OTC Markets Group

Joining us a day is Frank Ingrande the president of International Land Alliance the trades on our OTCQB Venture Market under the ticker ILAL. International Land Alliance is an international land investment and development firm based in San Diego California. Frank, Thanks so much for joining us today. So Frank you recently joined as president with the company briefly talk about how you got involved with this opportunity.

Frank Ingrande

Hi. Thank you.

OTC Markets Group  
So Frank you recently joined as president with the company briefly talk about how you got involved with this opportunity.

Frank Ingrande

Sure I actually joined as president of the company in 2021 may of 2021 actually when the company acquired 25% of a company that I founded Rancho Costa air day development where a similar real estate development that's been around since 2008 up in Northern Baja California and I'd been familiar with and known the CEO Roberto Valdez for quite some time. shortly after we started we became acquaintances and friends and co-developers in the area and we kept in touch and then later on I was introduced to Jason Sunstein who brought ila I was one of the founders with Roberto Valdez of ila so I was familiar with them. And as co-developers we kept in touch and it looked like it would be beneficial to both of us if we could join forces and so that's ultimately how I became involved with International Land Alliance last May.

OTC Markets Group

So yeah so the company is developing residential real estate projects in Northern Baja California gives a brief overview of the company and your current projects and also as far as in Mexico as well.

Well our primary most of our business is just about all in Northern Baja California we acquire developer real estate parcels and convert them into residential. real estate developments going through master planning um and subdivision and creating legal parcels for individuals to own property. at our at our projects. Um.

Frank Ingrande

the west coast of um Baja California and the East Coast of Northern Baja California our projects are Rancho Costav air day just south of the town of Sam Felipe on the sea of Cortez oasis park just a few miles south of that and on the. West Coast of Baja California just about an hour south of San Diego we have the bahammar development which is the plaza baja mar those are villas that overlook the pacific ocean over a fairway just about a quarter mile away from the water. Nice. Water views and then we have vi devino which is a wine- themed vineyard and winery themed community just off the vi guadalupe but it's very close to the coast really close to our plaza bahammar. Um. Development so those are our projects and that's what we do.

OTC Markets Group

Who are your target buyers and how big is the market opportunity.

Frank Ingrande

since our target um buyers are primarily California residents all throughout California the market is huge it because there's 40000000 people in California right on our doorstep. And we do marketing throughout California and we really don't need much penetration market penetration into the California market to do an awful lot of sales.

OTC Markets Group

So let's talk about your business model. How does International Land Alliancecreate revenue.

Frank Ingrande

we create revenue by selling homes and real estate home sites to consumers and sometimes the um. It's all in 1 someone's buying a finished home sometimes people are buying a home site and we're building a custom home for them right away and sometimes they may buy a home site and build. Years into the future. So it's not in some of our projects like Rancho Costa Verde and oasis park. you could buy a home site that you might want to use someday and build one year later or 10 years later and sometimes you might not build at all. But so our revenue streams come from selling the home sites and constructing homes.

OTC Markets Group

The addition of a new mortgage division is expected to have a big impact on sales volumes talk more about this initiative and why it's so important.

Frank Ingrande

It's very important and um I've been in the real estate market in Mexico for over 20 years now and it is something that has been missing in the market because our all of our purchasers owners. when they when they buy it is their cash sales and it's not relatively It's very inexpensive to own property in our developments relative to California especially Southern California near the water and but for the for the mortgage vision. It is we haven't seen any other developers offering financing to Us citizens and when you do get financing in Mexico. It's a little bit cumbersome through the mexican financial institutions and Us financial institutions just won't do it because the collaterals in Mexico. So. It's been all cash sales and historically like I mentioned before we do have an awful lot of experience with selling home sites to people and building custom homes for them either immediately or later and we might see a 30 to 40% build out over 10 years with mortgage financing and construction financing. It will allow people to construct their homes buy homes sooner than later and maybe and obviously um.

Frank Ingrande

Instead of maybe never building now they're able to build because the financing will allow it to be affordable for them if you just look at our own neighborhoods and where we've owned properties in the United States you have to ask yourself the question. How many people how many of our neighbors purchase their homes. Let's say where I am in San Diego without financing. Well I would imagine I don't know the exact number but I would imagine that most of them are there's mortgages on those homes so without it if imagine if we only had . Cash. There was no financing here in the us like there currently isn't for Us citizens in Mexico you just have a lot less sales so we expect sales to really increase as a result of this. We don't know the exact amount. it could be 50 to 100% we do have experience in some of the developments that we've done in California and Arizona and we've been doing this for quite some time and our business partners have even before me in California and we've seen. . Real estate communities where you're selling home sites and if you don't if it's all cash for a home It's always been 30 to 40% that end up building over the course of 10 years in in 1 case where financing did come in. It was an 80% build out so we're expecting. .

Frank Ingrande

An awful lot more business as a result of the mortgage division.

OTC Markets Group

Yeah and on that note, what are you looking forward to as what you know in addition and 2023

Frank Ingrande

In 2023 we um were really looking forward to launching sales. all of our International Land Allianceprojects we've rancher Costa Ver Day has been doing sales. you know since 14012 we opened up we did test sales test marketing in 2010. We opened up for sales in 2012. We expect we to have all of our International Land Allianceprojects. and active marketing and sales in 2023 early Twenty three actually and then maintaining that and watching it and making it grow actually not just watch it. Grow.

OTC Markets Group

International land began trading on the otc qb venture market in January of Twenty how have you been leveraging otc qb as part of your investor relations program.

Frank Ingrande

Well, as it as it relates to our business what we and how the 2 kind of overlap. we do see the opportunity for our real estate purchasers. to become shareholders and for our shareholders to potentially be interested in real estate purchasers in in a lot of and that's something new for you know, coming out of the private sector we didn't have that ability to. Cross market into something else or have that actual prospect source. But I think that's what as far as our main business goes. That's what it provides for as far as being a public company. It does also allow for financing and opportunities like creating that mortgage fund for our owners that that purchase property with us.

OTC Markets Group

well Frank. Thanks so much for your time today. It's been great speaking with you.

Frank Ingrande

Sure, Thank you very much I appreciate it.

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International Land Alliance trades under the symbol ILAL on OTCQB Venture Market

*\*This is an autogenerated transcript and may contain typos.*