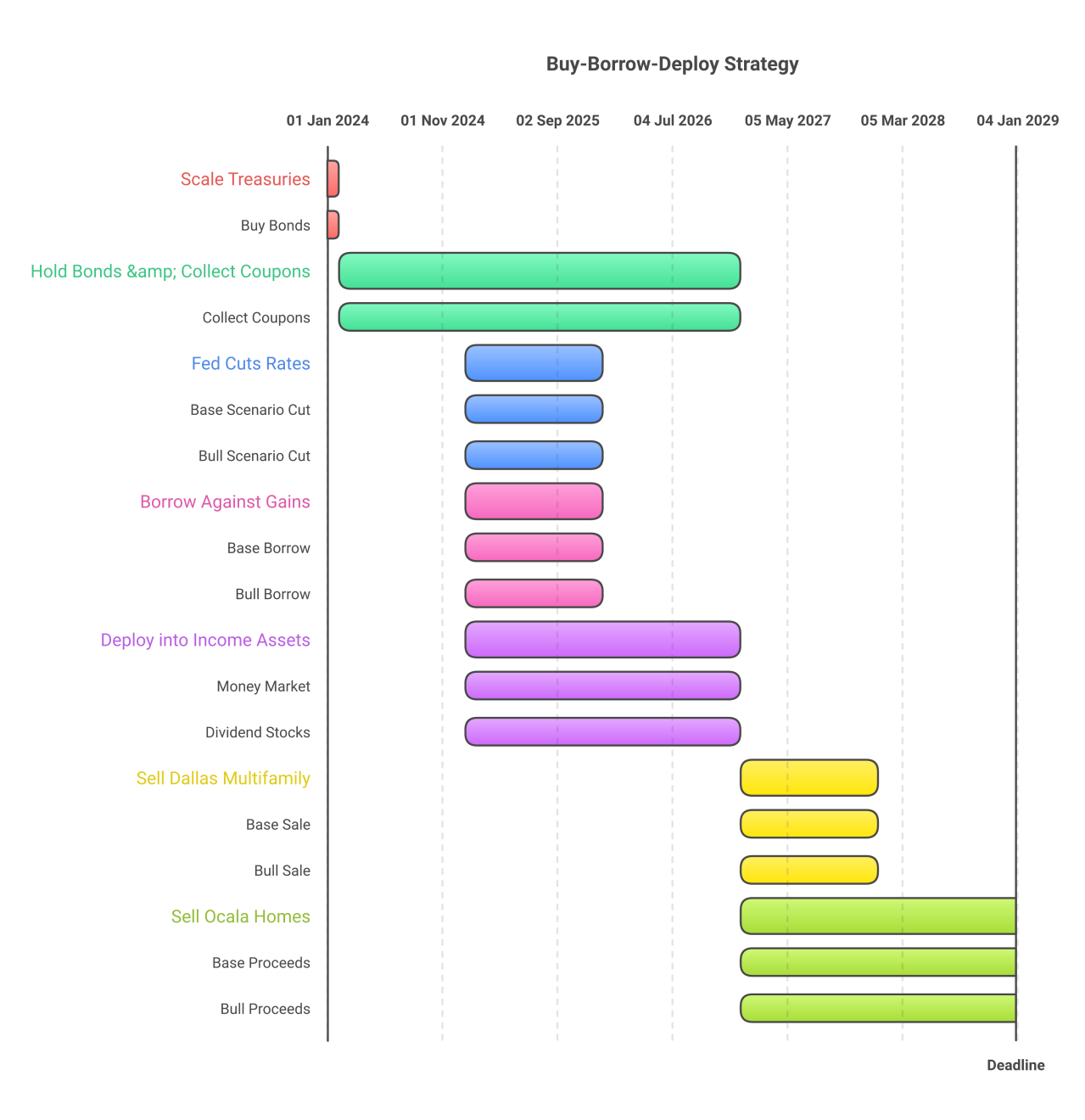


Figure 2: Buy-Borrow-Deploy Strategy

### 3. Treasury Gains by Scenario

**Portfolio:** \$100M face · \$92.4M MV · \$76M margin @ 4.25% · Duration 8.4 · Convexity 136

Scenario	Rate Cut	Paper Gain	Market Value	Equity	Margin Rate	Net Income/yr
Current (scaled)	—	—	\$92.4M	\$16.4M	4.25%	\$1.15M
Conservative-50bp		+\$4.0M	\$96.4M	\$20.4M	3.75%	\$1.53M
<b>Base Case</b>	<b>-100bp</b>	<b>+\$8.4M</b>	<b>\$100.8M</b>	<b>\$24.8M</b>	<b>3.25%</b>	<b>\$1.91M</b>
<b>Bull Case</b>	<b>-150bp</b>	<b>+\$13.1M</b>	<b>\$105.5M</b>	<b>\$29.5M</b>	<b>2.75%</b>	<b>\$2.29M</b>

**Convexity Acceleration:** 1st 50bp = +\$4.0M · 2nd 50bp = +\$4.4M · 3rd 50bp = +\$4.7M

**By Maturity (Bull):** Short 2026-27 +1.2% · Medium 2030-35 +10.4% · Long 2044 +21.1% · Ultra-Long 2054 +29.0%

### Treasury Portfolio Performance Scenarios

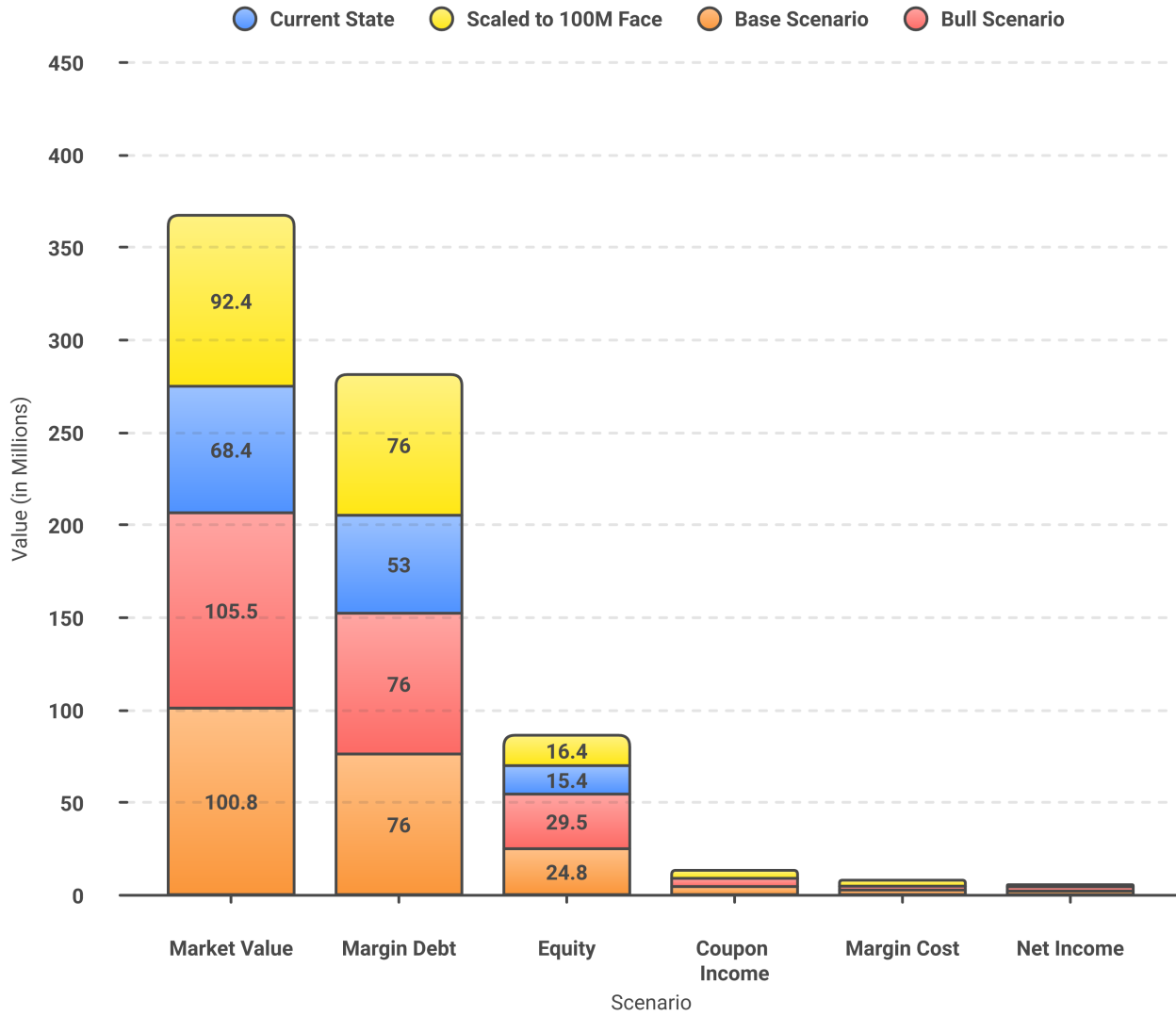


Figure 3: Treasury Gains by Scenario

## 4. Dallas Multifamily Exit

**Current:** 308 units · NRH TX · Carlos 71% · 90% occupied · 93% leased · Positive CF

Metric	Base Case	Bull Case
Target NOI	\$4.5M	\$4.9M
Cap Rate	4.75%	4.50%
Sale Price	\$94.7M	\$108.9M
Less Debt	(\$58.2M)	(\$58.2M)
Less Preferred	(\$4.1M)	(\$8.2M)
<b>Carlos Proceeds</b>	<b>\$32.4M</b>	<b>\$42.5M</b>

**Path:** PM savings (\$200K) + retail lease-up (\$300K NOI) + unit conversions + push to 95%+

## 5. Ocala Real Estate Exit

Metric	Base Case	Bull Case
Homes at Exit	72	100 (scale up)
Occupancy	93%	95%
Home Sale	\$25.3M	\$35.4M
Lots Sale	\$2.5M	\$7.1M
Less Debt	(\$17.4M)	(\$22.0M)
<b>Net Proceeds</b>	<b>\$10.4M</b>	<b>\$20.5M</b>

## 6. Capital Deployment

Source	Base Case	Bull Case
Treasury gain borrowing (90% LTV)	\$7.6M	\$11.8M
Dallas exit proceeds	\$32.4M	\$42.5M
Ocala exit proceeds	\$10.4M	\$20.5M
<b>Total to Deploy</b>	<b>\$50.4M</b>	<b>\$74.8M</b>
→ Dividend Growers (90%)	\$45.3M	\$67.3M

## 7. Income Trajectory

Period	Base Case	Bull Case
<b>Today</b>	<b>\$0.74M</b>	<b>\$0.74M</b>
Year 1 — Treasury net	\$1.91M	\$2.29M
Year 1 — Money Market	\$2.17M	\$3.21M
Year 1 — Dividends	\$1.59M	\$2.36M
Year 1 — Margin cost	-\$1.47M	-\$1.85M
<b>Year 1 Total</b>	<b>\$4.19M</b>	<b>\$6.01M</b>
<b>Year 5 Total</b>	<b>\$5.83M</b>	<b>\$8.18M</b>
<b>Year 10 Total</b>	<b>\$7.25M</b>	<b>\$10.28M</b>

### Income Projection by Scenario and Year

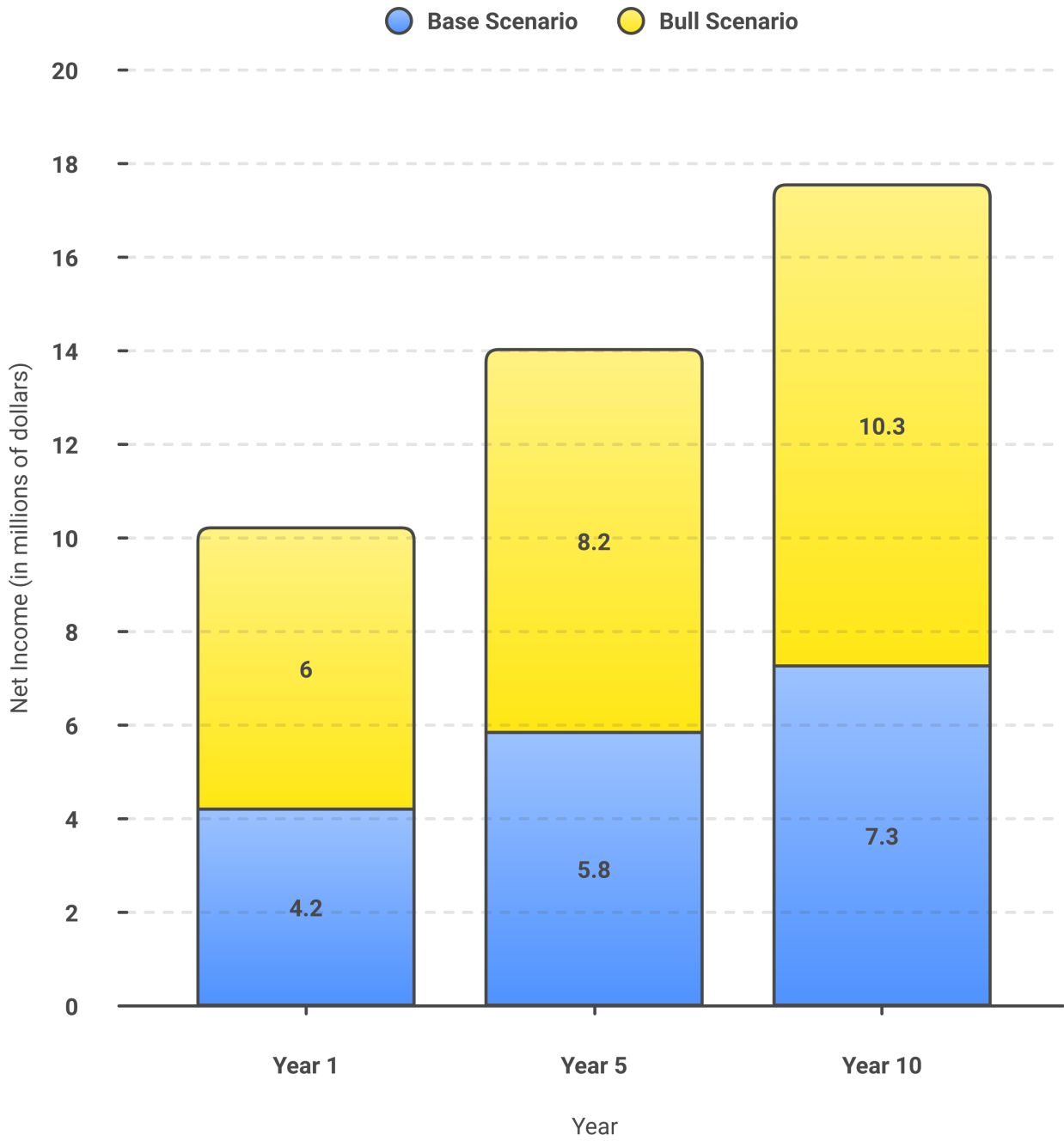


Figure 4: Income Trajectory

## 8. Wealth Comparison: Today vs Base vs Bull

Metric	TODAY	BASE CASE	BULL CASE
Gross Assets	\$147.4M	\$196.5M	\$247.5M
Total Debt	\$109.7M	\$121.3M	\$143.3M
<b>Net Equity</b>	<b>\$37.7M</b>	<b>\$75.1M (+100%)</b>	<b>\$104.2M (+176%)</b>
Leverage	74% illiquid	62% liquid	58% liquid
Net Income	\$0.74M	\$4.19M → \$7.25M	\$6.01M → \$10.28M
Properties	380 units	ZERO	ZERO
Tenants	365	ZERO	ZERO
Liquidity	~26%	100%	100%
Cap Gains Tax	—	\$0	\$0

### Comparação do Balanço Patrimonial: Hoje vs. Cenários Base vs. Bull

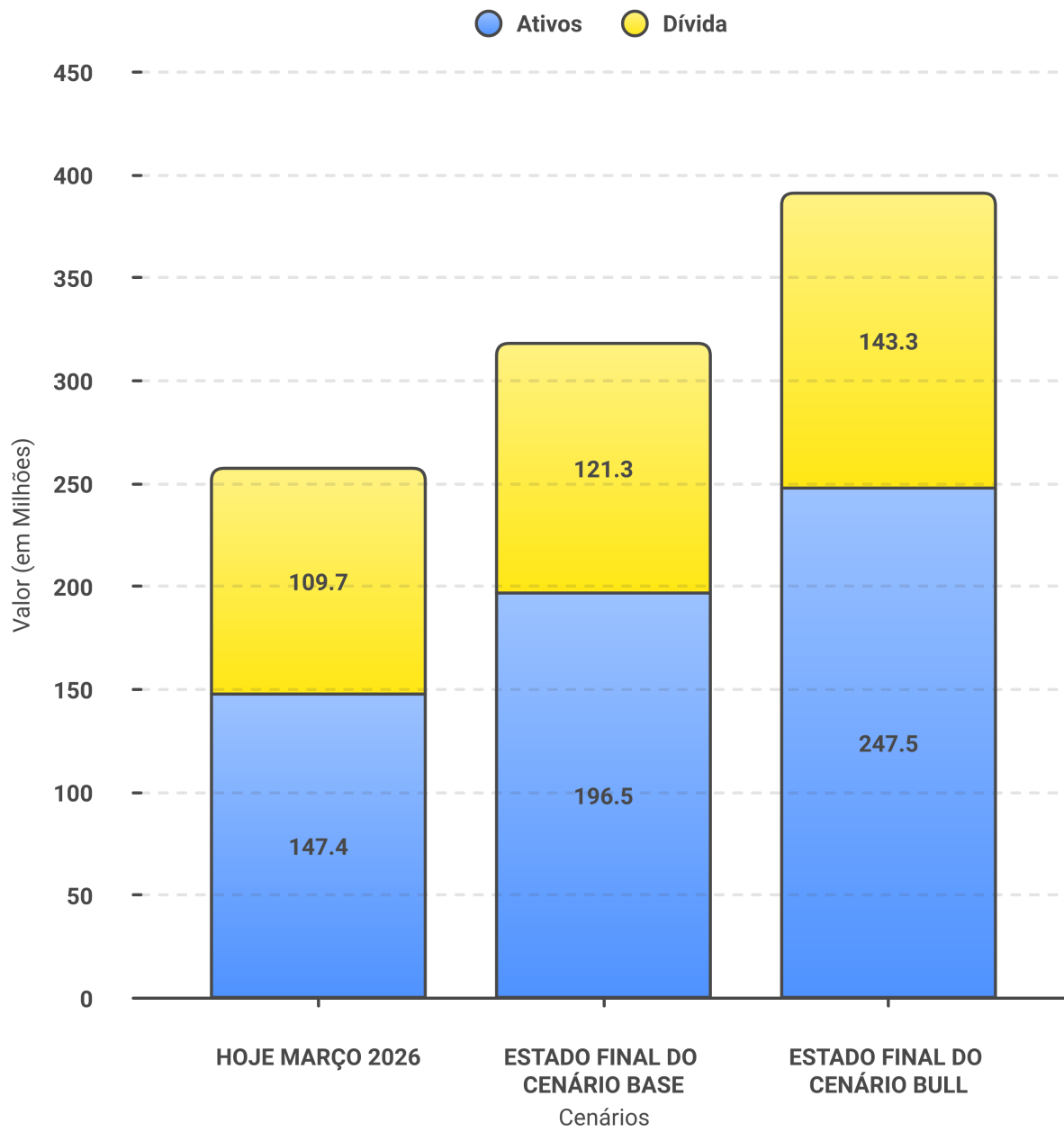


Figure 5: Wealth Comparison

## 9. Base Scenario — End State Portfolio

Asset	Value	Debt	Equity	Income
US Treasuries (held)	\$100.8M	\$76.0M @ 3.25%	\$24.8M	\$1.91M net
Money Market Funds	\$50.4M	—	\$50.4M	\$2.17M
Dividend Growth Stocks	\$45.3M	\$45.3M @ 3.25%	—	\$1.59M yr1
Less: Div margin	—	—	—	-\$1.47M
<b>TOTAL</b>	<b>\$196.5M</b>	<b>\$121.3M</b>	<b>\$75.1M</b>	<b>\$4.19M yr1</b>

**Equity doubled (+100%)** · Leverage 62% liquid · Zero properties · Zero tenants · Zero capital gains tax

# Projected Net Income Over Time

Money Market and Treasury Coupons provide stable income, while Dividends show significant growth over the years.

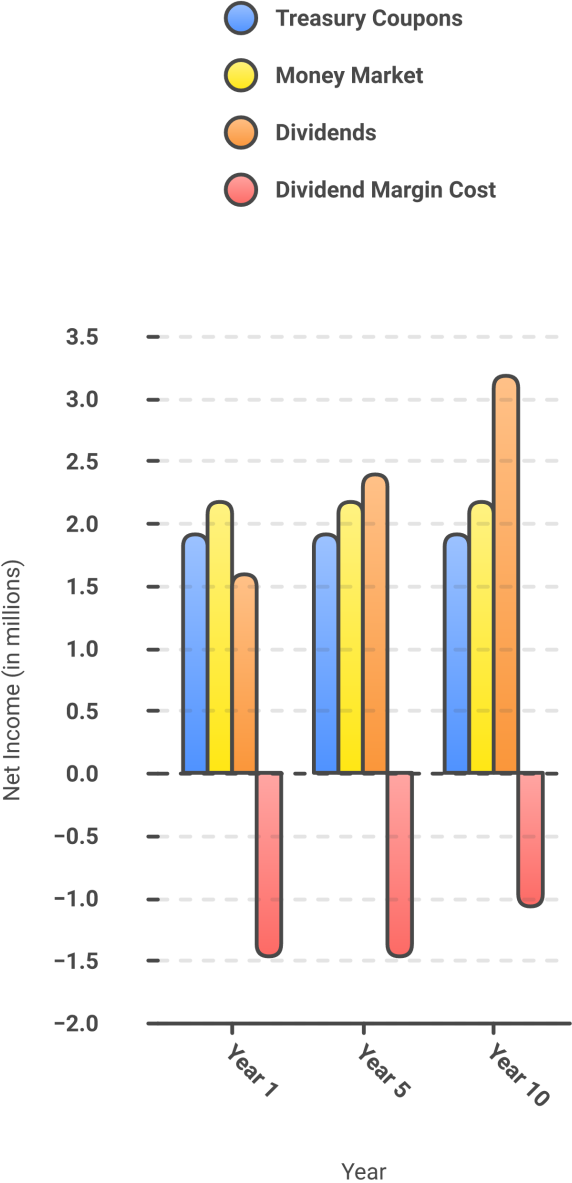


Figure 6: Base Scenario End State

## 10. Bull Scenario – End State Portfolio

Asset	Value	Debt	Equity	Income
US Treasuries (held)	\$105.5M	\$76.0M @ 2.75%	\$29.5M	\$2.29M net
Money Market Funds	\$74.8M	—	\$74.8M	\$3.21M
Dividend Growth Stocks	\$67.3M	\$67.3M @ 2.75%	—	\$2.36M yr1
Less: Div margin	—	—	—	-\$1.85M
<b>TOTAL</b>	<b>\$247.5M</b>	<b>\$143.3M</b>	<b>\$104.2M</b>	<b>\$6.01M yr1</b>

**Equity nearly tripled (+176%)** · Leverage 58% liquid · Zero properties · Zero tenants · Zero capital gains tax

### Bull Scenario Portfolio Overview

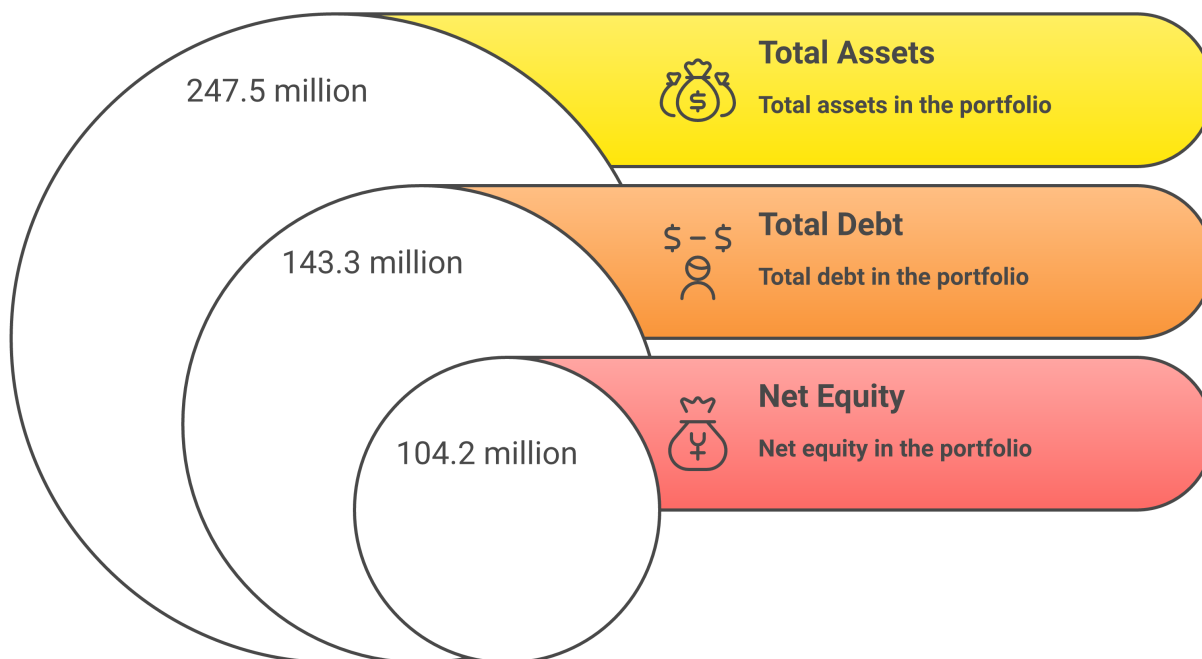


Figure 7: Bull Scenario End State

## 11. Execution Timeline

When	Action	Key Numbers
Q2 2026	Scale Treasuries	+\$23M → \$100M face, \$92.4M MV
Q2-Q4 2026	Optimize Dallas & Ocala	NOI \$4.2M → \$4.5-4.9M
Q4 2026 (Bull)	Scale Ocala	+28 homes at 25-30% discount
Q1-Q2 2027	Rate cuts begin	+\$8.4-13.1M gain, borrow \$7.6-11.8M
Q2-Q3 2027	Dallas exit	\$94.7-108.9M sale
Q4 2027-Q1 2028	Ocala exit	\$10.4-20.5M proceeds
Q2 2028+	END STATE	\$75.1-104.2M equity, growing dividends

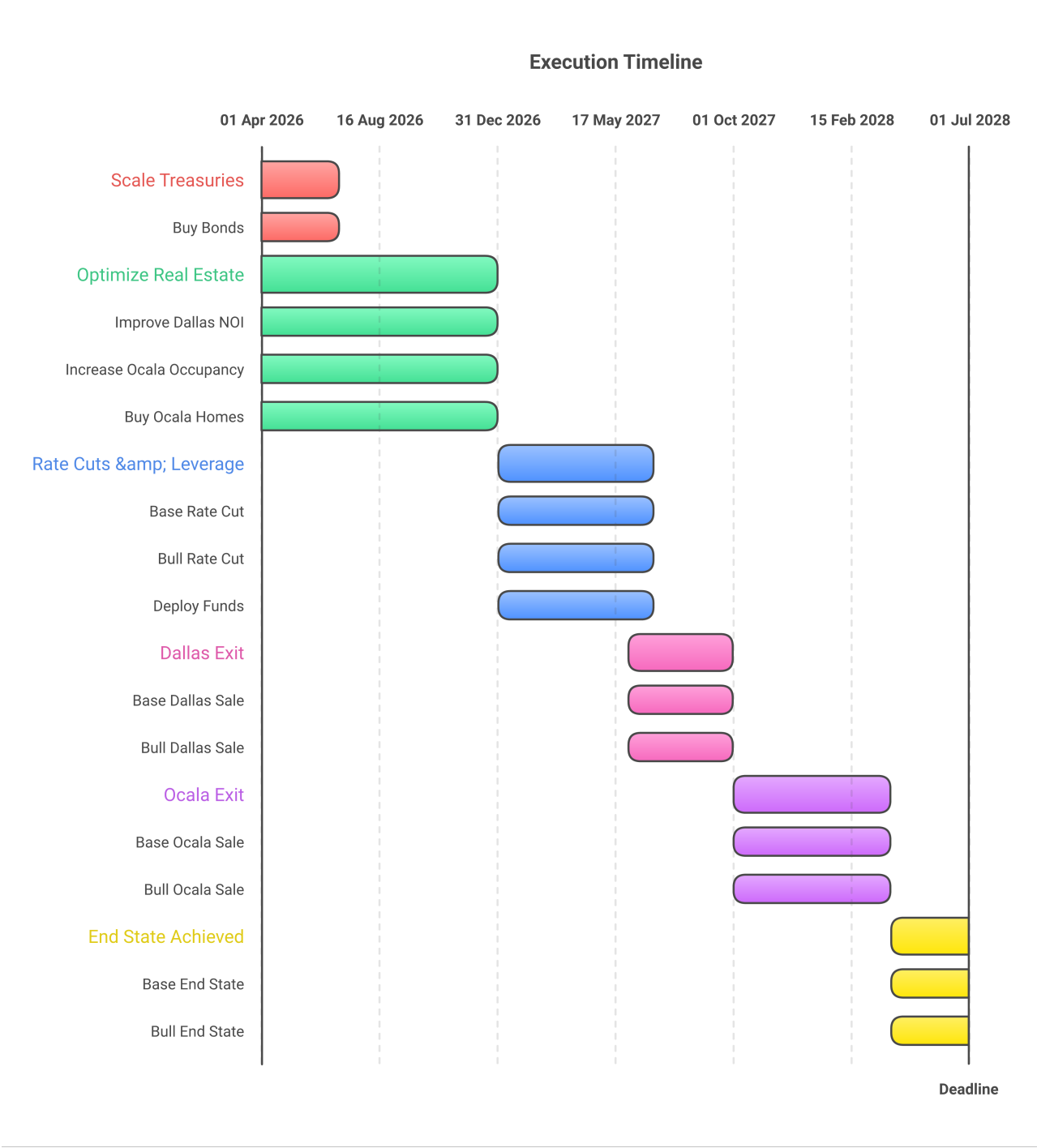


Figure 8: Execution Timeline

## 12. Risks & Mitigations

Risk	Impact	Mitigation
No rate cuts (stagflation)	Plan delayed	\$4.38M coupons protect carry
Rates rise further	Margin costs up	Duration-matched, coupons cover
Dallas NOI miss	Lower exit price	Already at \$4.2M, need \$4.5M base
Margin call	Forced selling	Only leverage gains, not core
Dividend cuts in recession	Lower income	Quality Bahnsen-style selection
Tax law changes	Buy-borrow-die risk	Monitor legislation
RE market softens	Lower exits	Conservative cap rate assumptions

*Report: OpenClaw · Visuals: Napkin AI · March 23, 2026 All figures in USD · Margin rate: 4.25% · Dallas: 90% occ, positive CF*