

# ARC Multifamily Fund II





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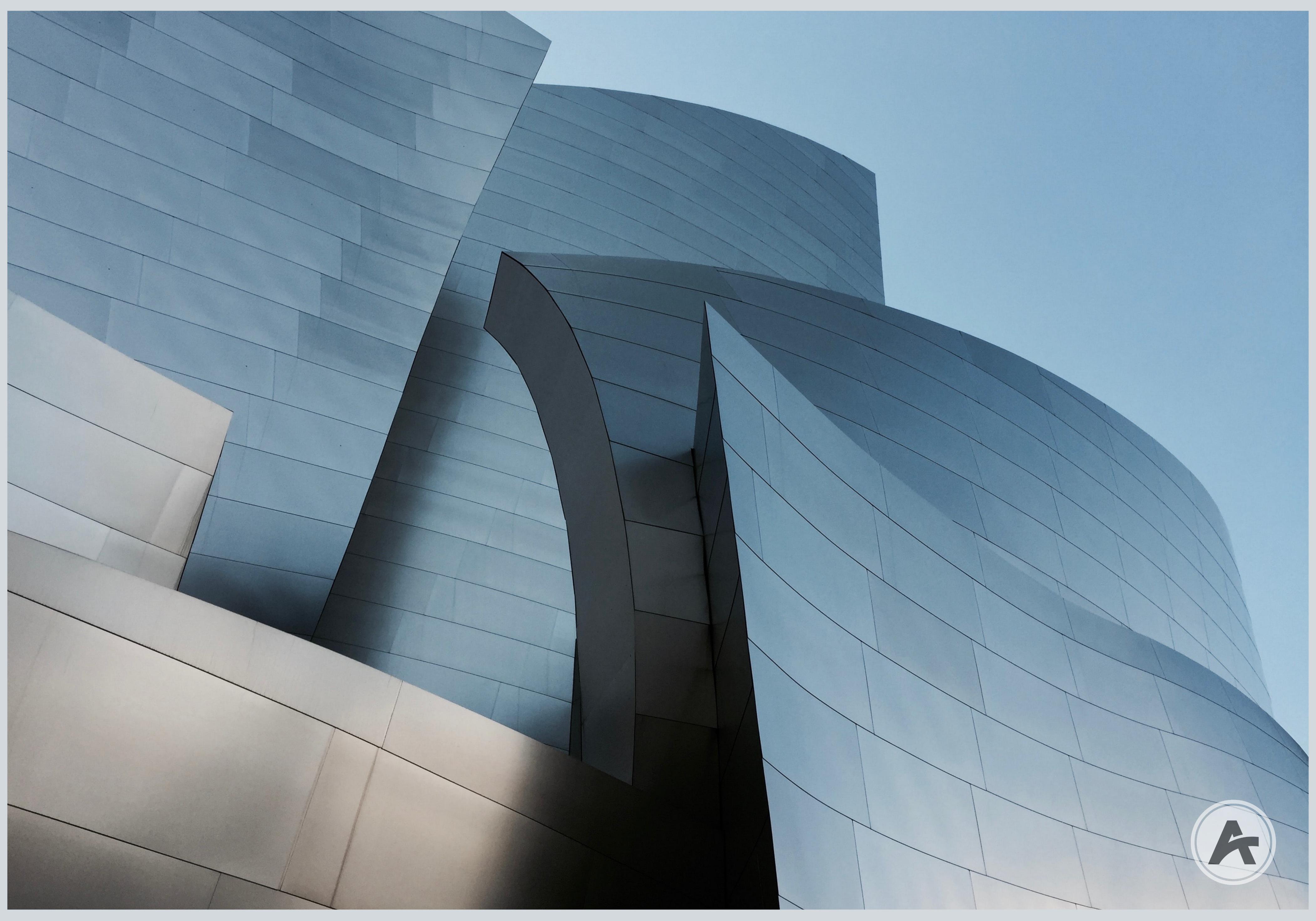


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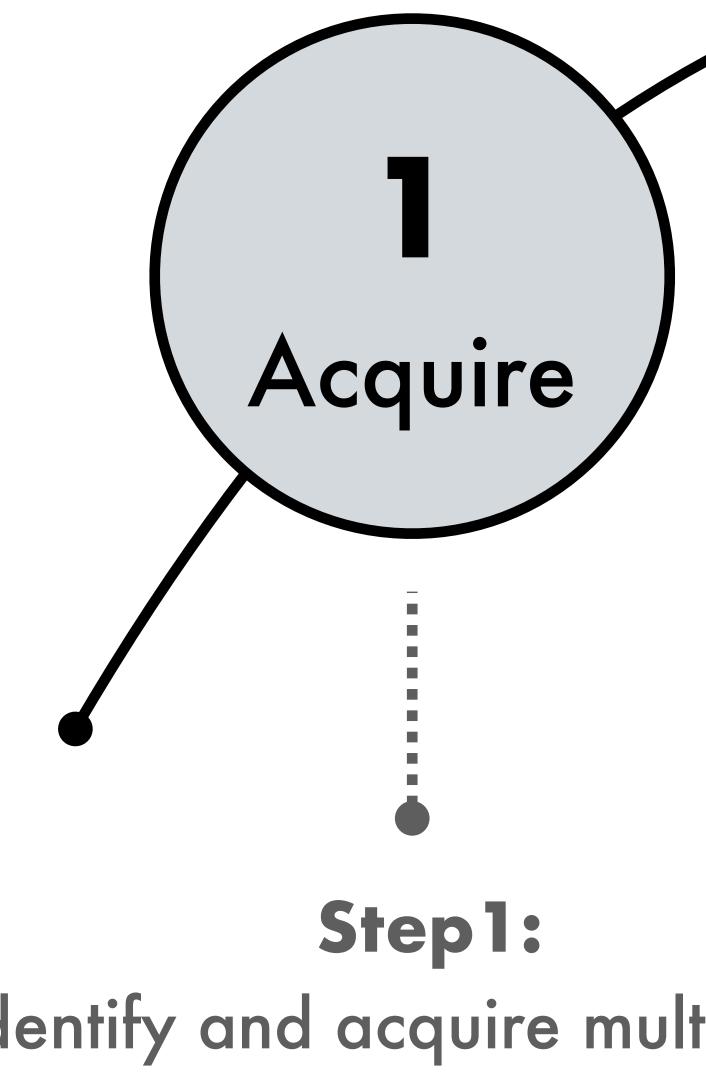
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# **ARC Multifamily Fund II - Highlights**



# **ARC Multifamily Fund II - Business Strategy**



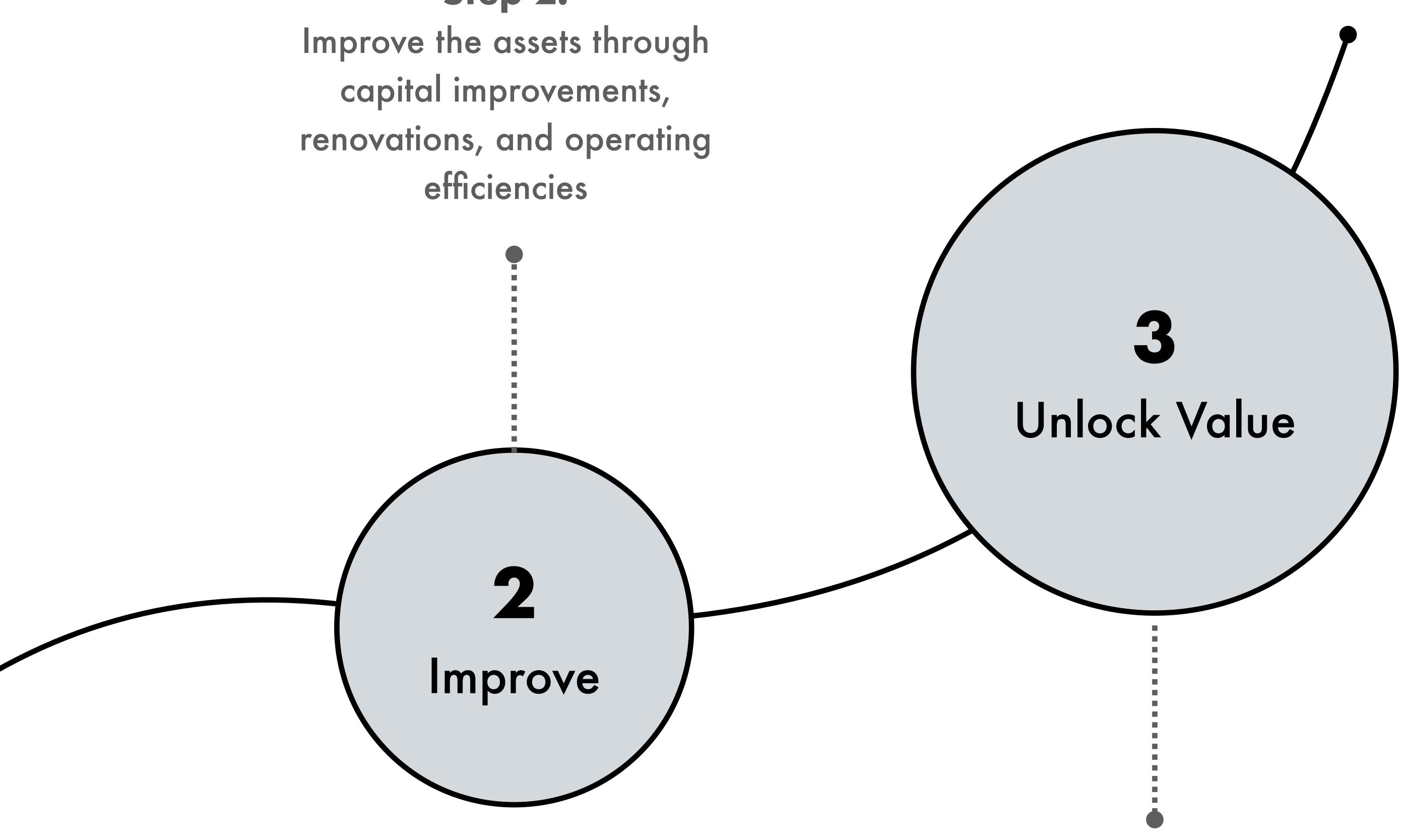
Identify and acquire multifamily assets in the select markets in the southeastern US



ARC Multfamily Fund II • Highlights

### Step 2:

efficiencies



### Step 3: Recapitalize and sell while optimizing for cashflow and tax-advantaged target returns

# Fund II - Investment Approach

### **Business Plan**

The ARC business plan is simple:

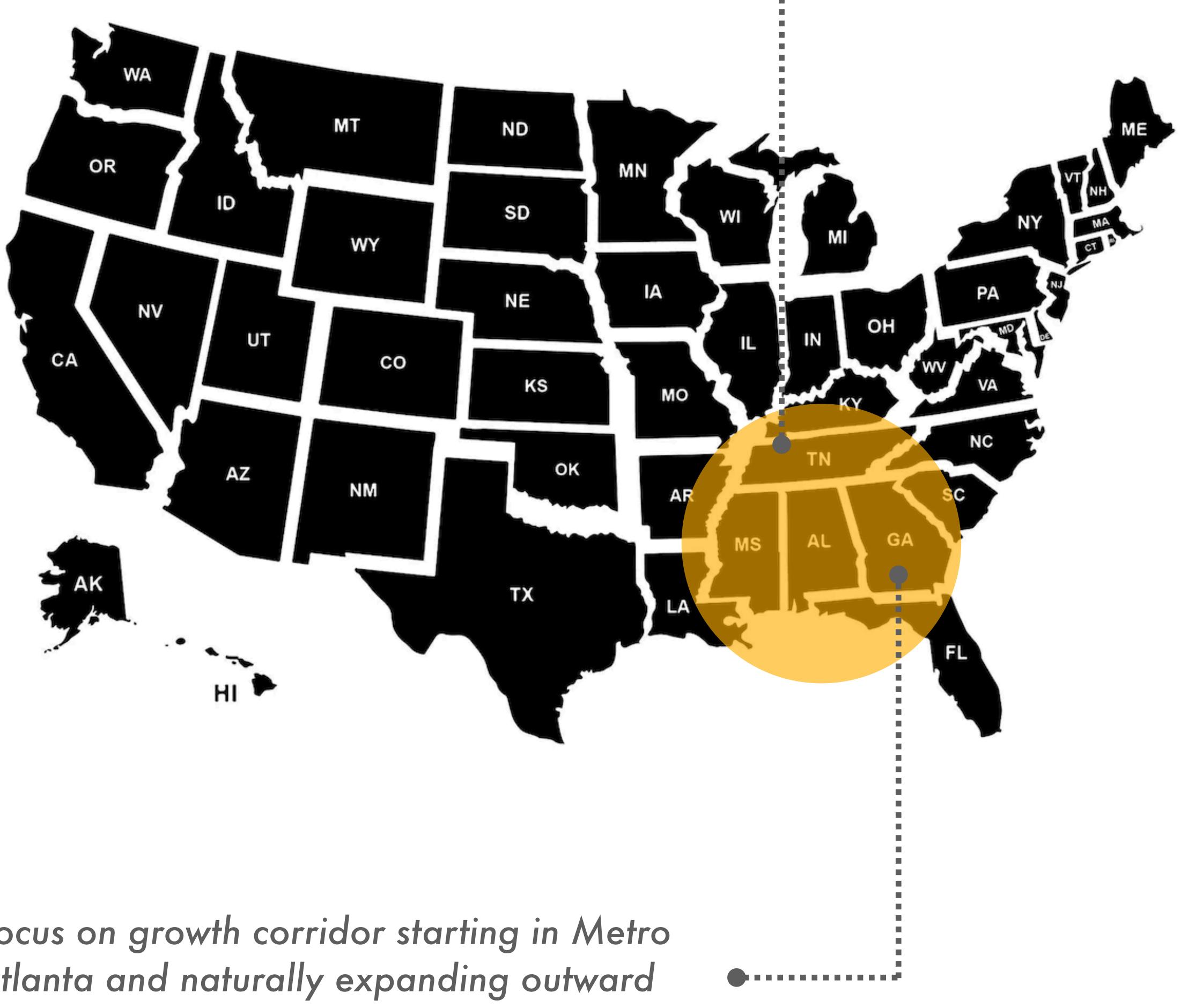
- 1. To identify and acquire multifamily assets in the southeastern US
- 2. To improve them through value-add strategies
- 3. To restructure, recapitalize and sell properties while providing for cashflow, taxadvantaged appreciation, and inflationadjust upside potential.

### Investment Approach

- 1. ARC seeks to identify and acquire assets in the southeast markets with strong multifamily fundamentals such as employment growth and population growth
- 2. The value-add improvement plan includes repositioning assets through capital improvements, renovation of units, operational improvements, expense reductions, market rent optimization and implementing incremental revenue generating strategies on a per property level
- 3. Build on existing track record and market knowledge in southeastern US utilizing a world-class team to acquire and manage each asset



Target Market:



<u>arcmt.com</u> • 5

Focus on growth corridor starting in Metro Atlanta and naturally expanding outward into TN, AL, SC, NC and Northern FL

Southeastern United States

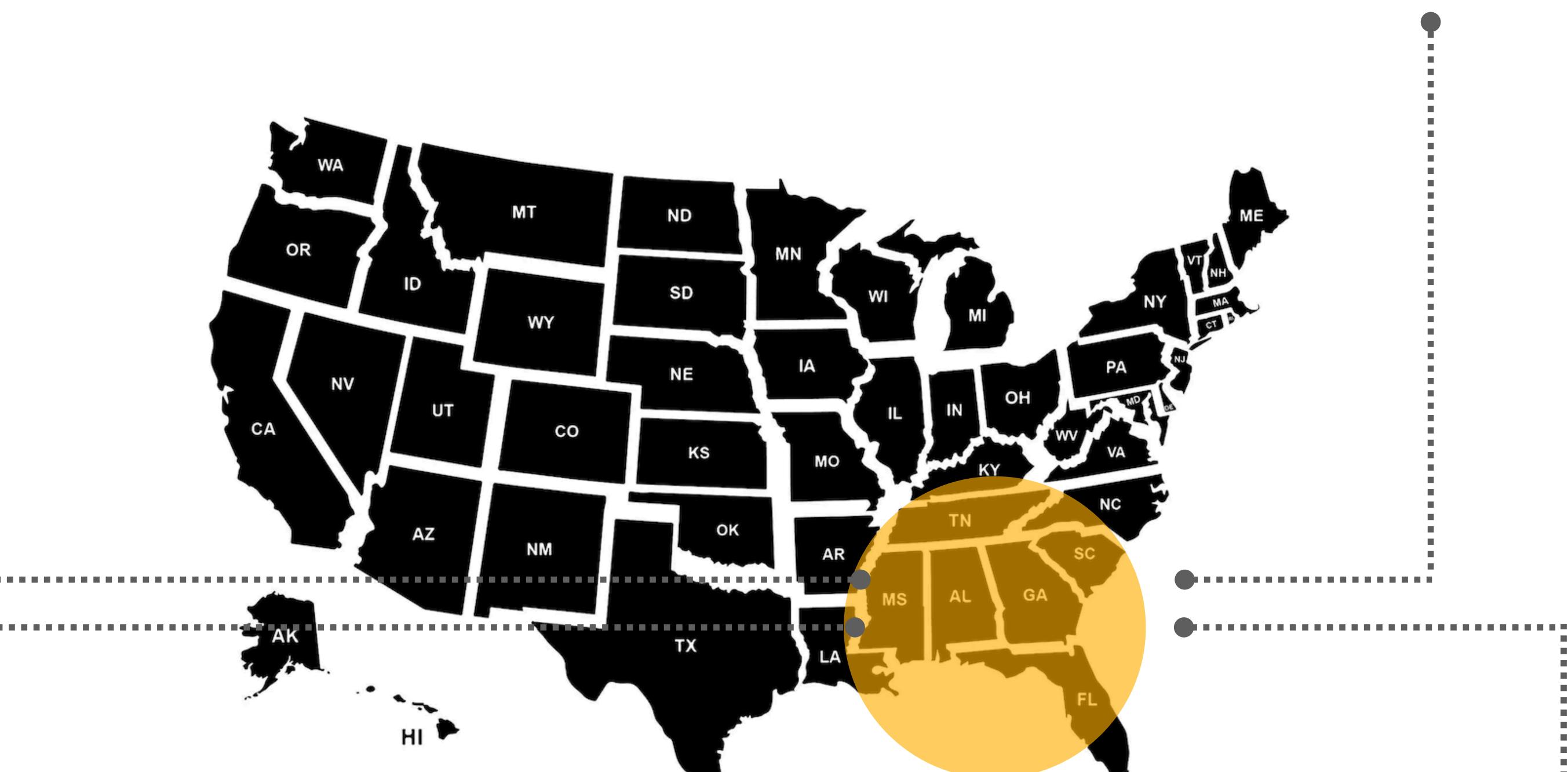
# The Case for the Southeastern US

The average population growth in the major southeastern markets has outpaced the US average by nearly double in the last five-years. The top seven metropolitan areas for population growth in 2020 were all in the greater Sun Belt region.

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Over the next decade, the Southeast population growth is expected to accelerate by another 19 million (+13%), whereas non-Sun Belt states are forecasted to rise by only 3 million (+2%)





Due to friendly tax environments, individuals and businesses are motivated by the greater economic opportunity and affordability throughout the southeast. As seen by the relocation and expansion by major companies like Toyota, Apple, Rivian and Amazon.

The rapid population and job growth has created strong demand for multifamily housing as evidenced by the strong rent growth across major southeastern metros

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# Fund II Highlights





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# 6-10

Target Properties

# \$100K

Minimum Investment

### FOCUS

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The focus of ARC Multifamily Fund II is on capital preservation and risk mitigation, while still having tax-advantaged and inflationprotected upside potential.

### **INVESTMENT CRITERIA**

- Communities located in the growth markets of the southeastern United States, primarily focused around Atlanta and expanding into Alabama, Tennesse, and the Carolinas.
- Class A, B and C+ properties with excellent opportunities for value creation through restructuring and improvements.
- 150+ units complexes in strategic submarkets with macroeconomic tailwinds
- \$15 million to \$150 million total capitalization per property



# **Fund II Structure**

The focus of ARC Multifamily Fund II is on capital preservation and risk mitigation, while still having taxadvantaged and inflation-protected upside potential.

The fund has two groups of partners: 1. The General Partners (GP) who are not only investors but also the the key managers of the fund.

- 2. The Limited Partners (LP) who are the majority of the investors in the fund.

<u>The fund provides a two-tier return structure for the</u> limited partners as outlined on this page.

Each Class varies based on the following components:

- Coupon (adjusted interest) rate
- Priority of principal repayment
- Equity participation

Additionally, most of our investors are interested in the tax advantages related to the accounting of depreciation on each asset acquired.

All classes receive depreciation allocation based on the principal amount invested and the cost segregation analysis performed upon acquisition by our tax advisors.

Please note that this is a high-level illustration of the investment opportunity. All the details regarding the limited partner interests are outlined in detail in the Fund's Subscription Agreement.



### **#1: Class A - Limited Partner (A):**

## **#2: Class B - Limited Partner (B):**

## Equity Waterfall Illustration

Class	Minimum Investment	<b>Preferred Return</b>
B - 1	\$1,000,000	8.0%
B - 2	\$500,000	7.5%
B - 3	\$250,000	7.0%
B - 4	\$100,000	6.5%

 Coupon of 9% per annum • First priority repayment of principal of the two classes • Minimum \$100K investment

 Coupon of 6.5% - 8% per annum (based on investment amount) • Investors first receive preferred return (coupon) • GP then has catch-up to 35% of amounts distributed Investors receive profit participation via Equity Waterfall

• To 11% IRR 65% (LP) and 35% (GP) • To 14% IRR 50% (LP) and 50% (GP) • Thereafter, 35% (LP) and 65% (GP)







# **Fund II Targeted Returns**

Similar to previous ARC investments, ARC Multifamily Fund Il will continue to take a disciplined investment approach that focuses on targeting high-quality, well-located properties.

We aim to identify assets in markets with strong multifamily fundamentals, employment growth, population growth, and other key demand drivers.

The Fund has a targeted investment focus on well-located properties in the growth corridors of Atlanta spreading into AL, TN, NC, SC and other markets where thoughtful capital improvements and operational efficiencies can create significant value.

All of the properties that we expect to acquire will have a built-in market advantage or have deep value-add opportunities that include the ability to reposition the property through capital improvements and upgrades, renovating the interior units, improving operations, decreasing expenses, and creating other revenue generating projects.

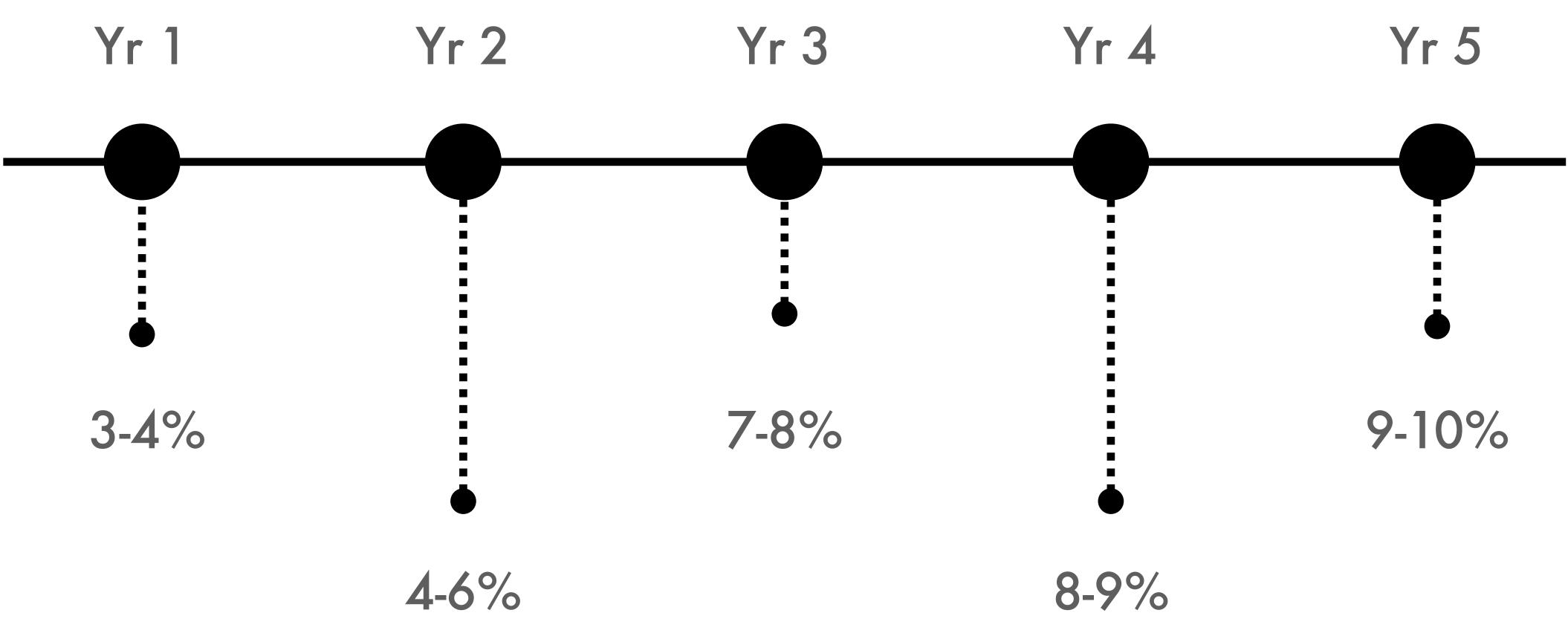
Every property has a unique business plan that is formulated with input from all aspects of the company in order to maximize investor returns while carefully focusing on preserving investors' capital.

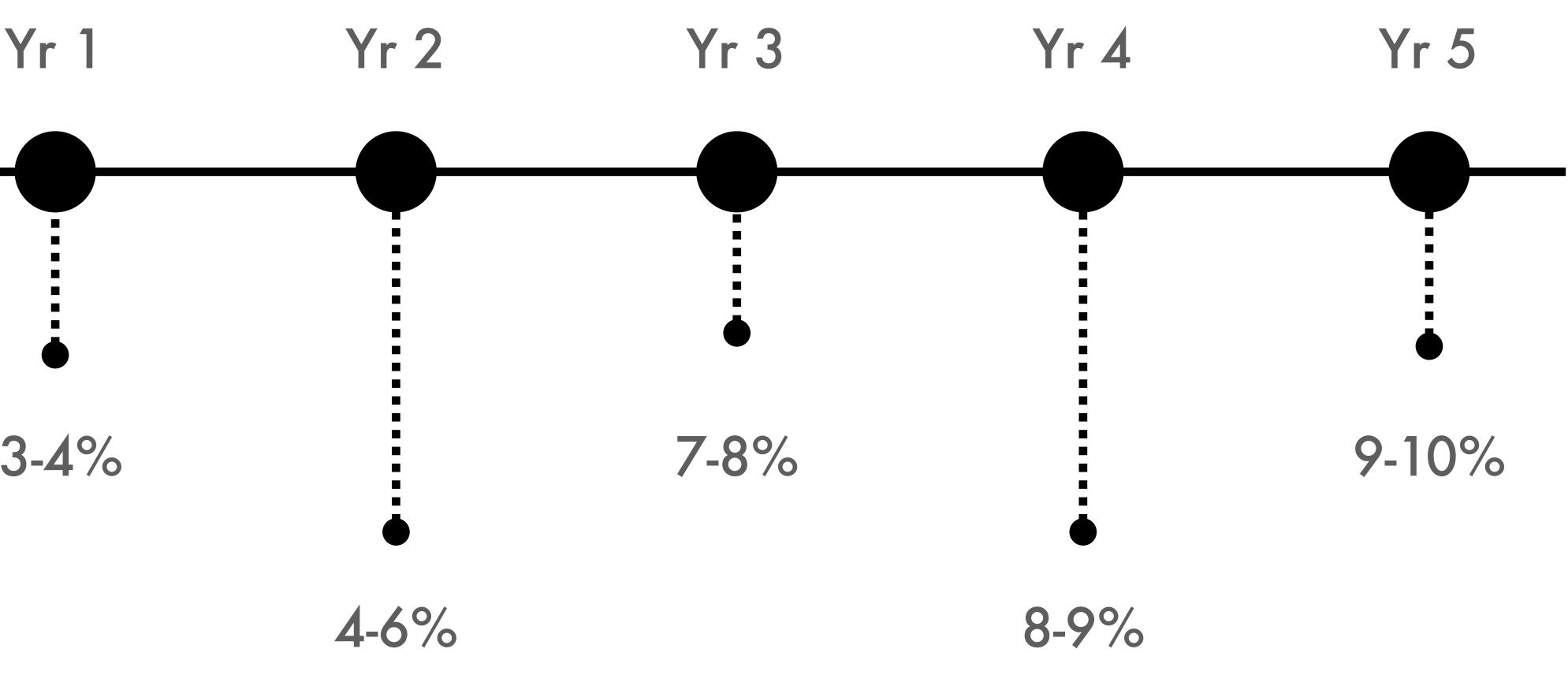
\* Illustration based on 5-yr hold for Class B LP investment. Target returns and cash on cash projections represent base case ranges. Actual returns will vary based on each asset.







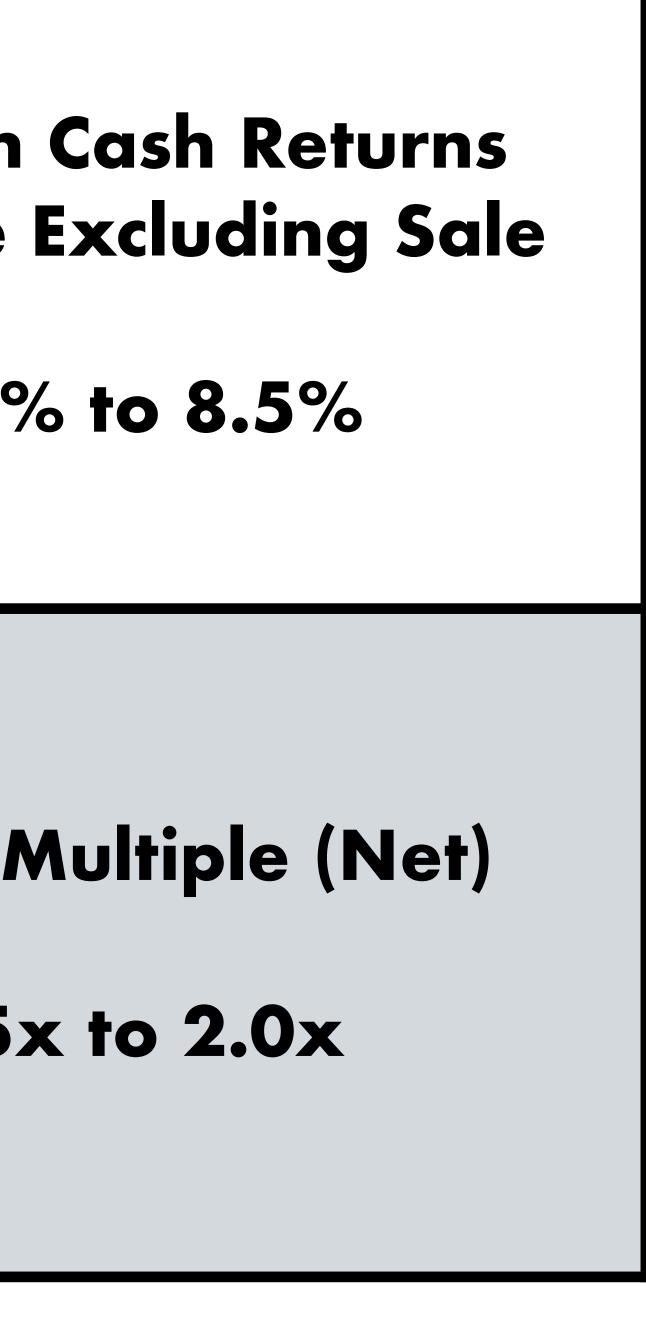




Fund	Returns	- Illus	ration'	k

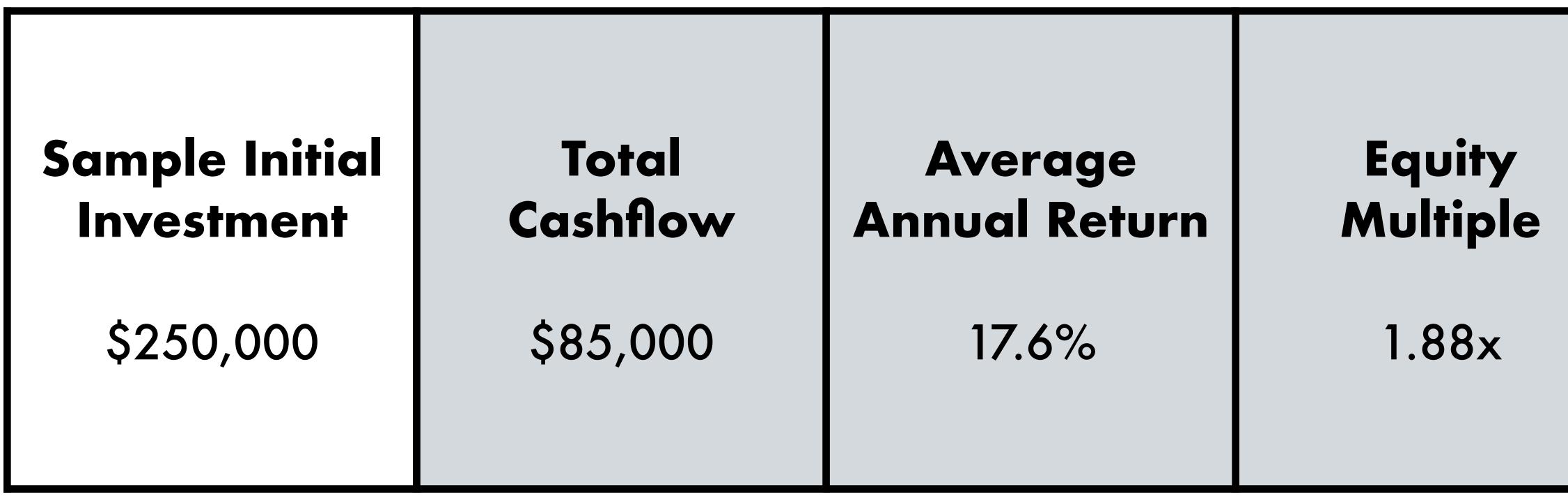
sh on Cash Returns rage Including Sale 13% to 20%	Cash on Average6.8%
evered IRR (Net)	Equity A
12% to 16%	1.5

### **Annual Fund Cash on Cash Projections - Illustration\***



# Sample Investment Illustration of \$250,000

Details	Purchase	Year 1	Year 2	Year 3	Year 4	Year 5
Initial Investment	-\$250,000					
Cashflow for Distribution		\$8,750	\$12,500	\$18,750	\$21,250	\$23,750
"Cash on Cash" Return		3.5%	5.0%	7.5%	8.5%	9.5%
Profit & Return of Capital (at Sale)						\$385,000
Total Cashflow		\$8,750	\$12,500	\$18,750	\$21,250	\$408,750
Net Profit						

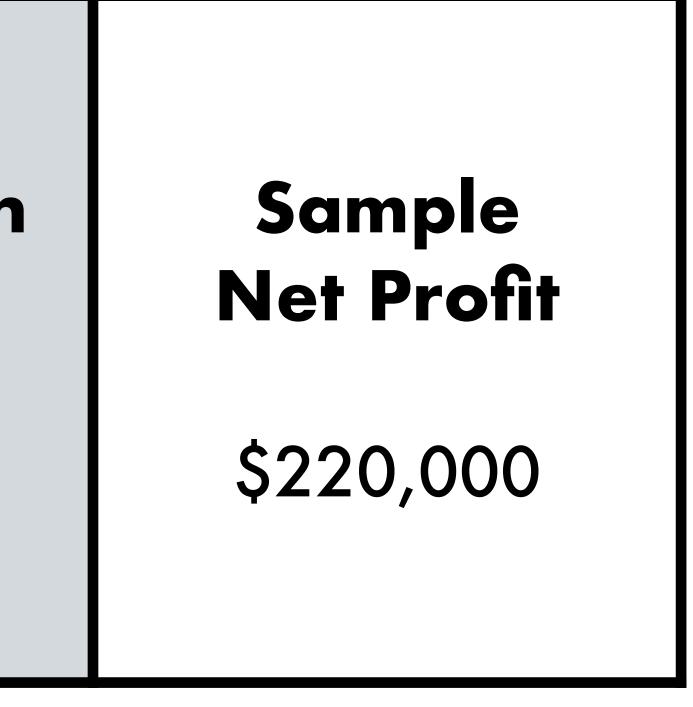




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Adjusted IRR Net	Overall Cash Return
14.5%	\$470,000

	Total
)	\$85,000
0	\$385,000
0	\$470,000
	\$220,000



# **Benefits of Investing In A Fund**

An investment in a fund is 2.7 times less risky than an investment in a single property

### <u>The two big advantages we see are:</u>

- 1. Diversification across assets and time horizons
- 2. Opportunistic Flexibility

### **Thematic Benefits:**

- Spreads out investor equity over multiple assets
- Greater exposure to investments in various markets and asset profiles
- Ability to invest in different individual property business plans and holding periods
- Ability to enter and exit investments at opportunistic times
- Diversification offers the ability to reduce risk while offering the potential for higher returns
- Potential tax benefits for investors such as continuous stream of pass-through depreciation opportunities and fund related 1031 exchanges
- Provides opportunities to participate in upside on property price appreciation upon sale, refinances, and strategic supplemental financing options

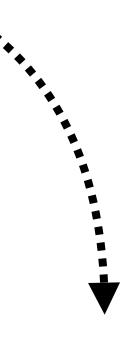


Benefit of Investing In A Fund .....

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### **Diversification + Diversification + Opportunistic Flexibility** Single Strategy Diversify across asset and time This is a very rare situation horizons while participating in where there is a single asset with diversification benefits. various price appreciations, However, some of this can be refinances, and special achieved by operational financings diversification on very large assets. **Concentration + Concentration + Opportunistic Flexibility** Single Strategy Acquire an individual asset Possible but logistically difficult without wholly owning and execute on a specific business plan and operating the entire asset Opportunistic Single Flexibility Strategy

Benefit of Investing In A Single Asset



# **Case Studies and Track Record**



# 4375 Cascade Road

- Purchase Price: \$20,020,000
- Number of units: 260
- Purchase price per unit: \$77,000
- Date of purchase: October, 2020
- Projected 5 year price per unit: \$125,000
- Date of sale: January, 2022
- Sale Price: \$37 million

We exceeded our 5 year exit price per unit within 15 months, selling this asset for \$37 million, or \$142,000 per unit.

ARC Investors achieved a return on equity of 1.6x in just 15 months, and an IRR of 47%.



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00 20 : \$125,000





Internal Rate of Return

# **\$20m**

Purchase Price

> **\$**3 Sa (15



Sale Price (15 months)

# **Netherely Park**

- Purchase price: \$31,164,000
- Number of apartment units: 294
- Purchase price per unit: \$106,000
- Date of purchase: August, 2021
- Projected 5 year exit price per unit: \$157,000

While ARC still currently owns this asset here is a current update:

- A recent brokers opinion of value (BOV) for Netherley Park priced this asset at \$155,000 per unit.
- ARC expects to continue to raise the NOI at Netherley Park for the next few years, and expects to exit significantly higher than our projected 5 year exit price



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### **Purchase Price** Per Unit



# Hawks Nest at the Preserve

- Purchase price: \$25,440,000
- Number of apartment units: 120
- Purchase price per unit: \$212,000
- Date of purchase: December, 2021
- Projected 5 year exit price per unit: \$285,000

While ARC still currently owns and operates this asset, here is a current update: ARC completed a 3 year business plan in the first 100 days with repositioning the asset as a non-fractured condo, immediately boosting it's overall market value and positioning

- A recent brokers opinion of value (BOV) for Hawks Nest priced this asset at \$257,000 per unit.
- ARC expects to continue to raise the NOI at Hawks Nest for the next few years, and expects to exit significantly higher than our projected 5 year exit price





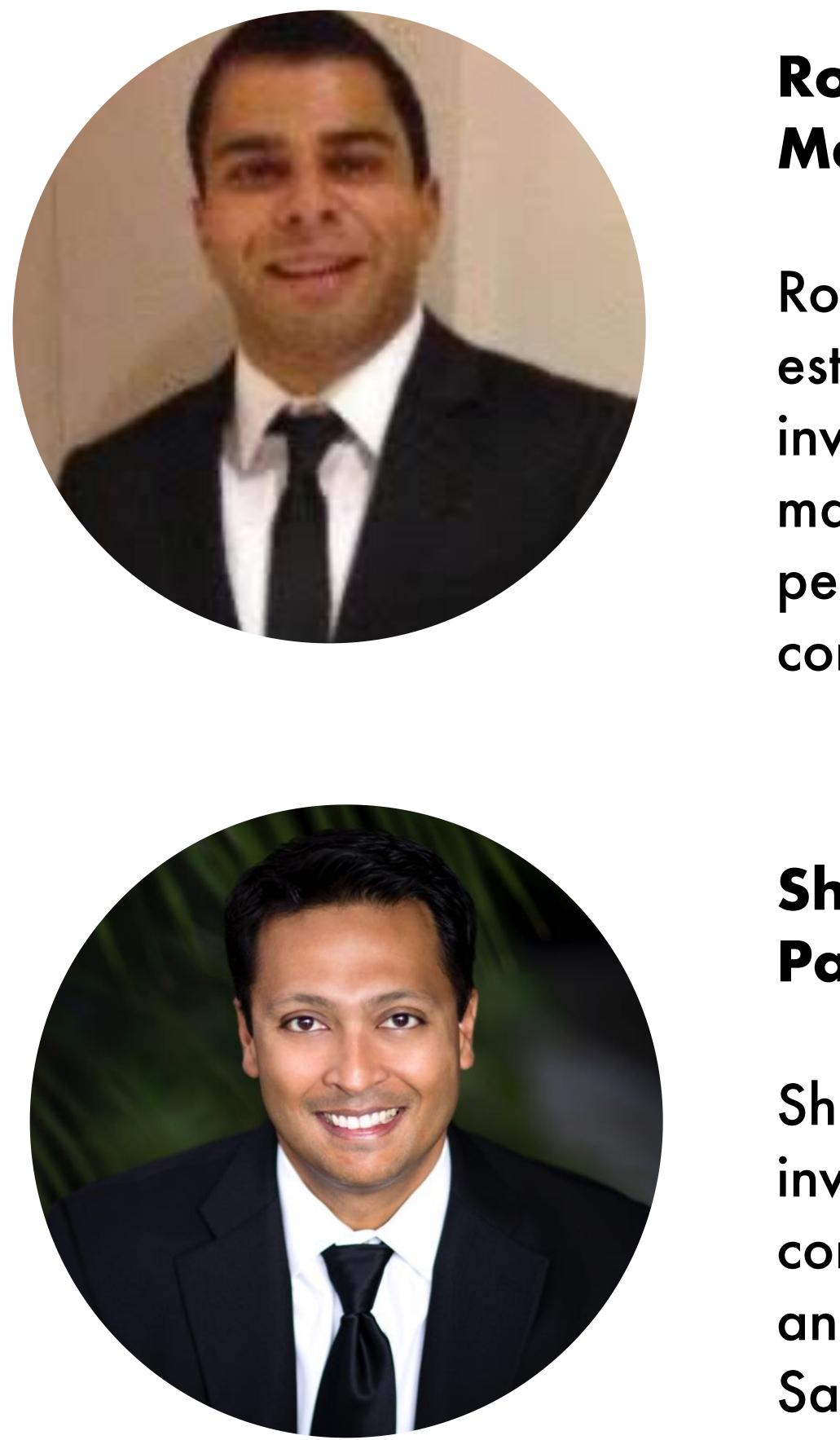


\$212K

Purchase Price Per Unit







Monique Wasson • Director of Oper

Monique brings 20+ years of asset manage experience to ARC. She has deep experier add multifamily repositioning projects, inclu construction project management and finar management. Monique has her degree Bus Administration from Lake Michigan College the operations team out of Atlanta.



## **Robert Pereira** Managing Partner

Robert founded ARC Multifamily Group and is a real estate industry veteran with over 2 decades of investing and operating experience. In addition to managing capital and structuring deals, Robert has personally managed over \$120+ million of construction and value add projects.

### Sharran Srivatsaa Partner

Sharran brings diverse real estate experience from investing to owning and operating large real estate companies including brokerage, mortgage, escrow and property management. He is former Goldman Sachs and Credit Suisse Banker.

rations	Tim Crisman • Director of Acqu
gement ince in value- luding ncial asset siness e and leads	Tim brings 15+ years of acquisitions management experience to ARC. He experience with underwriting and m combined with value-add asset man experience. Tim received his BA in m Austin Peay State and leads the acc based out of Atlanta.

### **Key Highlights:**

- Acquired and developed over 250+ projects
- Raised and managed over \$170m of capital
- Recently acquired over 800 units in GA and AL
- BSc Engineering, University of Waterloo
- MBA, UC Irvine
- Resides in Orange County CA with his family

### **Key Highlights:**

- 10+ years investing and operating real estate
- Sold Teles Properties \$3.4B to Douglas Elliman
- Goldman Sachs, Credit Suisse, VC & PE
- 4x Inc. 500 Entrepreneur
- BA Computer Science & Math, Luther College
- MBA Honors, Vanderbilt University

### uisitions Bryan Brinson • Strategic Advisor Bryan is the managing partner at Meridian s and property Managment Group overseeing 15K+ units in the le has deep southeast US. Bryan is an expert in the regional market analysis, multifamily market related to valuation, underwriting, nagement market metrics, and value add property management. real estate from Bryan received his business degree from the University quisitions team of Georgia.

# The ARC Advantage

Every asset has its own business plan and execution team because the value of the asset is directly related to the value of the business it supports.

Build on proven track record to identify and underwrite assets to our valueadded model at individual asset level

Deep focus on southeastern US and the growth markets in GA, AL, TN, SC and NC with a world-class team on the ground.

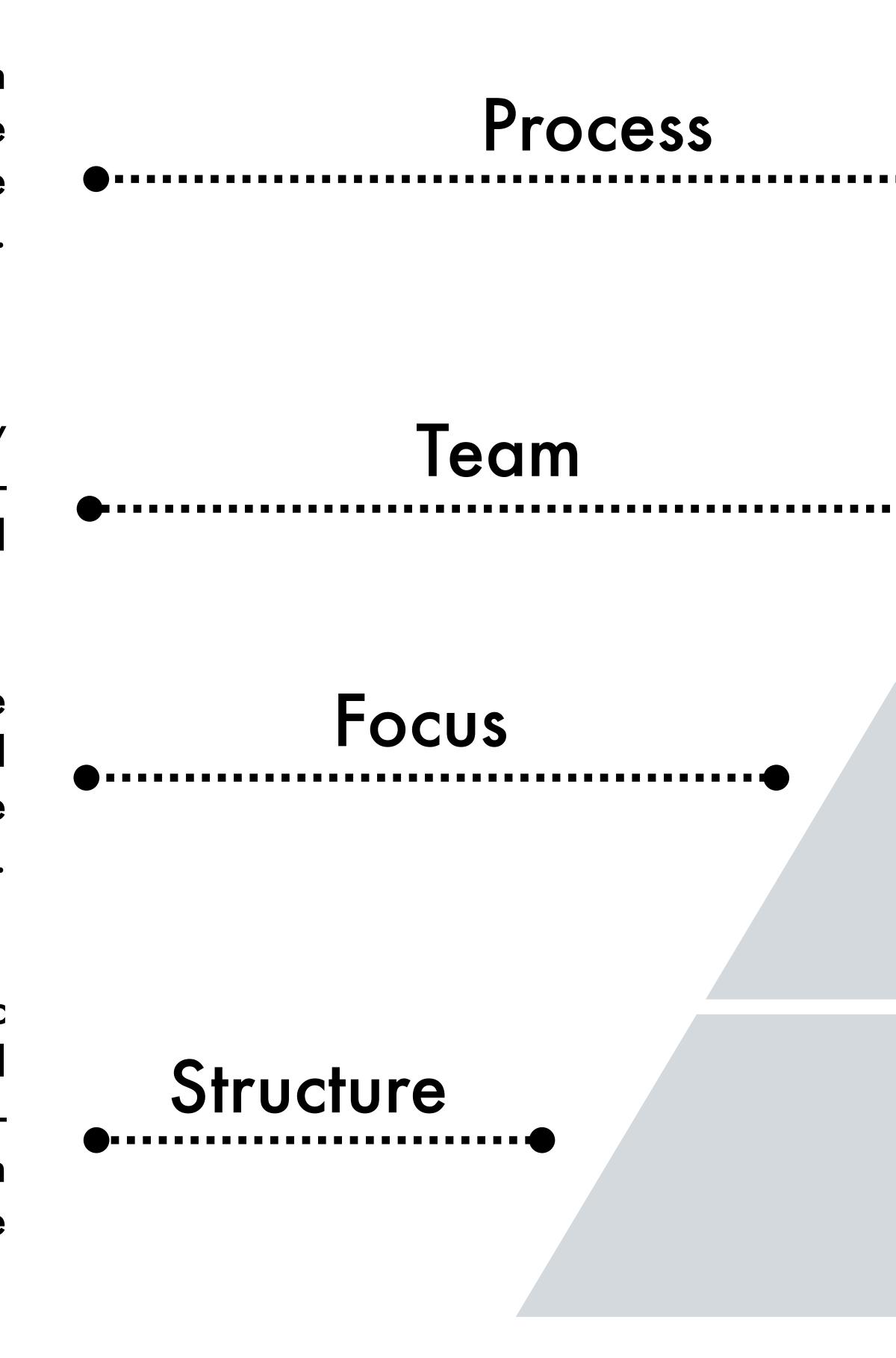
Building on top of macro-economic themes by focusing on capital preservation, and focusing on inflationadjusted, tax advantaged return strucrture

### 1. People

We have built a world-class team to acquire manage each asset.

This includes ARC team combined with asse property management partners, along with advisors on an individual asset basis.





	2. Process
re and	We believe that good process drive
et and h specialized	Every phase of our business is tied t best practices based on SOPs and a deliver predictable, profitable result

## Biz Plan

## Asset Expertise

# Geographical Focus

# Macro Economic Themes

es good results.

to industry-centric action plans to ts.

### **3. Platform**

Our investment platform has 3 core pillars: Acquisitions, Capital Structures, and Operations.

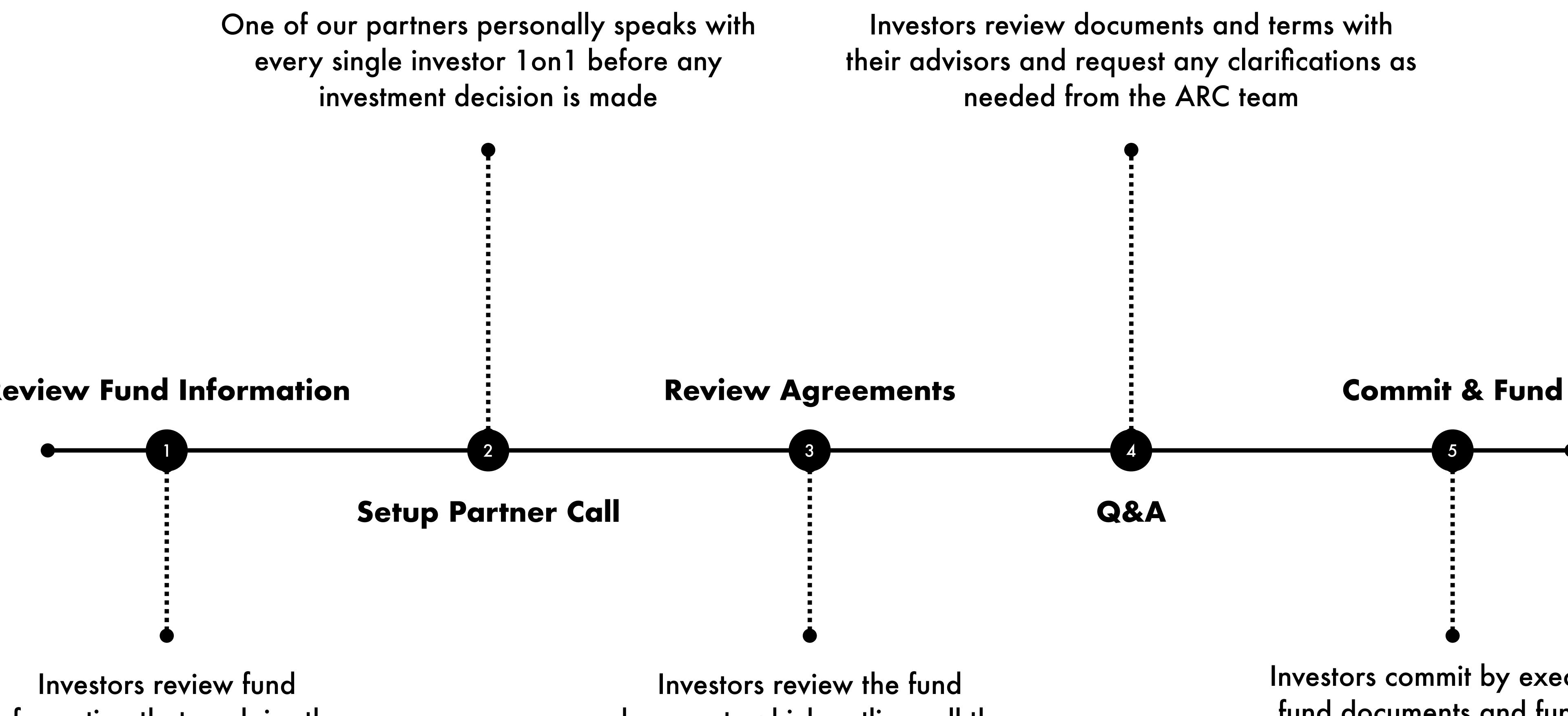
Our focus is to drive performance in each of the three areas by combining talented human capital with robust systems and processes.

# **Investor Next Steps**



## Investor Onboarding Process





information that explains the philosophy and overall fund structure



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documents which outlines all the details of the fund

Investors commit by executing fund documents and funding their investment



# Next Steps





Review a presentation and video where our partners explain the philosophy and overall approach of the fund, including the business strategy, investment approach and highlights of the fund's structure.





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Step 2



## Setup Partner Call

We take our relationship with our investors very seriously. One of our partners personally speaks with every single investor 1 on 1 before any investment decision is made.

## **Book Call**



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Robert Pereira • Managing Partner • <u>robert@arcmf.com</u> • 949-439-3539

