

MULTIFAMILY INVESTMENT ACQUISITIONS



ATLANTA, GA

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PARKSIDE CROSSING APARTMENTS



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- PURCHASED 12/7/2015 - 250 UNITS
- PURCHASE PRICE \$7,150,000
- CAPEX SPEND \$600,000 — DOWN UNITS REHABBED, ALL DEFERRED MAINTENANCE DONE, SEAL COAT & STRIPED PARKING LOT, HARDCAPED AMENITY PICNIC AREA WITH GAZEBO, STRUCTURAL WORKS, DRAINAGE WORKS, EROSION CONTROL, REPLACED ALL BROKEN SIDEWALKS,
- MANAGEMENT EFFICIENCIES, REDUCED DELINQUENCY, UPGRADED TENANT BASE
- REVIEWED OPERATING EXPENSES & STARTED BRINGING RENTS UP TO FULL MARKET VALUE
- JUNE 2018 , CURRENTLY UNDER CONTRACT TO SELL @ \$12,000,000
- **SOLD** - NOVEMBER 7TH 2018, GROSS ROI OF 90% OVER A 2 YR & 11 MONTH HOLD!

WATERFORD MANOR APARTMENTS



Before



After



WATERFORD MANOR APARTMENTS

- Purchased 12/18/2015 – 118 units
- Purchase Price \$3,150,000
- Capex spend \$350,000 – Exterior facelift, painted exterior of 27 buildings, added 160 pairs of decorative shutters, repaired and painted 20 sets of iron stairs, decks and handrails, new roofs, deferred maintenance, new playground.
- Management evicted all problem tenants & leased up with fully vetted tenants at rent increase of 15%!
- **SOLD - FOR \$5,020,000 INCLUDING SOME INSURANCE PROCEEDS, FOR 27 MONTHS OWNERSHIP. CLOSED JULY 12TH 2018**
- **INVESTORS ROI FOR 31 MONTHS HOLD = 61.5%**

HAIRSTON WOODS APARTMENTS



HAIRSTON WOODS APARTMENTS

- Purchased on 3/7/2016 – 240 units
- Purchase price \$9,400,000
- Total Capex budget of \$300,000 – maintenance, pressure washing, and repair and paint woodwork to all buildings. Started our template upgrade package on unit turns for \$100 rent increases.
- Instituted our washer/dryer rental program (dubbed, the Million dollar washing machine business!) rented 108 machines in first 12 months for \$30 per month. Annualized \$38,800 income capitalized at a 7 cap is \$550k in value, capital expense for machines, \$78,000
- Went through our standard takeover and management efficiency procedures.
- **SOLD - IN NOVEMBER 2017 AT \$13,250,000 AFTER ONLY 18 MONTHS OWNERSHIP! HIGHEST UNIT PRICE IN LOCATION ACHIEVED.**
- **40%+ ROI ACHIEVED FOR OUR INVESTORS AFTER 18 MONTH HOLD**

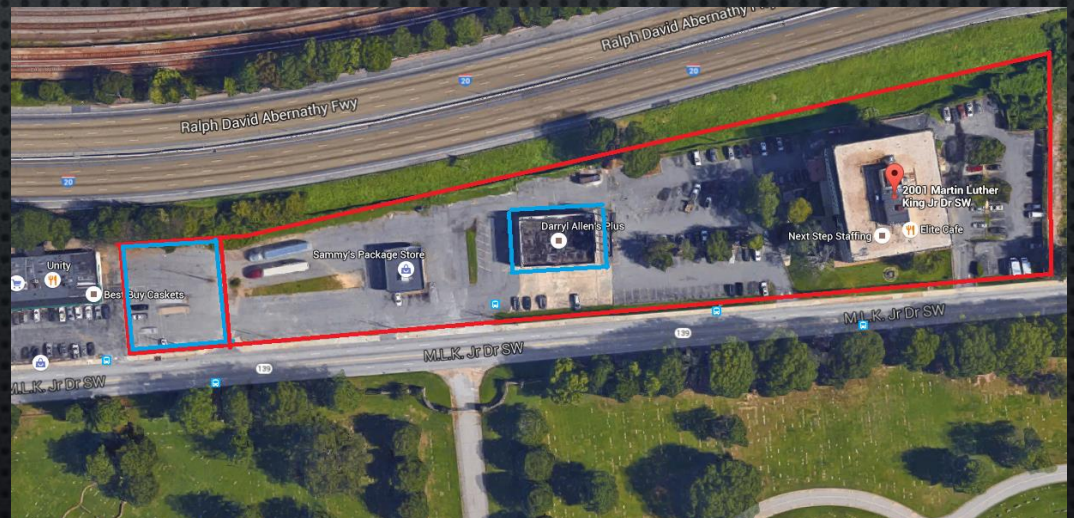
FLINT RIVER CROSSING



FLINT RIVER CROSSING

- Purchased on 11/18/2016 – 200 units
- Purchase price \$8,000,000
- Total Capex budget of \$600,000 - deferred maintenance, roofs, our template interior upgrade package on unit turns for \$100 rent increases and more.
- Instituted our washer/dryer rental program (dubbed, the Million dollar washing machine business!) All 200 units with w/d hookups
- Turned over tenant base. Cleaned out major criminal activity on the property. Upgraded 100 units. Complete turnaround in community perception.
- **SOLD – AUGUST 16TH 2018 - \$13,000,000 @ \$65K PER UNIT!
HOLD PERIOD 21 MONTHS , INVESTORS ROI =58%**

2001 MLK BUSINESS CENTER



2001 MLK BUSINESS CENTER

- Purchased on 7/29/2016
- Purchase price \$2,250,000
- Purchased as a foreclosure from Wells Fargo. Came with extra land, billboard & roof antenna income.
- Plan - to upgrade interior and exterior, and lease up. The city of Atlanta has recently passed into legislation the funding for a major works program to the MLK corridor.
- We are currently acquiring contiguous parcels for large redevelopment
- **SEPTEMBER 2019 - CURRENT VALUE OF OFFICE BUILDING AFTER STARTING REHAB @ 65% OCCUPANCY - \$5,000,000. CURRENTLY SEEKING WAIVER TO CONSTRUCT DIGITAL BILLBOARD, AND FURTHERING BUILDING RENOVATIONS**

GREENBRIAR MILL



- 79 Units in Atlanta, GA
- Purchase price \$3,020,000
- Closed in April 2017
- Upgrading interiors on turns and increasing rents which are way below market.
- **SOLD @ \$5,300,000! JULY 2019**
- **28 MONTH HOLD, TOTAL ROI FOR INVESTORS = 105%**

PARK AT GREENBRIAR



PARK AT GREENBRIAR

- 209 Units in Atlanta, GA
- Purchase price \$8,650,000
- This is already cash flowing and stable but with high value-add opportunity
- Plan is to upgrade interiors on turns and increase rents, reduce expenses and maximize utility re-imbursement
- 7 WEEKS OF OWNERSHIP AND WE HAVE GONE FROM 89% OCCUPANCY AT CLOSING, TO 95% NET OCCUPANCY AND RAISED RENTS.
- PROPERTY IS STABLE WITH 100% OCCUPANCY. NO MAJOR CAPEX SPENT, VALUE CREATED BY BUYING RIGHT AND OUR STANDARD MANAGEMENT PROGRAM.
- **SOLD** - 6/14/2018, AFTER ONLY 13 MONTHS OF OWNERSHIP, AFTER AN OFFER WE COULDN'T REFUSE, SALE PRICE OF \$11,250,000!
- INVESTORS ROI AFTER 13 MONTH HOLD = AVERAGE 40% ROI

KENILWORTH MANOR



KENILWORTH MANOR

- 236 Units in Macon GA
- Purchased for \$4,400,000 with a \$2,000,000 Capital expenditure program
- Unique property comprising an 11 story high rise, a 5 story mid-rise, Garden apartments, and townhouses.
- All surrounding a 6 acre beautiful lake within 50 acre grounds
- Purchased pre marketing through broker contact
- Value add project
- **STABILIZED VALUE IN TODAYS MARKET \$11.8M WITH WORK PROGRAM FINISHED**
- **CURRENT VALUE \$8.5M**

LAKE SHORE VILLAGE



LAKE SHORE VILLAGE

- 280 Units in Columbia South Carolina
- Just closed, November 17th 2017 for \$11,450,000 (\$41K PER UNIT)
- Property will undergo \$1,000,000 unit interior upgrades, and full repair of exterior deferred maintenance
- Acquired off market through our broker contacts for approx \$4k per unit under local market comps.
- **PROPERTY REHAB AND UPGRADE DONE.**
- **8/19, UNDER OFFER @\$15,200,000.**

PINES AT GREENBRIAR



PINES AT GREENBRIAR

- New – closed on April 30th 2018 for \$16,000,000
- 376 Units in SW Atlanta
- Valued for \$20,000,000 from day 1
- You will see this as a recurring theme in our portfolio.
#1 rule – buy right or don't buy
- BOV 2/24/2019 =\$22,500,000
- Under \$1m capex spent
- **SOLD - 9/24/19 FOR \$23,688,000**
- **INVESTORS ROI FOR 19 MONTHS 48%**

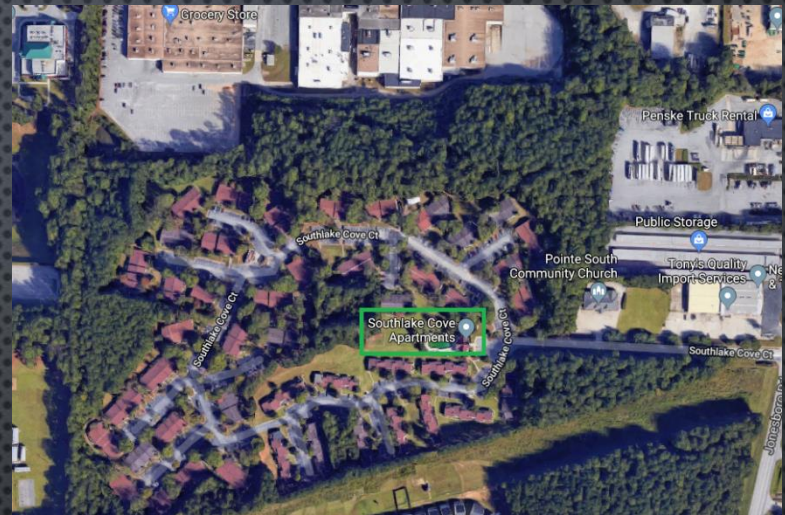
MOUNTAIN OAKS



MOUNTAIN OAKS

- 168 Units in Stone Mountain, GA
- Purchase price \$8,700,000
- Closed in May 4th 2018
- Almost no capex spent
- FULLY OCCUPIED AND PAYING INVESTOR DISTRIBUTIONS FROM 1ST QUARTER
- 7/2019 UNDER CONTRACT AFTER 14 MONTHS OWNERSHIP @ \$12,250,000
- **SOLD** - 9/27/2019 FOR \$23,688,000
- INVESTORS ROI FOR 19 MONTHS 45%

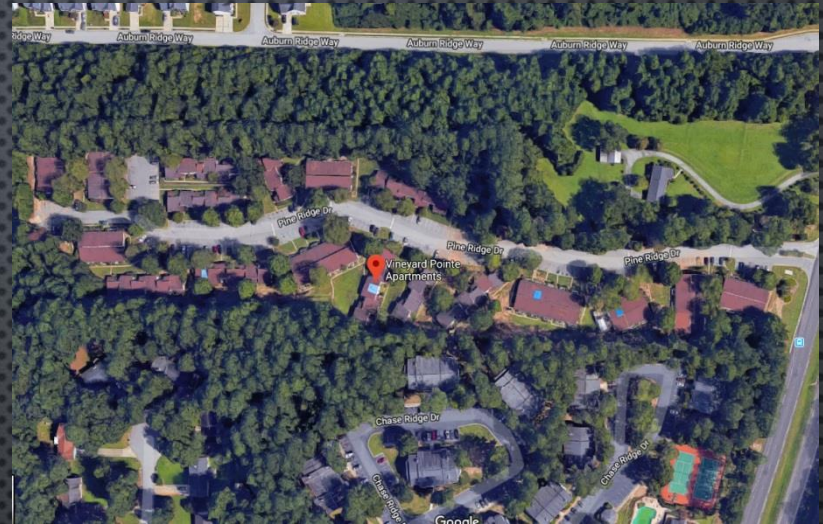
Southlake Cove



Southlake Cove

- 346 Units in Jonesboro, GA
- Purchase price \$18,300,000
- Closed in February 1st 2019
- Upgrading interiors on turns and increasing rents which below market.
- 98% OCCUPIED AFTER 2 WEEKS OWNERSHIP WITH \$50 RENT INCREASE, CASH FLOW MACHINE!
- APPRAISED AT \$20,750,000 FOR LENDER BEFORE CLOSE
- 10/19 – CONSISTENT HI 90'S % OCCUPANCY, 2 RENT INCREASES IN FIRST 6 MONTHS OWNERSHIP, CURRENT BROKERS VALUATION \$23,500,000

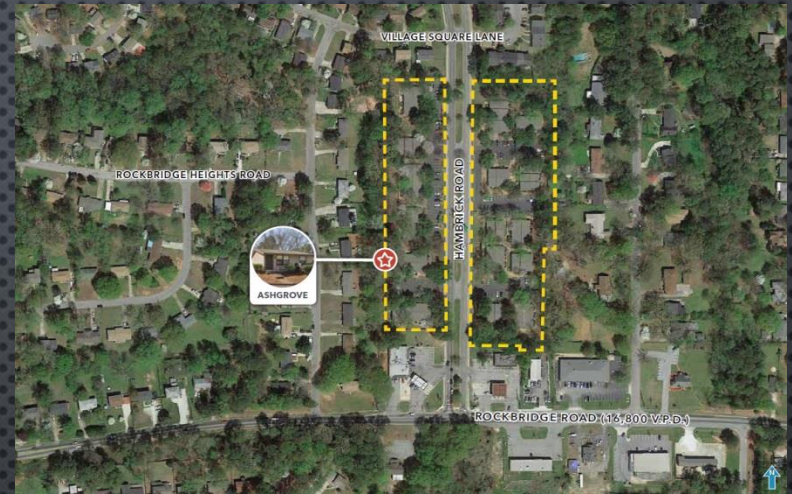
Vineyard Pointe



Vineyard Pointe

- 108 Units in Riverdale, GA
- Purchase price \$5,700,000
- Closed in February 1st 2019
- Upgrading interiors on turns and increasing rents which are below market.
- 97% OCCUPIED AFTER 2 WEEKS OWNERSHIP WITH \$50 RENT INCREASE, LITTLE CASH FLOW MACHINE!
- APPRAISED AT \$6,500,000 FOR LENDER BEFORE CLOSE
- 10/19 – CONSISTENT HI 90'S % OCCUPANCY, CURRENT VALUE \$7,350.000

ASHGROVE



- 92 Units in Stone Mountain, GA
- Purchase price \$4,876,000
- 100% occupied – minimal capital expenditure needed
- **PURCHASED ON 9/5/19**
- **11/19 – RUNNING LIKE A MACHINE, FULL EXTERIOR PAINTING TO BEGIN**

COMING SOON IN 2020

CASCADE OAKS



- 113 Units in Atlanta, GA
- Purchase price - \$8,300,000

THESE VALUATIONS ARE NOT A COINCIDENCE

This is what we do and have always done. Find good deals and create value.

We work very hard to make investors above average returns.

These examples are NOT a case of profiting only on a rising market.

Our strategy is twofold:

1. Only buy deals where we feel we have an edge, and are buying in at below full market value creating an “equity cushion”.
2. Only buy deals that have a “substantial” value add component where we know we can implement our already successful value add strategies that we have learned from our experience.

“OUR REPUTATION IS VERY IMPORTANT TO US AND WE ARE WORKING HARD TO GROW OUR BUSINESS BASED ON OUR REPUTATION FOR BEING FAIR, HONEST, HARDWORKING, AND KNOWING HOW TO FIND AND MAKE GREAT INVESTMENTS TO PRODUCE CONSISTENTLY ABOVE AVERAGE RETURNS FOR OUR INVESTORS”

DISCLAIMER, ALL STATED INVESTOR ROI'S ARE NOT YET AUDITED BY A CPA, BUT ARE BASED ON ACTUAL DISTRIBUTIONS.

Steve Firestone

Managing Partner, Crown Bay Group LLC

Steve leads the company's investment and asset management team. Crown Bay Group's main focus is on multifamily and select office properties. He is responsible for overseeing all aspects of the company's property acquisitions and dispositions process from deal origination/sourcing through underwriting and analysis, contract negotiations, due diligence, project financing, asset management and disposition.

Steve is a veteran of the Real Estate industry. He became involved in real estate in 1995 and has since been directly involved in many aspects of the industry. He started out buying and rehabbing, and managing his own residential portfolio in London. Soon after, he moved into property development running multiple Limited Liability Companies, redeveloping outdated and commercial properties, and some new build housing. He was responsible for managing his company's property acquisitions, funding, building, and dispositions.

“We will be looking to exponentially grow Crown Bay Group's portfolio over the course of 2020 and beyond searching out good value add deals, analyzing new markets, and acquiring properties on a realistic cost basis which have potential for above average returns.”

Anna Firestone

Partner, Crown Bay Group LLC

Anna is a native of Sweden. She attended Stockholm University where she studied Business Administration, Economics and Finance. In 2000 she started her banking career at ABN AMRO Bank in Stockholm, working in Banking Operations. At the end of 2001 Anna moved to London, England, where she was hired by Bank of New York, London, to work in their reconciliation team. She then moved on to Credit Agricole, London, where she joined the FX Settlements & International Client Liaison team where she was promoted to Team Leader. She was responsible for a high volume of Foreign Exchange trades and payments in multiple currencies and liaising with the bank's international corporate clients worldwide. She was involved in training new team members as well as working alongside the software development team implementing a new banking system.

Next, Anna and Steve set about planning and starting up their new Real Estate Company with the vision of creating an asset management and investment company specializing in larger size multi-family assets. During this time she obtained her real estate license in 2013. Anna's skillset of research, analysis, computer skills, plus her work ethic of always trying to improve efficiency, all play a large role in the Crown Bay Group vision

Michelle Fischer

Asset Manager, Director of Crown Bay Management, LLC

Michelle is a property Management Executive with 30 years experience in property management, with a focus on property operations, asset management, sales, marketing, staff training, acquisitions and dispositions. She is known in the industry for her strong leadership skills, troubleshooting expertise, and the repositioning of struggling assets. Michelle has an extensive working knowledge of the Atlanta Multi-Family market, as well as managing properties in many other markets throughout the country.

- Previously responsible for the overall operation of over a 10,000 unit portfolio throughout the Southeastern U.S.
- Reviews and approved all Contracts and Bids for Life Safety and Capital Projects per owners approved budgets.
- Responsible for touring and evaluating prospective properties for new acquisitions and performing full due diligence process.
- Sets and articulates the direction of the portfolio, ensures that management practices and approaches are up to date and in line with industry standards, anticipates the need for change and moving the management team forward.
- Successfully monitors the overall operation of each asset in relation to company policy, ensuring compliance with all State and Federal guidelines and ensured the Company's Mission, Vision and Core Values were followed consistently.
- Creates and maintains the annual Operating budgets and Capital budgets.

Dion Varner

Regional Maintenance Supervisor, Crown Bay Management, LLC

Dion is responsible for overseeing capital projects, maintenance issues, maintenance staffing, training and physical due diligence across the portfolio. He has served as project manager on multiple renovation projects from remodeling to major multifamily rehab projects. Previous to joining Crown Bay, Dion was maintenance supervisor and capital project manager for a 10,000 unit+ national portfolio for 8 years.

Prior to entering the multifamily maintenance management field, Dion owned and operated a successful construction company specializing in multifamily construction and renovation.