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BOTANICA
OAK HILLS



"THE PREMIER SUBURBAN
LOCATION IN SAN ANTONIO"



"EXCEPTIONAL LOCATION WITH
AMENITIES & SAFETY A-RATED"

CLASS A+ TURNKEY FOURPLEXES | San Antonio, TX

New Construction, Furnished Multifamily Golf Course and Premier Medical Center Location





BOTANICA
OAK HILLS

Inspirational images. Subject to change.

BOTANICA OAK HILLS, TX

Class A+ Multifamily Wellness Residences Opportunity – 24 Fourplexes

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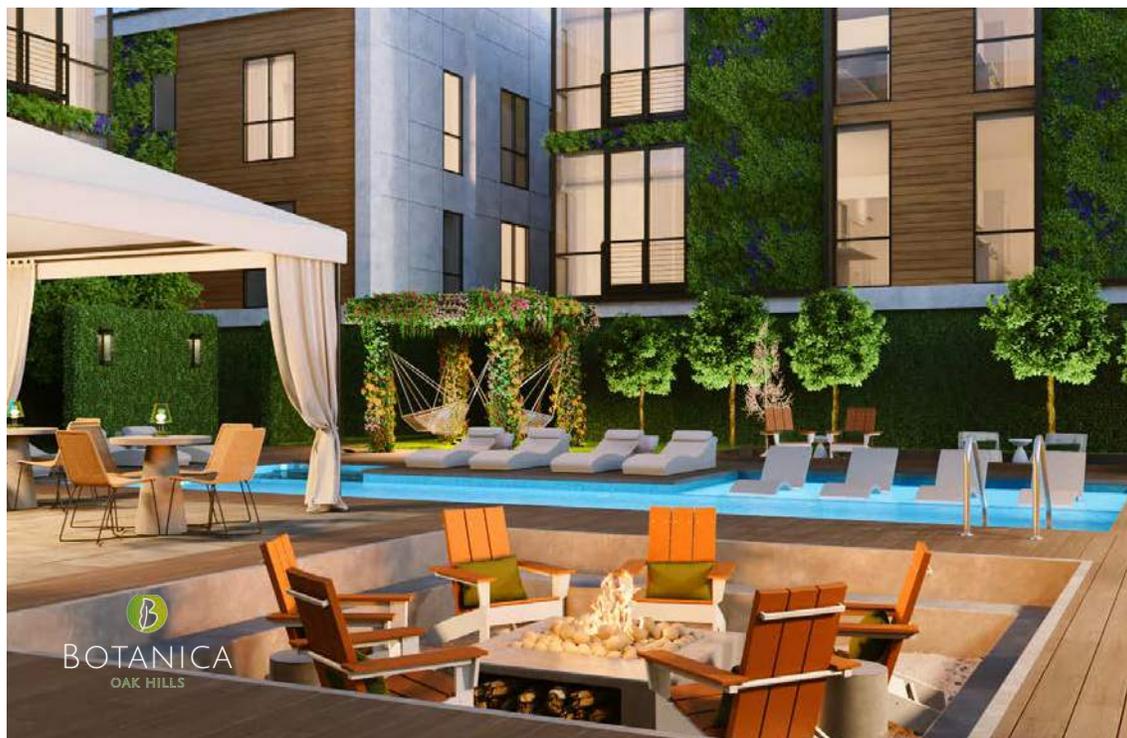
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Table of Contents

<i>Executive Summary</i>	03
<i>Property Highlights</i>	04
<i>Investment Highlights</i>	06
<i>Why Wellness Real Estate?</i>	07
<i>Location Overview</i>	10
<i>Property Overview</i>	15
<i>Economic Overview</i>	18
<i>Botanica Oak Hills Neighborhood</i>	34
<i>Financing Details</i>	42
<i>Property Management</i>	45
<i>The Numbers</i>	46
<i>Our Team</i>	51
<i>Property Photos</i>	57

Executive Summary

Projected Investor Returns



Inspirational images. Subject to change.

RESILIENT INVESTMENT OPPORTUNITY IN IDEAL LOCATION

Botanica Oak Hills is a boutique affordable luxury community focused on wellness, smart home automation and botanical features. Each fourplex is a Class A+ low-rise multifamily building. Located in a highly appreciating, premier suburban location in San Antonio, Botanica Oak Hills is set to become the future benchmark for boutique multifamily values, merging cutting-edge coronavirus resistant health & wellness initiatives with striking green wall and boxwood design. Straddling the regional divide between South and Central Texas, San Antonio is the 7th largest city in the nation and anchors the southwestern corner of an urban and economic megaregion colloquially known as the "Texas Triangle".

As a wholly owned turnkey investment, everything is already set up for you to start generating generous passive income right away. Each of the 4 units will pre-leased meaning once construction is complete; your tenants will move right in and property managers will start handling day-to-day operations. We are delivering a community of brand new fourplexes to investors who want the advantages of sole ownership.

Investment Highlights



TURNKEY 100% PRELEASED + WORLD CLASS MANAGEMENT

Truly turnkey, ownership made EASY includes a 100% pre-lease guarantee before you buy; you will have positive cashflow and 100% occupancy from day one. The fourplex comes bundled with property management from one of the top ranked multifamily and student housing companies in the country (at an exceptional (low) price, typically only available to large institutional multifamily building owners!) making this a hassle free investment.



IN DEMAND FEATURES

We made it our mission to develop the most unique and versatile fourplex product in the multifamily space. One that wows every tenant with its design, but has cost effective, easy to maintain materials and features, including Delos Wellness anti-COVID technology, a SUPERB championship golf course fronted location adjacent to the 900 acre South Texas Medical Center one of the largest medical districts in the U.S.



INVESTOR FRIENDLY

To be as investor friendly as possible, we bring to the table the most experienced fourplex lender in the US to make lending painless. We also have built-in an exclusive Grocapitus pre-sale wholesale discount of \$75k (and over \$100,000 for a limited number of buyers) , and you can tap into major year one tax deductions (~\$250k) through Bonus Depreciation. There are very few real estate investment opportunities that are more hassle free and have a better wealth creation opportunity than our BRAND NEW FOURPLEXES.

Property Highlights

Property	Botanica Oak Hills
Construction Completion	December 2022 (Projected)
Average Unit Size (Sq. Ft)	1,004 (x 4 units x 24 buildings)
Stories	24 freestanding 3-level buildings
Total Buildable Area (Sq. Ft)	5,831 per Fourplex
Net Rentable Area (Sq. Ft)	4,016 per Fourplex
Unit Density	32 units / acre
Parking Spaces	8 garage spaces per Fourplex

Community Amenities

 Botanic Design with Vertical Gardens, Parks and Green Walls	 EV Charging Spaces	 Garaged Parking Spaces (192 + 10 spots)
 Outdoor Kitchen & Firepit Lounge	 Private Dog Park	 Designer Pool & Outdoor Relaxation Sundeck
 Recessed Firepit	 Lounge Seating, Deco Swing & Trellised Cabanas	 Outdoor Summer Kitchen & Bar

Unit Amenities

 Delos Healthy Home System	 Smart Home Automation with 10+ Devices	 SOHO Desk Space
 Washer / Dryer in Unit	 Stainless Steel Appliances	 Smart Thermostat with Room Sensor
 Air Conditioning & Heating	 Oversized Windows	 Large Rooms with 10' & 16' Ceilings
 Fully Furnished with Upscale Modern Furniture	 Smart-Enabled Garage Door Control	 High-Speed Wifi

Site Information



Unit Mix

Type	Units	Rentable Sq. Ft.	%
2 Bd / 2 Ba	4	1,004	100%
Total		96,384	100%



Property Highlights

THE BOTANICAL EXPERIENCE BY AGROSCI



A BOTANICAL ENVIRONMENT SECOND TO NONE

Nestled adjacent to 170 acres of majestic championship golf-course amenities, trees and rolling hills within the Oak Hills Country Club, Botanica Oak Hills offers its residents true serenity and connection to the surrounding landscape, while keeping them closely in touch with the big city. Immerse yourself in the feeling you are in a beautiful secret garden, let the serenity of the picturesque surroundings fulfil your sense of place and wellbeing.

The botanical environment surrounding Botanica Oak Hills is truly second to none. At Botanica Oak Hills, we partnered with AgroSci, an industry leader in exterior and interior vertical wall manufacture and installation. Their line of Vertical Gardens, Green Walls and Boxwood designs add striking beauty and nature to our property, for the benefit of all residents.

Our Class-A luxury, high-design wellness product, with botanical/biophilic features doesn't exist at South Texas Medical Center, or literally anywhere in San Antonio, and is a perfect product type for high earning medical professionals which cannot access this type of boutique biophilic living environment anywhere else in San Antonio.



Inspirational images. Subject to change.

Investment Highlights

PREMIER SUBURBAN NEIGHBORHOOD IN A METRO WITH EXPLOSIVE GROWTH

Located in a premier suburban location in San Antonio, Botanica Oak Hills has everything you want in an investment area – a booming population, a fast growing diverse economy, a high quality of life, and a competitive cost of living.

Nestled inside the 900 acre South Texas Medical Center and the 1,700 acre Oak Hills Country Club, Botanica Oak Hills is located in the most sought-after submarket in San Antonio. The area has direct access to upscale residential communities, retail, leisure and business. The location is within minutes of San Antonio’s largest employers, including South Texas Medical Center (56,000), USAA Headquarters (17,000), and Valero Energy Headquarters (1,600). There are a staggering 800,000 high income jobs within a 30 minute driving radius. Furthermore, 62% of residents are employed in white collar jobs – executive, management, office and professional occupations and income growth in the area is stunning at almost 11% in the last 2 years, allowing rents to be raised as incomes increase.

San Antonio’s preeminent South Texas Medical Center boasts an immense medical complex (of the largest in the U.S), consisting of: 12 major hospitals, 80 clinics, over 56,000 jobs, and over three million outpatients each year. It serves as the hub for San Antonio’s booming healthcare industry, with an annual budget of more than \$2 billion.



UNIQUELY RESILIENT & FLEXIBLE PROJECT WITH WELLNESS AMENITIES

Botanica Oak Hills consists of 24 fourplexes, with 4 two-bedroom+ two-bath units. The structures will be three stories in height with tuck-under private garages and two stories of living area above. Each unit consists of 1,004 square feet of livable area with high-end apartment finishes and furnishings. Property amenities include botanic design and green walls, outdoor kitchen/bar, recessed firepit, cabanas and lounge seating, pool and sundeck, EV charging spaces, and a dog park. Unit amenities include Delos Healthy Home systems, washer/dryer in unit, fully furnished units with upscale furnishings, smart home features, stainless steel appliances, high ceilings and oversized windows, etc.

Construction is expected to complete in December 2022. Botanica Oak Hills has also been independently validated in a Market Study by Valbridge, the largest independent national commercial real estate valuation and advisory services firm in North America.



SITE BUILDING SPECIFICATIONS: 24 FOURPLEXES

Location	Located immediately adjacent to Oak Hills Country Club, along the south side of Louis Pasteur Drive, in the South Texas Medical Center market area of northwest San Antonio, approximately 10.5 miles north west of Downtown San Antonio, Texas
Neighborhood / County	Oak Hills Neighborhood, San Antonio MSA, Bexar County
Property Mix	24 Fourplexes
Project Completion	December 2022 (Projected)
Total Buildable (Sq. Ft)	5,831 per Fourplex
Property Type	Modern three-story luxury design with a four-foot cantilever and stylish imitation wood feature over aboveground garages (XXX buildings)
Net Rentable Area (Sq. Ft)	4,016 per Fourplex
Parking	8 garage spaces per Fourplex

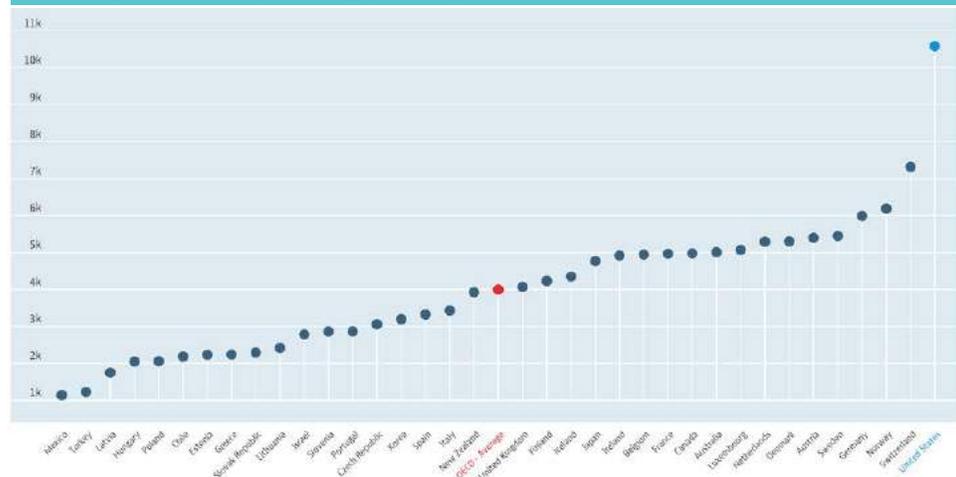
Why Wellness Real Estate?

THE BUSINESS CASE FOR HEALTHY HOMES

THE WELLNESS COLLECTION BY DELOS

Construction of Botanica Oak Hills is projected to be completed by December 2022. Most experts expect the COVID-19 pandemic to be resolved long before then, however less impactful knock-on economic effects may still be felt throughout 2021. We are offering the first Delos® “Healthy Home” small multifamily housing in the state of Texas – a need that is significantly amplified due to the pressing COVID-19 related pandemic and knock-on effects of future health issues. Health and wellbeing is now the number one concern of Americans, and our project is perfectly aligned to take advantage of this renewed need and the upcoming strong demand for “all things healthy”, especially related to living conditions. Healthy homes will become the gold standard for buyers, investors and tenants from this point on, and we will be the first to bring a “healthy home” product to the Texas market. Grocapitus investors will appreciate the large upside potential for this project, including the potential for a significant rental premium given Botanica Oak Hills is the only healthy small multifamily living option in the San Antonio marketplace. The expected demand is likely to far outweigh our very limited supply of only 96 units, and may even warrant an increase of the rental price point above our current conservative underwritten market analysis.

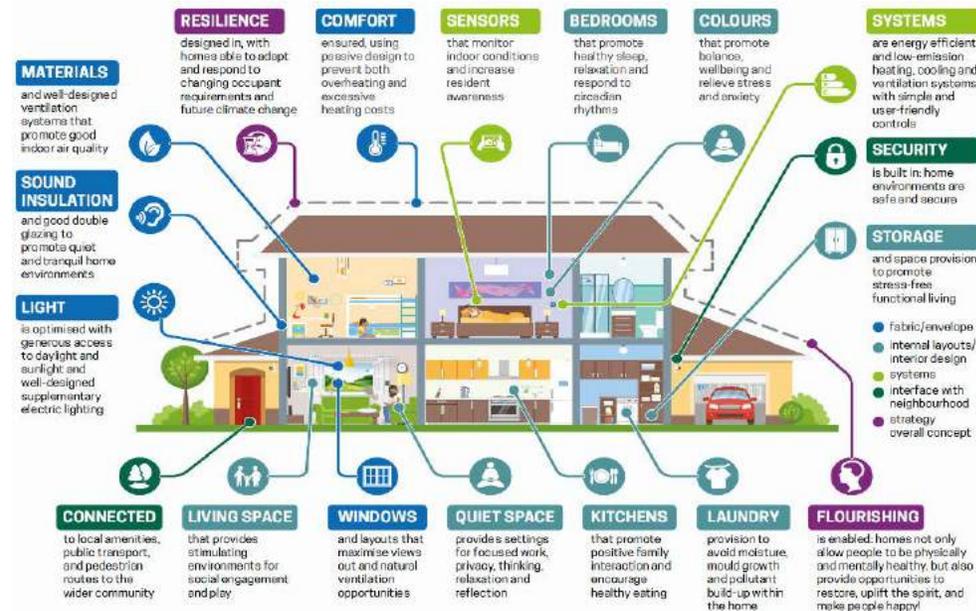
Average Health Spending per Capita (\$)



Source: OECD Health Statistics 2019, November 2019.



Consideration of health and wellbeing is ever-increasingly influencing consumers’ buying and decision-making processes, spanning generations and consumer demographics. In addition, with recent added fear of the coronavirus pandemic, or another variation in the future, **living in a healthy home may become even more appealing.** The Global Wellness Institute (GWI) suggests homeowners are willing to pay an average of a 10 to 25% premium for houses within wellness communities. Furthermore, according to the survey, virtually all Americans desire to achieve a healthy home environment.



We believe that tenants, who may spend more than half of every day at home, will value built-in inclusions that provide purified, filtered air and water. Furthermore, as consumers become more educated on the health PropTech home possibilities, tenants may have a reluctance to select living options which do not offer these ‘must-have’ health benefits and become less likely to move out at the end of their lease term. With large global companies entering the wellness real estate market such as Panasonic with its Cosmos® brand, it is likely that healthy homes will become the norm and even a standard requirement for home installation in the near future.

Why Wellness Real Estate?

Premiums for Branded, Wellness Residences

Developers Anticipate Premiums for Wellness

A panel of wellness real estate developers shared preliminary numbers that indicate that wellness drives impressive returns. Developers also reported that "well-homes" sell far faster than their traditional equivalents. The results:

Wellness-Branded, Single-Family Homes	5-35% PREMIUM
Wellness Rentals	7-10% PREMIUM
Wellness-Branded Hotels	15-30% PREMIUM (average daily rate)



"Design for Healthy Behaviors in ranked #1 as both most transformative and fastest-moving sub-trend of the Health and Well-Being macro-trend"

ASID INDUSTRY OUTLOOK, 2015

WELLNESS COLLECTION
By Delos

"Offer healthy builds before your competition does"

MULTIFAMILY HOUSING NETWORK

"Branded residences command an average uplift of 31% compared to equivalent non-branded schemes."

NEWMARK KNIGHT FRANK

WELLNESS HOMES

SIGNIFICANT SALES PREMIUMS & INCREASED ABSORPTION RATES

Home Buyers: Willingness to Pay Premiums

A 5,000 person study conducted with Fitzgerald Analytics demonstrated the compelling premiums they would be willing to pay for a wellness home compared to a standard home.

% of Buyers Willing to Pay a Premium for a Wellness Home	24%	5-10% PREMIUM
	27%	10-20% PREMIUM
	20%	20-30% PREMIUM
	8%	30-50% PREMIUM

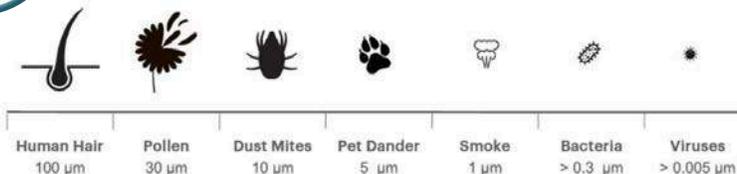
SIGNATURE WELLNESS BY DELOS

DELOS® AIR PURIFICATION ELIMINATES COVID-19

Delos offers multiple format filtration systems capable of capturing greater than 99.99% for aggregate removal of particles sized 0.007 microns and above. For reference, SARS-COV-2, the virus that causes COVID-19, is 0.06 to 0.14 micron.



Not All Filtration Systems Are Created Equal



Delos Stand-Alone - 99.99% efficient at 0.007 microns

Delos In-Duct - 99.99% efficient at 0.008 microns

HEPA - 99.97% efficient at .3 microns

MERV13 - less than 75% at .3 microns

**Each particle size shown here is an estimated mean. Each will have a range of sizes.

Delos' advanced air purification technology is specifically designed to reduce ultrafine particles in the air:

- 6 stages of advanced air filtration
- Circulates air in room 4 times every hour
- HEPA Filtration, plus electrostatic charge, negative ion technology, and BioGS filter pre-coated with antimicrobial material designed to reduce the growth of bacteria and viruses on the filter itself.

Why Wellness Real Estate?

POST-CORONAVIRUS AMENITIES AND FEATURES

Today, social distancing measures are most often thought as a way to slow the spread of the coronavirus pandemic. With the upcoming massive demand for healthier living conditions in mind, our project features:

- **Larger size rooms:** Each unit is larger than comparable properties in the submarket. This provides ample space for each resident, especially if they spend more time at home. No more feeling “cooped” up in a smaller, older apartment.
- **San Antonio was ranked #3 as the top greenest city in Texas**, and when compared to other Texas cities with over 1 million residents, San Antonio boasts the lowest greenhouse gas emissions. San Antonio also ranks # 5 in the nation for solar energy capacity, according to The Environment Texas Research & Policy Center, making the Alamo city one of the most ‘eco-conscious’ cities in the nation.
- **Small Office Home Office (SOHO):** In place of a second bedroom, couples may want to the option of utilizing their spare bedroom as a home office.
- **Fresh air:** Oversized windows and Juliet balconies, some overlooking the Oak Hill Country Club and some overlooking the beautifully curated amenity area and pool.
- **Outdoor amenities only:** No elevator, gym or shared indoor amenity spaces. We perceive indoor shared amenities could become legal liabilities to building owners in a post-corona world. Across the country, community amenities are closed off. It is likely that in the “new reality”, we will see lower-density multifamily projects in much greater demand.
- **Affordable Luxury:** Residents will enjoy “million-dollar-home” inclusions & high-end designer finishes, such as 10-foot and 16-foot Penthouse-style high ceilings.
- **Branded Delos® Darwin Apartments:** A branded “Healthy Home” by the #1 Health and Wellness real estate company in the world that invented the WELL living standard!
- **Good value:** Underwritten at Class-A median price at an affordable price range.
- **Scenic views:** Enjoy spectacular downtown views, across acres of parkland and waterways from the upper floors’ 16-foot penthouse style units.
- Designer pool and outdoor relaxation sundeck
- Outdoor summer kitchen, bar and recessed firepit
- Lounge seating, deco swing, and trellised cabanas
- Botanic design with vertical gardens, pocket parks and green wall boxwoods
- Private dog park
- EV charging spaces



PARKLAND DESIRABILITY

In the Coronavirus universe, parkland becomes a much more desired amenity. Botanica Oak Hills is ideally positioned directly adjacent to 170 acres of Golf-Course based ‘parkland’ and green space, providing outdoor recreation options.

Nearby is the beautiful, boutique Oak Hills Park, featuring sweeping expanses of picnic grounds, tree-shaded green lawns, jogging and walking trails, and more. This charming green space could replace jam-packed gyms for outdoor recreational activities, where amenities are shared with multiple individuals at the same time. Everyone needs exercise and fresh air for the sake of sanity, and parkland meets these needs.

According to Knight Frank, more than 50% of Americans consider access to nearby green spaces as an important attribute when looking for properties¹.

On the doorstep of Botanica Oak Hills, are bicycle and walking path leads directly to the UT Health (University) and into the heart of the South Texas Medical Center.



Source: 1) Knight Frank, Living by the Park Report 2020.

Location Overview

Location, Location, Location



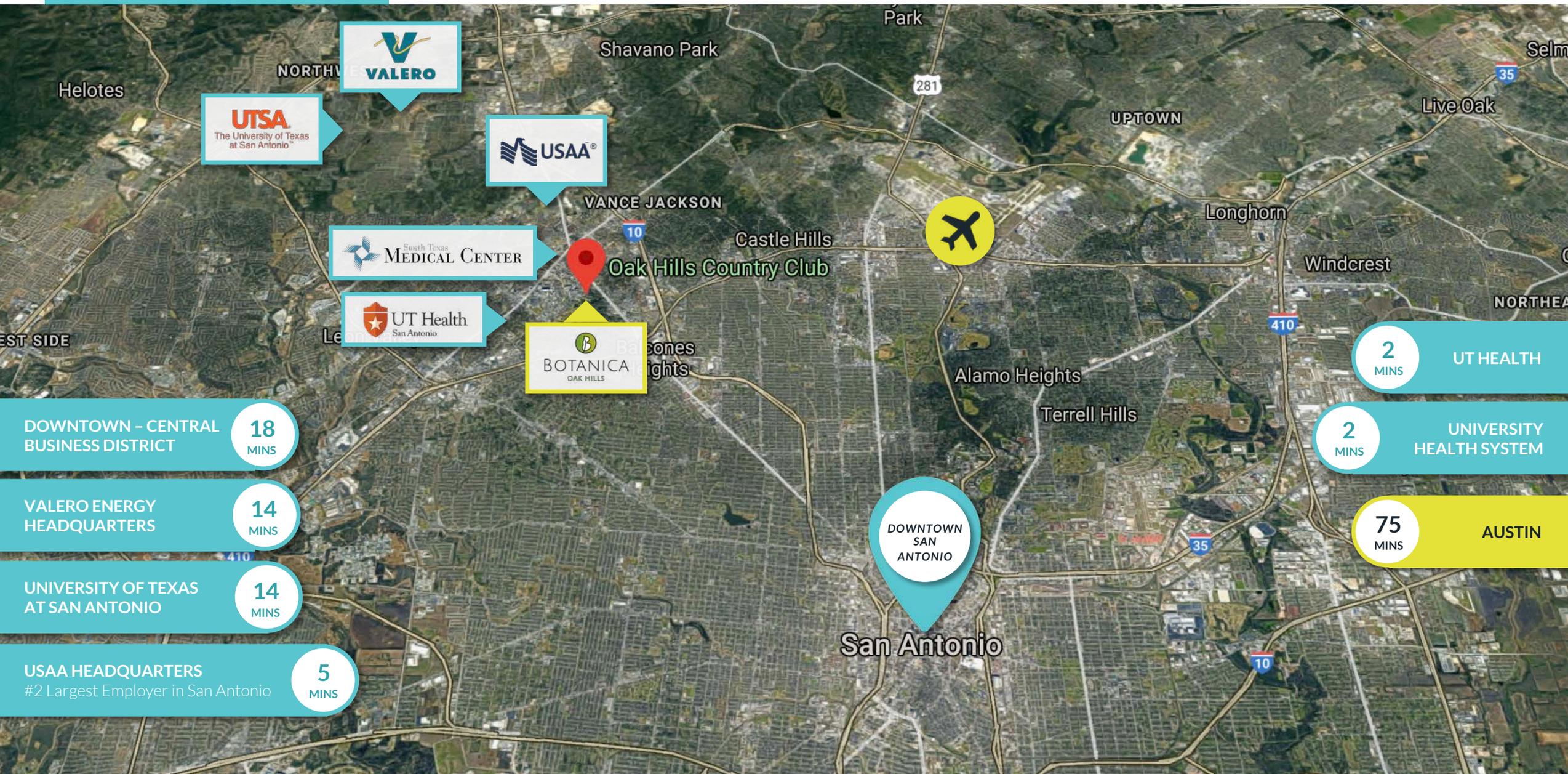
The subject property is in the South Texas Medical Center in the northwest quadrant of San Antonio, the seventh largest city by population (within the city limits) in the nation. San Antonio is the center of billions of economic activity for the South Texas area and the county seat of Bexar County - located 70 miles south of Austin, 190 miles west of Houston, and 250 miles south of Dallas.

Connected by an array of transportation modes and providers, San Antonio is well-connected with major highways I-10, I-35 and I-37 highways converging at San Antonio-New Braunfels, giving fast and direct access to a large swath of the U.S. market from Los Angeles, CA to Jacksonville, FL to

Minneapolis, MN and everywhere in between. The air-and rail-served Port San Antonio is a dynamic technology and innovation campus with 80 tenants employing more than 14,000 and generating \$5 billion in annual economic activity.

The San Antonio International Airport provides commercial air service to more than 10 million passengers annually. The 2,600-acre, two terminal airport is served by AeroMexico, Alaska, Allegiant, American, Delta, Frontier, Interjet, Southwest, Sun Country, United and Volaris. A 2019 passenger satisfaction study by J.D. Power and Associates ranks San Antonio International sixth overall among midsize airports in North America.

Location Overview



Location Overview



Inspirational images. Subject to change.

Location Overview



FUTURE
STMC
EXPANSION

USAA[®]
HQ

USAA[®]

University
Health System

South Texas
MEDICAL CENTER

UT Health
San Antonio

BOTANICA
OAK HILLS

Oak Hills Country Club

PROJECT
SITE

VALBRIDGE MARKET STUDY OCT 2020

“Entry into the market is limited due to the built-out nature of the subject market area. There are limited vacant sites which can be developed with new multi-family developments in the subject immediate market area.”

Location Overview



\$947
Million

EXPLOSIVE GROWTH
WORTH OF CURRENT DEVELOPMENT

\$2
Billion

ANNUAL BUDGET
OF MORE THAN \$2 BILLION

 **South Texas
MEDICAL CENTER**


BOTANICA
OAK HILLS

ANNUAL PATIENT VISITS

5.75
Million

**12 MAJOR HOSPITALS + 75 CLINICS +
1 HIGHER EDUCATION (UT Health)**

1
Mile

SUPPORTS 56,000 JOBS

56K
Jobs

Property Overview: ONE FOURPLEX



4

2-Bed / 2 Bath

1,004 SQ. FT.



SITE PLAN: 24 FOURPLEXES



Unit Mix									
Unit Type	No. of Units	Unit Size	Total Buildable	Total Rentable	Unit Density	Rent /Sq. Ft.	Rent / Unit	Gross Potential Monthly Rent	Gross Potential Annual Rent
2 Bd / 2 Ba	4	1,004	5,831 Sq. Ft.	4,016 Sq. Ft.	32 units / acre	\$2.27	\$2,275	\$9,320	\$111,840

Property Overview

INTELLIGENT HOME AUTOMATION BY DARWIN

Smart home technology will be installed into each fourplex. Every unit features an intelligent home health dashboard shown on a wall-mounted tablet.

DARWIN calibrates the home to provide natural solutions for improved living environments, communicating key information about home status and enables control over curated wellness experiences – making invisible threats visible. Tenants have control over their wellness experience, temperature and individual devices; while monitoring outdoor and indoor air quality, outdoor weather, and current wellness active elements.



SMART HOME DEVICES BY IOTAS

IOTAS provides a complete ecosystem with simple installation and gives tenants the best user experience for their Smart Homes. IOTAS will supply a suite of approximately 10 interconnected smart home devices per unit including, but not limited to: lights, outlets, thermostats, door locks, garage door controls, electric vehicle charging stations - which will work seamlessly together for an enhanced resident livability experience.

High-speed WiFi will also be installed for each unit – this is a massive benefit to tenants and represents a \$50 per month saving. The cost of this service along with all the other intelligent and smart home tech is included in the pro-forma.

Furthermore, a 24/7 water leak detection device will also be installed into every home to help you protect your asset. This is a smart home solution that shuts off a home’s water main in 5 seconds or

Inspirational and smart device brands, subject to change.

less, protecting your home and everything in it from the devastation of water damage. Leak detection often reduces insurance costs as water damage is one of the most expensive insurance claims.

The average age of small multifamily buildings is 60 years, so problems like this are generally highly unlikely in new buildings, however we are being extra cautious - an easy safeguard to add which protects the owner.

SMART-LOCK SOLUTIONS | SMART WIFI LIGHT SWITCHES | SMART THERMOSTAT



EV DUAL CHARGING STATIONS | SMART GARAGE DOOR CONTROL | HIGH SPEED WIFI | 24/7 LEAK & DETECTION



Inspirational images. Subject to change.

Property Overview

SMART SECURITY 24/7

With community security in mind, we take tenant and property safety extremely seriously. In fact, the community will also feature an enhanced triple-layer security system which includes a fully secured gated community, 24 hour video surveillance, electronic keyless access and private garages.

The prestigious project neighborhood area is considered very safe, justifying higher rental rates in area.

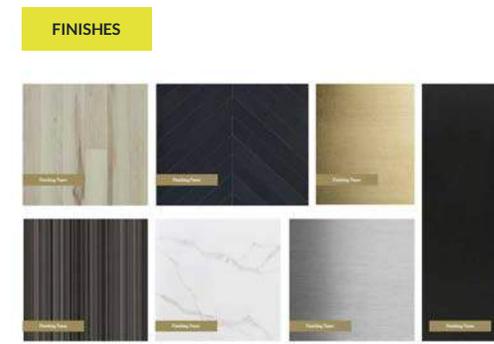
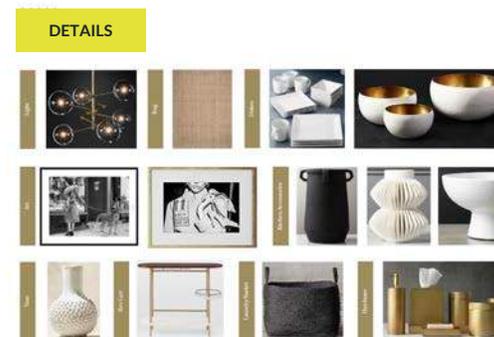
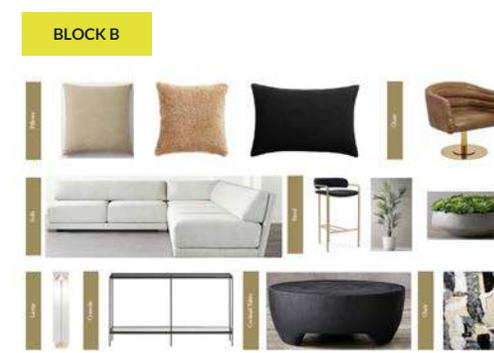


BESPOKE HOME FURNISHINGS

Designer furnishings are included in each fourplex building, carefully selected by Rosenberg & Gibson Design - one of Houston top interior design groups. Their vision was to source furniture that is both sleek and modern, and of superior quality in comparison to other furnished options in order to command top market rents. In fact, thousands of dollars of furniture is included in the purchase price of your fourplex, which completes the luxury designer look and provides a turnkey benefit to your tenants.

Simple, cost effective touches such as accent walls, help create more unique and memorable spaces.

Inspirational images. Subject to change.



Economic Overview

HISTORICALLY LOW RATES FOR LONGER: NATIONWIDE

Historically low interest rates, which are currently near zero, may be needed for several years according to the Federal Reserve Board. The low interest rates are one of the primary factors fueling a tremendous real estate boom. In July, the Federal Reserve adopted a historic shift in its approach to interest-rate policy that places more emphasis on boosting employment and allows inflation to rise above the Fed's 2% target during economic expansions, **keeping rates lower for longer**. In the current COVID-19-induced economic downturn, the new, long-awaited policy likely would keep rates near zero for several more years, economists have said¹.

Not enough homeowners are selling and homes are not being built fast enough to meet demand, creating a severe shortage of housing inventory.

"US housing is one of the best money-making opportunities today. Last month [July 2020], average home sale prices spiked 6% - This marks 100 straight months of gains. We have a serious housing shortage in America today. Remember, the most important driver of home prices is supply and demand. Today, supply is tight." – Forbes, 2020



"Goldman Sachs supports the bank's earlier prediction that the central bank will keep rates low until about 2025.

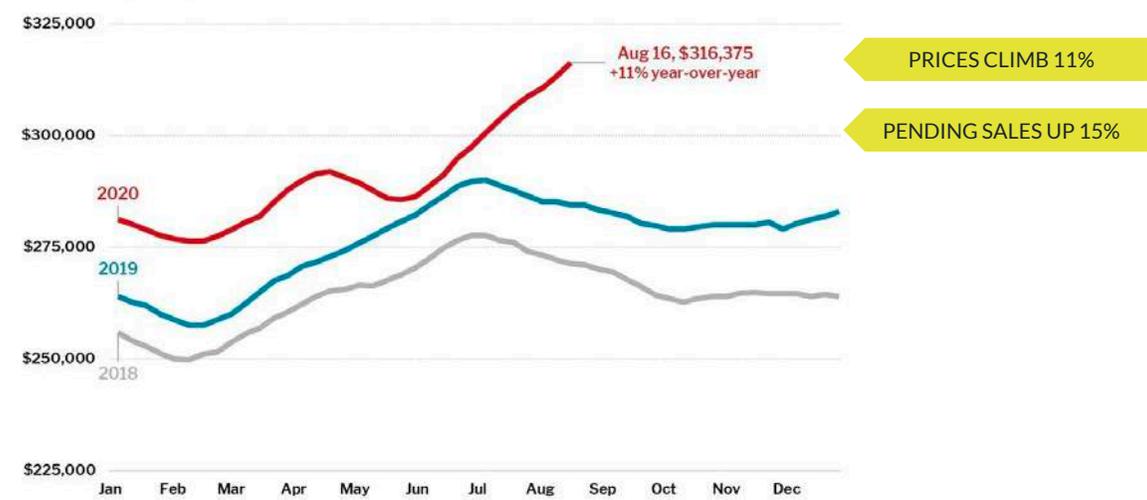
With record numbers of house hunters entering the market, it all but guarantees the housing boom has YEARS left to run."

– Forbes, August 2020

Sources: 1) Forbes, Fed Won't Raise Rates Until 2025, Goldman Sachs Predicts, Aug 2020; 2) Redfin analysis of MLS data.

RECORD-BREAKING HOUSING MARKET CONTINUES

HOME SALE PRICES CLIMB FURTHER, HIT ANOTHER NEW HIGH²
 4-week rolling average of the median sale price of homes sold



The strength in the home-building sector underscores the uneven nature of the economic recession, which has hit low-wage workers especially hard. While millions of workers have lost their jobs in recent months, those who are still employed have saved more money due to the pandemic and can take advantage of record-low mortgage interest rates.

Home builders' positive outlook is a sharp turnaround from early spring, when COVID lockdowns forced construction sites to halt in some parts of the country and builders swiftly cut spending on land acquisitions and new projects. U.S. home-builder confidence rose in August to match the record high last reached in 1998, according to the National Association of Home Builders.

Strong absorption, steady search activity and the best rental rate performance in Texas translated into a stellar third quarter for San Antonio's apartment market. Vacancies compressed despite the global pandemic, and a relatively limited supply pipeline – at least compared to the other major Texas markets, sets San Antonio up for outperformance over the next few years

COSTAR / VALBRIDGE, DEC 2020

TEXAS: AMERICA'S ECONOMIC ENGINE

WORLD'S 9TH LARGEST ECONOMY

#1

Best State for Business

Texas Economic Development Corporation, 2020

#1

Exporter in the U.S.

U.S. Census Bureau, 2019

#1

Corporate Tax Environment

Area Development, 2019

#1

Exporting State for 18 Years

U.S. Census Bureau, 2019

#1

Best State for Jobs Added

U.S. Bureau of Labor Statistics, 2019

#10

World's Largest Economy

U.S. Census Bureau, 2019

#1

Tech Exporting State for 7 Years

U.S. Census Bureau, 2019

#1

State for Population Growth

U.S. Census Bureau, 2019

#1

Destination for Company Relocations

Dallas Fed, 2019

#1

Best State for Rail Miles

Association of American Railroads, 2019

#1

Largest Workforce in U.S.

U.S. Census Bureau, 2019

#1

Best State to Start a Business

WalletHub, 2019

Economic Overview

TEXAS: AMERICA'S ECONOMIC ENGINE

The 2020 U.S. Census will likely confirm that the region's four largest cities, Houston, San Antonio, Dallas and Austin, are among America's 10 largest, the first time that a single state has had four of the top 10. Fort Worth is close behind, as America's 13th largest city. The Triangle is home to 48 Fortune 500 headquarters. If it were a nation, it would be the world's 15th largest economy. **(Texas as a whole is the world's 9th largest economy)** Among the drivers of the Triangle's success is its exceptionally diverse economy. The region's strong positions in business services, finance and health care alongside its historic dominance in energy have helped shield it from downturns in particular sectors.

Over 14 million strong, Texas' civilian workforce is the second largest in the nation and continues to be the fastest growing.



AUSTIN-SAN ANTONIO CORRIDOR: MEGA-REGION

The Austin-San Antonio Corridor is one of the fastest-growing regions in the nation, currently home to 4.5 million people and expected to grow to 6-7 million people by 2030. Nowhere in the U.S. do two metros growing this rapidly – San Antonio is No. 2 and Austin is No. 3 in population growth over the last year – exist in such proximity.

Source: 1) Austin Business Journal, Austin-San Antonio corridor population will explode by 2030, November 2015.

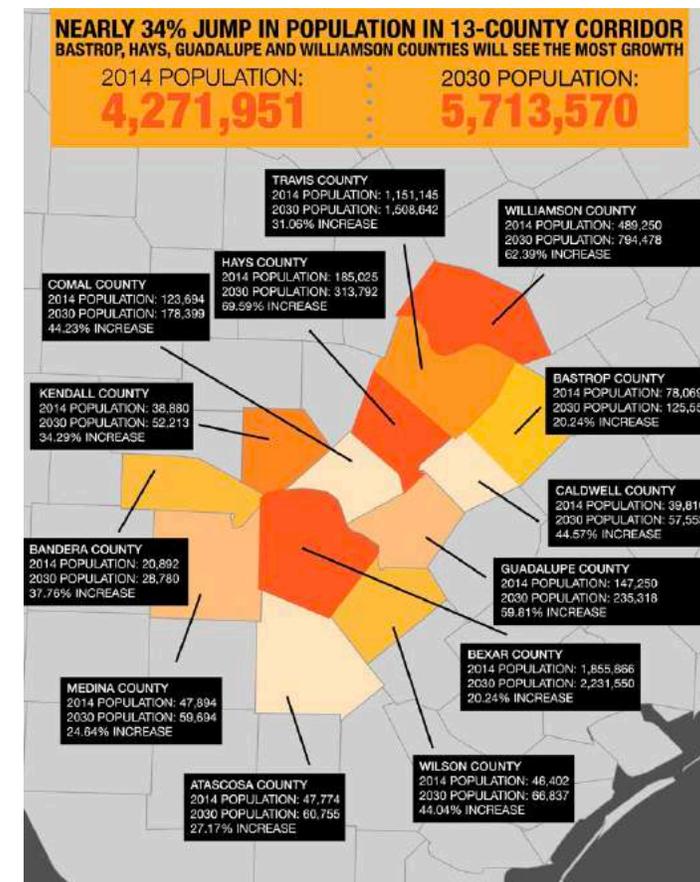
WHAT WILL THE AUSTIN-SAN ANTONIO CORRIDOR LOOK LIKE IN 2030?¹

Based on U.S. Census estimates¹, the combined population of the 13 counties in the Austin-San Antonio corridor will grow by 34% by 2030, rising from a 2014 population of 4.2 million to 5.7 million.

With a combined \$278 billion in gross domestic product (GDP) of the two metropolitan areas today, the economy of the Austin-San Antonio Corridor is comparable to the current economy of Egypt.

Over the next 50 years, Austin and San Antonio is expected to become a single mega-metro area, which will provide greater connectivity to serve the increasing interdependence and joint economic potential as the two cities grow together.

As the two cities set a twenty-first century example together, the Corridor will evolve overtime and be known worldwide as a center of art, commerce, technology and innovation.



The region around Highway 35 is called the Hill Country, and although it does not seem so curvy to a Californian, it is some of the very nicest land in the state of Texas, attracting a growing coterie of wealthy boomers seeking rural retreats. It also turns out to be a growth corridor that is expanding more rapidly than any other in the nation. The area is home to three of the 10 counties with more than 100,000 residents that have logged the fastest population growth in the country since 2010.

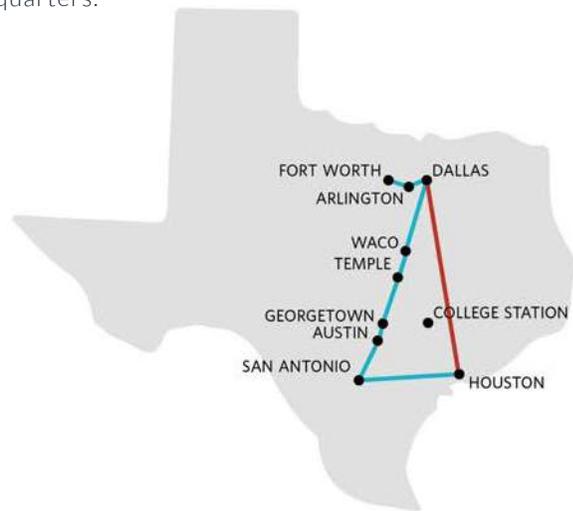
Economic Overview

THE TEXAS TRIANGLE

One of the key reasons Texas' economy is weathering the COVID-19 storm better than most is the region's resilience due to an increasingly cohesive, powerful economic system: the Texas Triangle, stretching from North Texas to Austin and San Antonio in the southwest, with Houston anchoring the southeast corner.

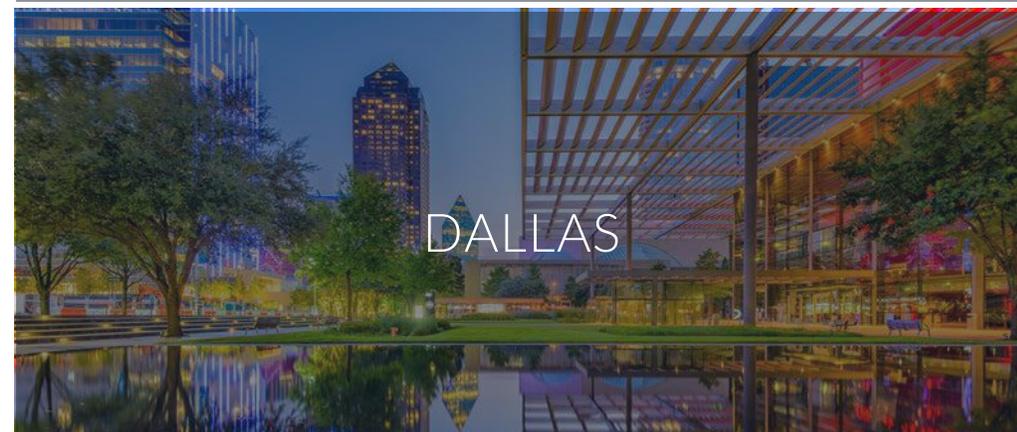
Around the world, mega-regions are where the action is. The Texas Triangle stands out among America's mega-regions in numerous respects. In demographic and economic terms, it's younger, less white, more Hispanic, more economically expansive, more lightly taxed, and more permissive in business and land-use regulations than other mega-regions. The Triangle's population grew some 50% from 2000 to 2020 – far ahead of most other mega-regions – and now exceeds 19 million.

The Triangle is home to 48 Fortune 500 headquarters.



In the third quarter, San Antonio had one of the strongest absorption figures in the country, both on a nominal and percentage basis. About 2,200 units were absorbed, the highest single quarter for absorption since the turn of the century.

COSTAR / VALBRIDGE, DEC 2020



TEXAS AT A GLANCE



9TH LARGEST ECONOMY IN THE WORLD*

*IF TEXAS WERE A NATION

27 COMMERCIAL AIRPORTS

16 SEA PORTS

NO PERSONAL OR CORPORATE INCOME TAX



TEXAS IS THE LARGEST ENERGY-PRODUCING STATE IN THE NATION

11 INTERSTATE HIGHWAYS

32 FOREIGN TRADE ZONES



46 FREIGHT RAILROADS

624 MILES OF COASTLINE



TEXAS IS THE LEADING DESTINATION FOR COMPANIES RELOCATING FROM OTHER STATES

#1 JOBS CREATOR IN THE NATION

In 2019, Texas added **342,800 JOBS**

#1 U.S. EXPORTER FOR 18 YEARS IN A ROW

\$331B IN 2019

14 MILLION PEOPLE IN THE CIVILIAN LABOR FORCE

TEXAS' HIGH SCHOOL GRADUATION RATE IS AMONG THE TOP 5 HIGHEST IN THE NATION, WITH AN 89.7% COMPLETION RATE

TEXAS LEADS THE NATION IN HIGH TECH EXPORTS FOR THE 7TH CONSECUTIVE YEAR

THE LONE STAR STATE IS HOME TO **50** FORTUNE 500 COMPANY HQs

THE WORLD'S 9TH LARGEST ECONOMY

Workforce to industry base, Texas' sheer size makes it an unrivaled powerhouse in the global economy.

In fact, if it were a country, Texas would be the 9th largest economy in the world, ahead of Australia, Mexico, Spain and Russia. Companies continue to flock to the Lone Star State to tap into the nation's second-largest civilian workforce of 14 million, world-class infrastructure with international access by land, sea and air, and more. It's no wonder that Texas is the leading state for GDP, exports, population growth and job creation.



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Revised: May 2020

Economic Overview

SAN ANTONIO MSA'S EXPANDING ECONOMY

OVER
1.14M JOBS



AND MANY MORE...

#7

City with Largest
Population in U.S.
- Forbes, 2020

#1

Highest Income Growth
(Since 2005)
- New Geography, 2017

#3

Best Home Price
Growth
- FHFA, 2019

#2

Best City for Economic
Growth Potential
- Business Facilities, 2019



#2

Highest Millennial Growth
- Time, 2017

#2

Best City to Start a Business
- WalletHub, 2017

#1

Hottest Single Family
Market
- Ten-X, 2017

#1

Most Prepared Cities
For Recession
- Moody's, 2019

#6

City with Most
High Wage Jobs
- Forbes, 2019

Commonly known as “the heart of Texas”, San Antonio has consistently led the nation in economic growth and stability over the last several years. Among Texas’s “big four” metro areas – Houston, Dallas, Austin and San Antonio – there is a rejuvenated buzz about the Alamo City. Building upon its rich history and authentic culture, San Antonio stands out as an opportunity city celebrated for its attractive quality of life, emerging culinary and arts scene and affordable cost of living.

Its economic base is diverse and strong, with major business clusters including aerospace & aviation, financial services, food products, health research, information technology, insurance, military and tourism. Major employers include H-E-B, IBEX Global, Rackspace, Southwest Research Institute, Standard Aero, Toyota Motors, Tyson Foods, USAA and Valero Energy.

Economic Overview

WHAT MAKES SAN ANTONIO “RECESSION-RESISTANT”?

No city thrives in the wake of a recession; however San Antonio has proven its ability to weather national economic crises better than other metros. From housing markets, unemployment rates, as well as proximity to government centers and universities, to livability, San Antonio is considered relatively “recession-resistant”. This metro doesn’t just offer stability during economic turbulence, but it is also a vibrant, positive place to live, no matter how the financial markets are performing.

According to a Moody’s Investor Service study, **San Antonio is considered to be most prepared for a recession.** In fact, Moody’s looked at the largest 25 U.S. cities and used four main factors to determine how prepared a city was for recession - fiscal volatility, reserve coverage, financial flexibility and pension risk. **San Antonio’s bond ratings are also among the highest of any major city in the U.S** – further evidencing the strength of this city.

STRONG ECONOMY

San Antonio has one of the most robust economies in the country due to a diverse industry base; Aerospace, Financial Services, Government and Military, Health Care & Bioscience, Hospitality & Entertainment, Information Technology, Manufacturing and Telecommunications.

Today San Antonio is viewed as a city of steady growth and tremendous investment opportunities, both nationally and globally. A highly qualified, educated workforce and unmatched cultural mix also position San Antonio as a hot spot for international business.



San Antonio will be a seller’s market in 2020, according to the San Antonio Board of Realtors. But it’s not just real estate agents claiming the housing market in San Antonio is hot. Both Forbes and Curbed also list the San Antonio metro area as one of the best real estate markets in the U.S. this year.

2020 ACHIEVEMENTS

San Antonio in recent years has built a firm economic bedrock. Boasting the gains that San Antonio has made, including building a nascent automotive manufacturing cluster on the South Side, developing a robust cybersecurity industry and investing in life sciences and biotechnology. **Pre-pandemic, unemployment rate in San Antonio was 2.8%, approaching a 20-year low.**

SAN ANTONIO...

- ✔ Ranked No. 1 Cyber City in the U.S. (Business Facilities 2020 Metro Rankings)
- ✔ Leads the world as a creative community.
- ✔ Is the safest big city in America: proactive prevention programs, responsive enforcement efforts, and high state of disaster readiness result in low levels of crime and a high sense of personal safety.
- ✔ Is recognized as a business leader prospering through innovation in 21st century industries.
- ✔ Orchestrated one of the greatest turnarounds in education in the United States.
- ✔ Is renowned as the best city to raise a family.
- ✔ Residents are among the healthiest in the country
- ✔ Is known for its cohesive neighborhoods with compelling and unique personalities.

RESILIENT AAA RATED ECONOMY

AAA

S&P Global
 Ratings

According to a recent study by Moody’s Investor Services, San Antonio is considered to be “most prepared” for a recession. Moody’s looked at the largest 25 U.S. cities and used four main factors to determine how prepared a city was for recession -- Fiscal volatility, reserve coverage, financial flexibility and pension risk.

In fact, San Antonio’s bond ratings are among the highest of any major city in the U.S. and the only city with more than 1 million people to do so through the three leading financial rating agencies: Standard & Poor, Fitch, and Moody.

Economic Overview

SAN ANTONIO MSA EMPLOYMENT

San Antonio's powerhouse employers support a healthy and diverse economy – a blend of well-established financial services, rapidly growing life sciences, a booming new energy sphere, a flourishing cybersecurity and technology field and a robust manufacturing sector that produces everything from aircraft to Toyota trucks. The city's central location has made it the hub for trade and export throughout the U.S., North and South America. San Antonio's employment in December 2018 was 1,150,484 compared to 1,136,835 in December 2017.

LARGEST EMPLOYERS IN THE HOUSTON REGION

(ranked by number of full-time equivalent AR employees)

#1

JOINT BASE SAN ANTONIO (THREE MILITARY BASES)
80,000

#2

H-E-B
20,000

#3

USAA
18,300

#4

RANDOLPH AIR FORCE BASE
11,000

#5

METHODIST HEALTHCARE SYSTEM
9,600

#6

TOYOTA / RELATED SUPPLIERS
6,500

#7

HARLAND CLARKE
5,000

#8

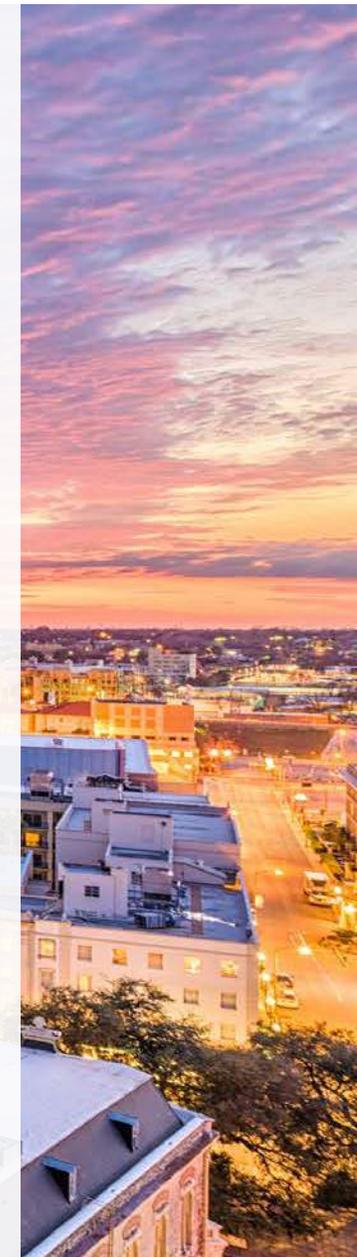
WELLS FARGO
5,000

#9

JP MORGAN CHASE
5,000

#10

RACKSPACE
2,000



Economic Overview

SAN ANTONIO: DYNAMIC ECONOMY WITH CONTINUED GROWTH

San Antonio has enjoyed steady employment growth and “low” unemployment. Unemployment in the San Antonio MSA has remained relatively low when compared to the statewide and national rates during the last four years.

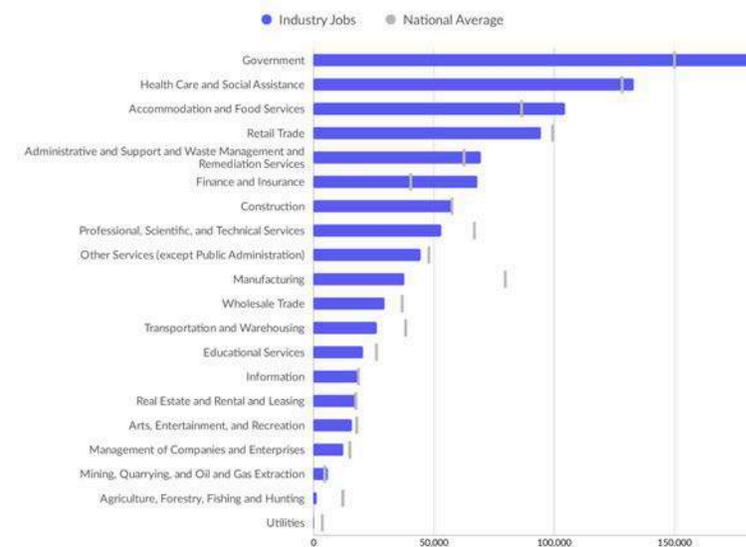
Employment by Industry¹

Industry	2020 Estimate	Employment
Agriculture / Mining	18,246	1.60%
Construction	102,631	9.00%
Manufacturing	69,561	6.10%
Wholesale Trade	25,088	2.20%
Retail Trade	123,157	10.80%
Transportation / Utilities	60,438	5.30%
Information	17,105	1.50%
Finance, Insurance & Real Estate	102,631	9.00%
Services	563,331	49.40%
Public Administration	57,017	5.00%
Total	1,140,347	100.0%

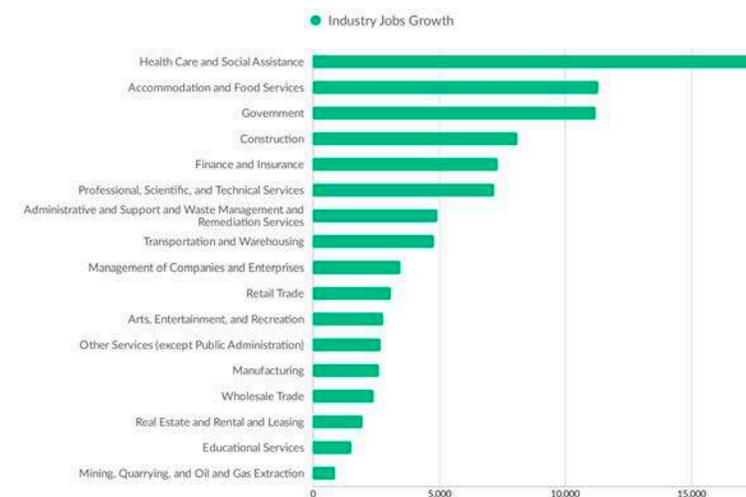
San Antonio relies on commercial trade, service, government employment, and manufacturing, which results in a more balanced economy than other Texas cities that may rely on one dominant industry such as technology or oil. However, the Eagle Ford Shale oil and gas play occurring in South Texas has had a notable impact on employment figures for the San Antonio and South Texas market area. The chart below outlines employment statistics for the San Antonio MSA.



MORE LOW RISK JOBS COMPARED TO THE NATION



SAN ANTONIO: FASTEST GROWING INDUSTRIES



WORLD CLASS METROPLEX

According to Business Facilities’ 15th Annual Rankings Report (2019), San Antonio was ranked No. 2 among large metros for Economic Growth Potential. The list tracks factors including job growth, economic data and tech opportunities. No single industry dominates the metro either.

San Antonio has been called an “overachiever” when it comes to job growth, consistently outperforming the U.S. average over the last several years. In fact, the Federal Reserve Bank of Dallas reports that the San Antonio Business-Cycle Index expanded at its fastest rate since 2016, with job growth surging despite a tight labor market.

San Antonio has the highest growth rate of the top 10 largest U.S. cities between 2010 and 2019; and is the 2nd most populated city in Texas and the Southern U.S. By 2040, San Antonio’s population is expected to increase by ~1 million people and by 2050, increase by ~1.6 million. San Antonio ranks #4 most popular city for millennials with 14% growth in last decade. Home to 360K millennials

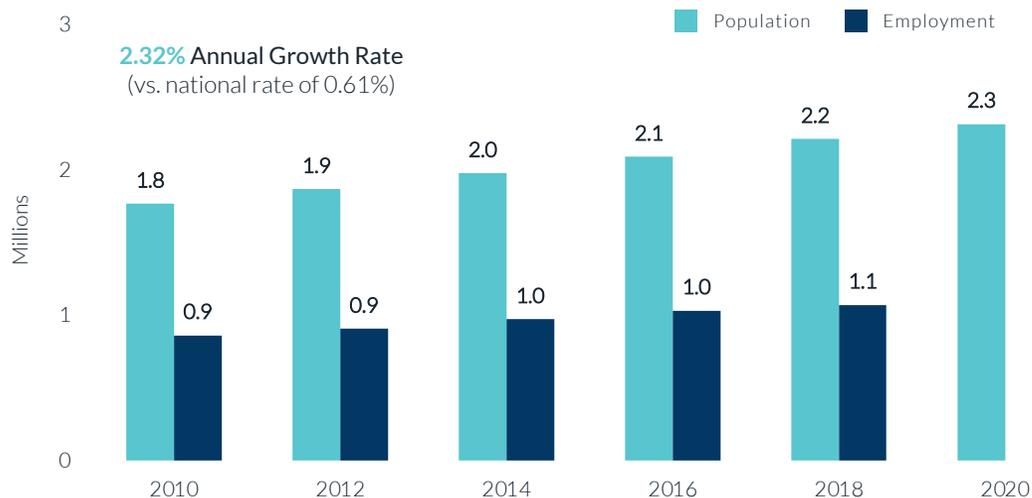
Source: 1) Site-to-Do-Business (STDB Online).

Economic Overview

A GREAT GLOBAL CITY

San Antonio is the 7th largest city in the nation and is home to more 2.5 million people living in the metropolitan area.” [Roofstock]. In addition to being one of the fastest growing cities of the last decade, it was the fastest growing of the top ten largest cities in the United States from 2000 to 2010, the second fastest from 1990 to 2000, and has over 20 million tourists visit the city and its attractions every year, contributing substantially to its economy. An average of 66 people move into the San Antonio metropolitan area each day. By 2040, San Antonio's population is expected to increase by ~1 million people.

SAN ANTONIO POPULATION CONTINUES TO EXPLODE



7th
Largest U.S. City

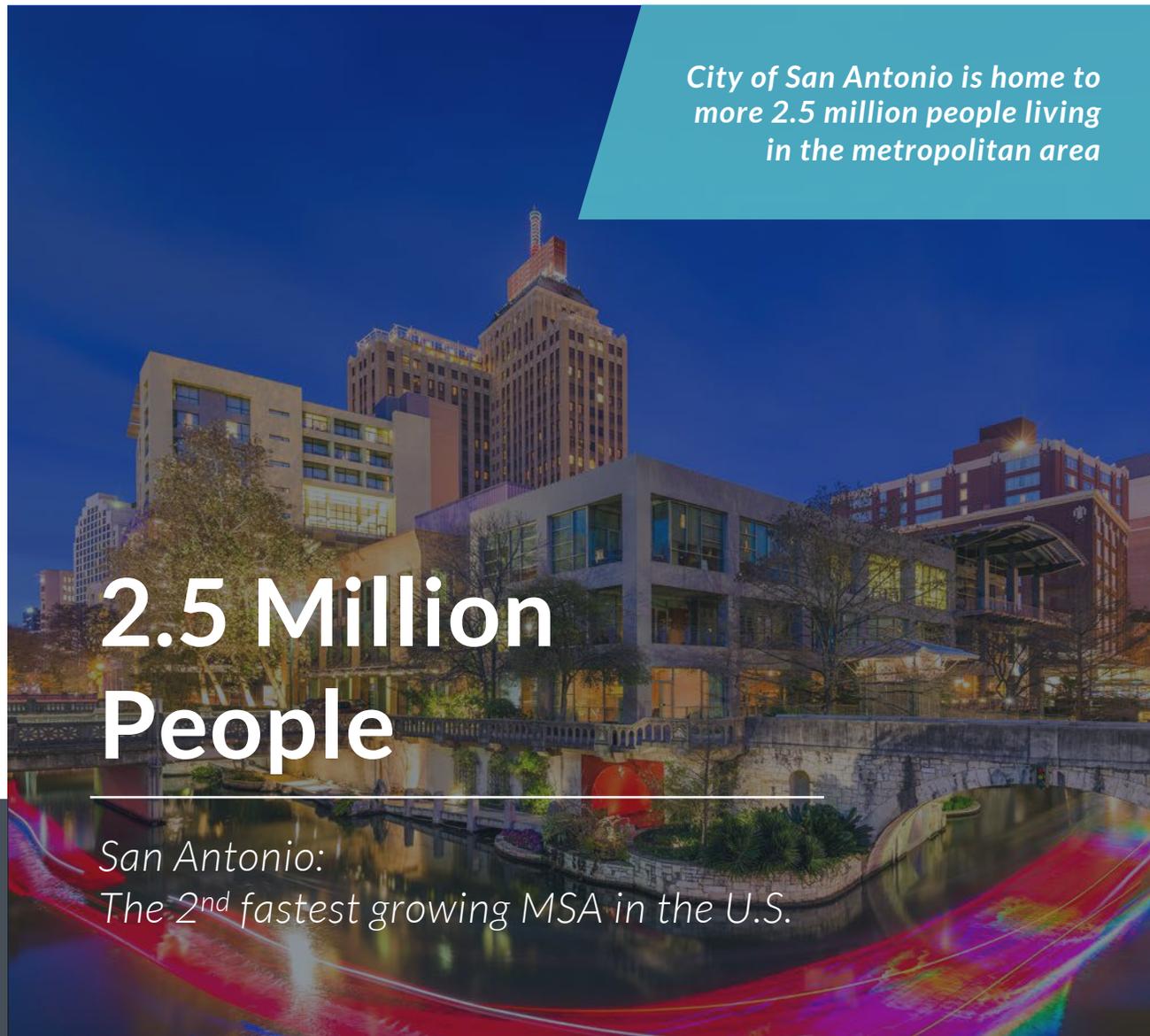
2nd
Most Populated City in Texas

1.6 Million
Expected to Move to Bexar County by 2050

12.4K
New Millennials
(2018)

2nd
Fastest
Growing City in
the Nation
(Austin # 3)

City of San Antonio is home to more 2.5 million people living in the metropolitan area



2.5 Million People

San Antonio:
The 2nd fastest growing MSA in the U.S.

Economic Overview

SAN ANTONIO: REAL ESTATE MARKET

Home values in San Antonio increased by 4.5% last year and by more than 55% since February 2012 based on the Zillow Home Value Index.

According to a report from San Antonio Board of Realtors, “San Antonio housing market reports **whopping 32% jump in sales over September 2019 with 3,623 homes were sold – that’s almost 1,000 more homes sold than the previous year.** The average San Antonio home price clocked in at \$310,202 last month, **up 16% from a year ago.**”

New construction is on overdrive in the metro area, but there’s still not enough supply to meet the demand for housing. The San Antonio Express-News reports that although builders could **begin work on nearly 15,000 new homes this year**, demand still far outpaces supply.

As reported by Forbes, “How Best To Invest In Texas Real Estate In 2020”, San Antonio was ranked 3rd best Texas market for real estate investors thanks to strong job growth, rising home prices and price/rent ratio of 21, which puts the market high on the list for rental property investors. Generally speaking, markets with a price/rent ratio of less than 15 are more favorable for buying a home, while price/rent ratios of 16 or higher indicate it’s better to rent than own.

Rents in San Antonio increased by an average of 2% over the past year, according to RENTCafé.



MULTIFAMILY BOOM

Other than one other city up I-35 (Austin), more apartments were built in San Antonio than any other city in the nation in the first half of 2020. In fact, San Antonio had the strongest rent performance since March 2020 of any major Texas metro and investment has come rushing into the city, both in the form of development, followed by acquisitions of new, well-leased properties.

As COVID continues to stall significant economic growth, apartment demand has been robust. In Q3, San Antonio had one of the strongest absorption figures in the country. About 2,200 units were absorbed, the highest single quarter absorption since the turn of the century. A relatively limited supply pipeline sets San Antonio up for outperformance over the next few years.

CAP RATES

Average Class A Cap Rates, as shown by Costar and HFF are at 4.5 - 5.5% and according to Costar have been trending down for the last decade. From a Cap Rate perspective, San Antonio and especially a new UT Health/STMC focused Class-A product may sell for a Cap Rate of 4.25% in 3-5 years (especially given the current COVID vaccine timelines and the fast growing requirement for medical services as a result of the pandemic). HFF 2020 cap rate forecasts for San Antonio urban multifamily are as follows:

Class-A: 4.50-5.50%

Class-B: 5.25-6.00%

Class-C: 5.50%+



“The pandemic has catalyzed mass migration from places like New York and California to states like Texas. New York & California are the land of the flee, and Texas is the land of the free.”

Economic Overview

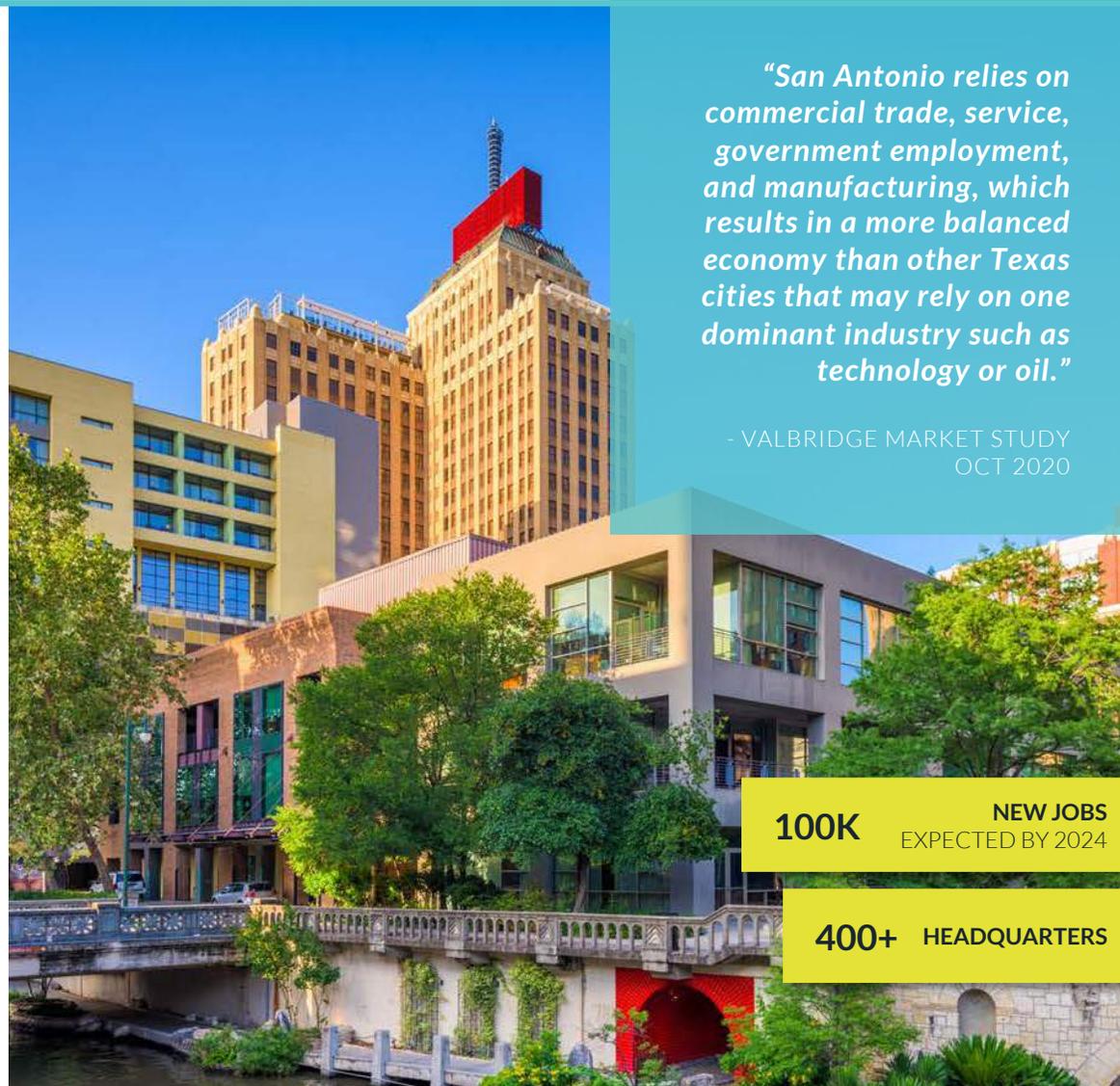
YOUTHFUL, DIVERSE TALENT

The San Antonio metro area of 2.5 million people, is one of the most racially and ethnically diverse region in the nation. San Antonio is also one of the nation's best cities for millennials. Millennials, age 25-34, make up the largest percentage of the adult population in the metro area, according to the most recent data from the U.S. Census Bureau. Their social, economic, and political power have created enormous interest among companies and municipal areas that wish to attract and retain well-educated millennial employees and residents.



AFFORDABLE HOUSING AND LIVABLE INCOME

San Antonio has one of the lowest overall cost of living among the nation's 20 most populous metros. After taxes, living costs are 14% below the average for all major U.S. metros. Texas is one of the few states that does not have an individual income tax, and ranks 8th for lowest individual taxes by CNN Money. Furthermore, San Antonio has one of the lowest personal and per-family tax burdens among major U.S. cities. The Cost of Living Index for 2018 shows San Antonio has been previously ranked as "America's Biggest Cheap City".



“San Antonio relies on commercial trade, service, government employment, and manufacturing, which results in a more balanced economy than other Texas cities that may rely on one dominant industry such as technology or oil.”

- VALBRIDGE MARKET STUDY
OCT 2020

100K NEW JOBS
EXPECTED BY 2024

400+ HEADQUARTERS

Investment has come rushing into the city, both in the form of development, followed by acquisitions of new, well-leased properties. Pricing is up as well across the quality spectrum as the search for yield continues in today's multifamily environment.

COSTAR / VALBRIDGE, DEC 2020

Economic Overview

HIGHER EDUCATION

The San Antonio area is home to 15 colleges and universities with a total student population of more than 160,000, including Texas State University, Texas A&M University-San Antonio, and the Alamo Community College District.

San Antonio is undergoing a massive expansion in education. In fact, the University of Texas at San Antonio (UTSA) plans to quadruple the size of downtown campus in the next decade, making it the largest higher education provider in South Texas, and awards over 10,000 degrees and certificates annually in advanced materials technology, supply chain management, computer programming, energy technology and more. UTSA offers students an excellent education with 157 degree programs (67 Bachelor’s degrees, 65 Master’s degrees and 25 Doctoral degrees).

Founded in 1969, UTSA is the third largest university in Texas and contributes over \$1.2 billion to the San Antonio economy, and employs almost 7,000 faculty and staff. Alamo Colleges District enrolls more than 98,000 students across its five San Antonio colleges. According to its 50th anniversary strategic planning framework, UTSA projects a 36% growth rate in enrolments over the next 8 years.



By 2020

\$100M	Total Research Expenditures
214	Ph.D. Degrees Awarded

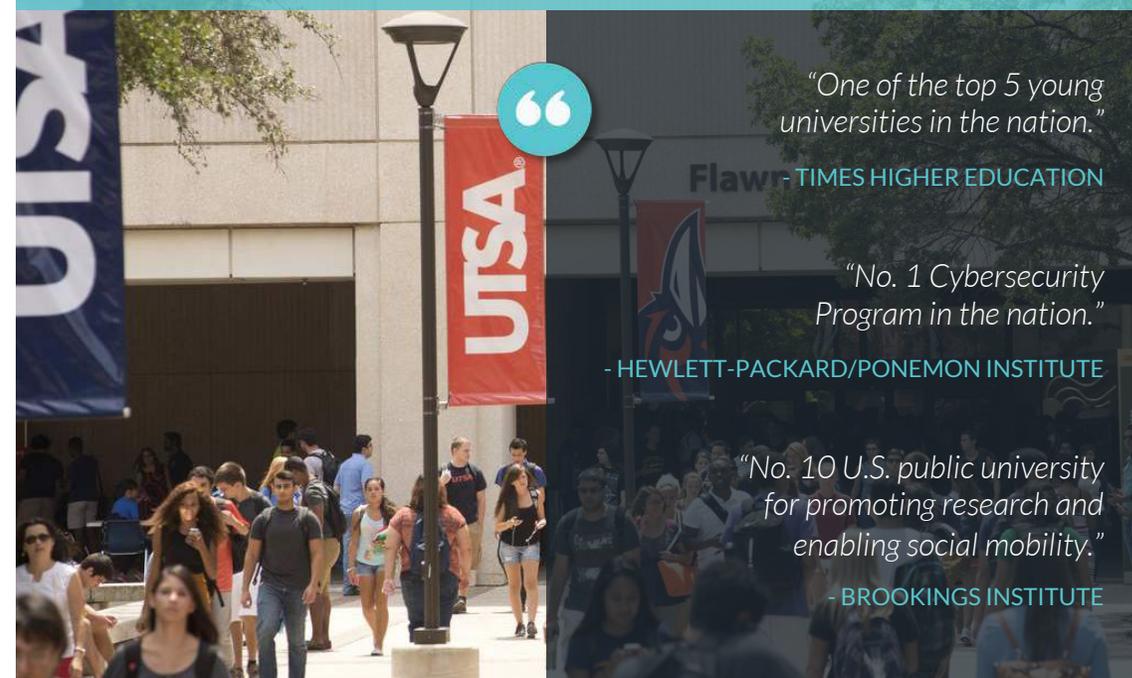
By 2023

85%	Students Returning for Sophomore Year
35%	4-Year Graduation Rate
65%	6-Year Graduation Rate
55%	Freshman in Top 25% of Class

By 2028

45,000	Total Enrolment
\$400M	Endowment
3	Million Sq. Ft. of New Construction
75%	Students in Experiential Learning
20:1	Student-to-Faculty Ratio
<\$20K	Average Student Debt

By 2028, UTSA Expects to See 45,000 Students and 2,000 Faculty Members Across Campuses



Economic Overview

UTSA RANKED SECOND SAFEST IN TEXAS¹

A new report looking at the safety and security of America’s college campuses has named UTSA as the nation’s No. 2 safest university in Texas and No. 30 safest in the nation. UTSA was recognized for its proactive measures to protect students, faculty, staff and visitors on campus.

ASecureLife, a smart home and security company that researches and reviews the security industry, ranked the 100 most secure college campuses in the country. To develop the ranking, the company researched, interviewed and analyzed 10 years’ worth of crime data from 320 four-year public and nonprofit colleges in the U.S., focusing on schools that offer student housing and have an average annual enrollment of 10,000 students or more. It looked at the number of criminal offenses on campus including assault, robbery and burglary from 2007 to 2017.

They found that UTSA had fewer property crimes on campus and safety initiatives in place to protect students compared to most colleges and universities.



UTSA named a global leader in natural sciences research output

Source: 1) UTSA Today, UTSA named one of the nation’s safest college campuses, 2020.

UTSA 2019 AWARDS

- ✓ Named one of nation’s safest college campuses
- ✓ top university in natural sciences research
- ✓ Civil engineering ranks nation’s most affordable
- ✓ One of top young universities in the world
- ✓ Top university for U.S. patents granted

NO RENT CONTROL

No rent control exists in Texas (and for political reasons, Texas is not likely to). As rent control is more widely adopted in coastal cities, there is an ever-increasing investor demand for high-quality properties.

STUDENT AND WELLNESS LIVING

Botanica is a Health & Wellness development, which is even more relevant for medical students and staff due to their ‘awareness’ of the requirements for wellness and healthy living options, especially in the “post-COVID” age.

The largest employer in San Antonio, USAA, with more than 14,000 employees, is located only 1.7 miles from Botanica Oak Hills. Additionally, the South Texas Medical Center and the University of Texas at San Antonio (UTSA) provide stable apartment demand. The nearly 3,000 beds on campus accommodate less than 10% of the student body, meaning that more than 26,000 students live off campus each year. About 2,600 student housing units exist near the campus, mostly concentrated in the College Park neighborhood. **Even if each unit were filled to capacity, student housing would accommodate less than 30% of the spillover demand from the UTSA student body, which means demand for student housing is strong.**

The proposed Botanica Oak Hills target tenant is the most ‘elite’ graduate students, medical students, residents, and young doctor and nursing professionals of UT Health Science Center and the STMC. It is noted that Botanica residences will be of much higher quality and design than standard student housing product.



“The master plan will have a multiplier effect: advancing academic excellence, promoting socioeconomic vibrancy in surrounding communities and amplifying economic development for the city of San Antonio.”

- UTSA \$500 MILLION MASTER PLAN

Economic Overview

UTSA \$1.37 BILLION DEVELOPMENT PIPELINE

UTSA is moving forward a pipeline of 34 major projects (23 new construction and 11 renovations of current buildings) over the next 4 years amounting to over \$1.37 billion in expenditures.

Type	Project	Completion	Budget
Infrastructure	General Campus Infrastructure	Jun 2024	\$2.6M
Infrastructure	Infrastructure Rehabilitation & Renovation	Nov 2024	\$32.0M
Infrastructure	North Thermal Energy Plant (NTEP) Chiller #3	Nov 2019	\$2.8M
Land Acquisition	Downtown Campus Land Acquisition	Jul 2024	\$10.0M
New Construction	Arena-Convocation Center	Nov 2024	\$93.0M
New Construction	Athletics Complex Phase IV	Nov 2024	\$62.0M
New Construction	Band Hall Annex & Practice Flex Project	Nov 2024	\$27.0M
New Construction	Bio-Safety Level III Laboratory	Nov 2024	\$52.0M
New Construction	Business Building	Sep 2020	\$126.0M
New Construction	Cattleman's Square Residence Hall	Nov 2020	\$69.0M
New Construction	College of Education & Human Development	Sep 2024	\$50.5M
New Construction	Design, Construction & Urban Planning Building	Sep 2024	\$56.3M
New Construction	Garage #4	Jul 2024	\$40.0M
New Construction	Guadalupe Hall	Sep 2019	\$43.6M
New Construction	Honors Residential College (Phase I)	Nov 2019	\$45.0M
New Construction	Library & Students Collaboration Center	Sep 2024	\$67.5M
New Construction	National Security Collaboration Center	Aug 2019	\$33.0M
New Construction	New Child Development Center (CDC)	Jan 2024	\$12.0M
New Construction	New Warehouse & Offices for Purchasing & Distribution	Nov 2024	\$4.0M
New Construction	Park West Athletics Complex Team Building	Nov 2019	\$10.0M
New Construction	Performance and Event Center	Jul 2024	\$30.5M
New Construction	Roadrunner Athletics Center of Excellence (RACE)	Nov 2019	\$34.0M
New Construction	Roadrunners Village & TriCentennial Innovation Park	Nov 2019	\$100.0M
New Construction	School of Data Science	Sep 2018	\$57.0M
New Construction	School of Entrepreneurship and Innovation	Sep 2024	\$35.0M
New Construction	Student Success Center	Nov 2019	\$55.4M
New Construction	Urban Education Institute	Sep 2024	\$60.0M
Repair & Renovation	Arts Building Renovation	Aug 2024	\$31.0M
Repair & Renovation	Arts Building HVAC Systems Upgrade	Apr 2024	\$2.1M
Repair & Renovation	Chaparral Village I-Fire Alarm System Upgrade	May 2024	\$1.3M
Repair & Renovation	Convocation Center Electrical Branch Panel/Trans/Light	Jul 2024	\$2.1M
Repair & Renovation	Institute of Texan Cultures (ITC) Renovation	Nov 2019	\$35.0M
Repair & Renovation	John Peace Library - HVAC System Upgrade	Jun 2024	\$2.1M
Repair & Renovation	McKinney Humanities Capital Renewal	Aug 2024	\$33.0M
Repair & Renovation	Multidisciplinary Studies Building HVAC System	Jun 2024	\$5.2M
Repair & Renovation	Peter T Flawn Building Renovations and Adaptive Reuse	Aug 2024	\$44.0M
Repair & Renovation	Renovation at various buildings: MH, FLN, MS, BSB	Nov 2024	\$2.1M
Repair & Renovation	Upgrade Teaching Space Access Infrastructure	May 2024	\$1.3M
UTSA SUBTOTAL			\$1,369.3M



\$95M SCIENCE & ENGINEERING BUILDING
LARGEST CONSTRUCTION PROJECT

153,000 SQUARE FOOT



BECOMING THE TOP CYBERSECURITY DEGREE IN THE WORLD

NEW CONSTRUCTION:
School of Data Science & National Security Collaboration Center

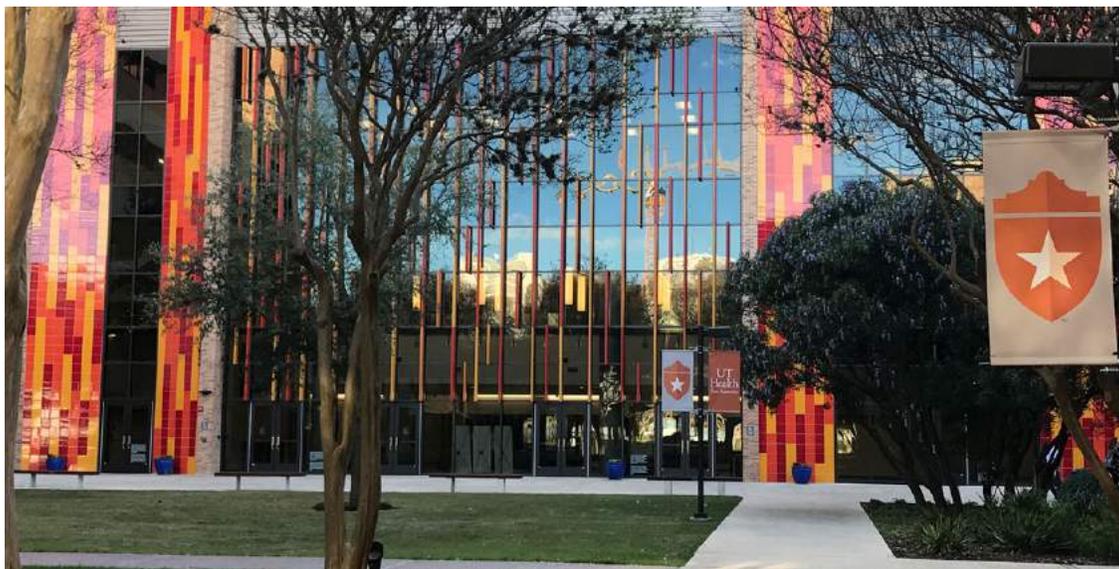
Economic Overview

UNIVERSITY OF TEXAS HEALTH SCIENCE CENTER

Located 0.6 miles from Botanica Oak Hills, the University of Texas Health Science Center in San Antonio is a state-funded academic institution located in the STMC area. A top ranked college, UT Health was awarded 5 badges in the 2021 rankings, including "Most Focused for Health Professions" (ranked 19 out of 1,681).

Based on a 2019 study by College Factual, UT Health graduates make an average of \$79,000 per year during their early years of employment, which is 98% more than the national average graduate salary of \$39,802 per year.

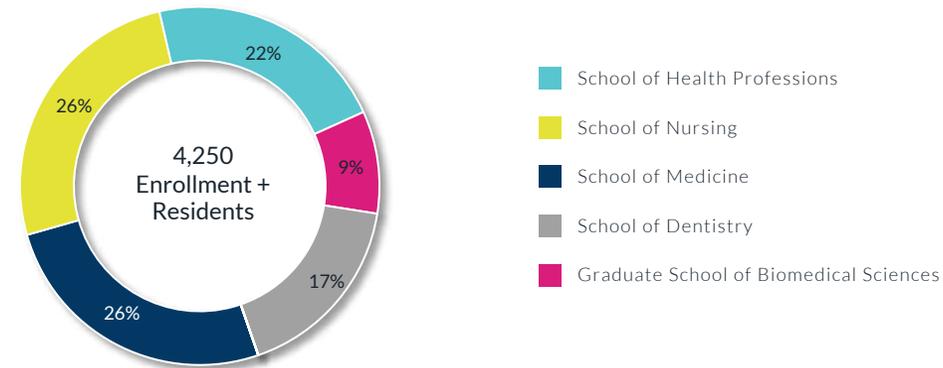
In 2018, the university served 3,952 students, and close to 63 percent came from outside Bexar County; this meant 2,492 students brought "new money" to the area and produced economic contributions for local businesses. Based on information from the university, 11 each student spent close to \$25,235, on average, that year. The total amount spent by these out-of-area students was estimated at \$62.9 million.



"These programs of excellence propelled this institution to become the chief catalyst of San Antonio's \$37 billion-a-year biosciences & healthcare industry."

- UT Health President

UT HEALTH SCIENCE BREAKDOWN



NEW HOSPITAL INVESTMENTS



A new \$430M state-of-the-art specialty and research hospital named "UT Health Science" will begin construction in Spring 2021 and take roughly three years to complete, expanding its role in medical research and its stature in comprehensive cancer care. **The hospital is expected to create 750 to 800 new jobs and accommodate 130 additional residency slots on the UT Health San Antonio campus.** This coincides with the expected sale and exit of the final units of Botanica Oak Hills and will add a surge of tenant demand, with

our project being the newest and most superior offering. The hospital is expected to boost the roughly \$300 million in research activity UT Health San Antonio conducts annually. The new hospital will house clinical trials and the sophisticated level of care needed to support such research, as well as highly complex immunological therapy.

A new \$500 million women and children's hospital located less than 1 mile away from Botanica Oak Hills named "University Health", which is expected to open in 2023 in line with our project and consist of a 12-story, 300 beds and 900 parking spaces.

Oak Hills Neighborhood

Pricing continues its steep increase and is now more than 20% above its previous cycle peak in 2007, and new institutional assets are selling at cap rates as low as 4.40%.

COSTAR / VALBRIDGE, DEC 2020



Oak Hills Country Club

Key Demographics of the Micro Neighborhood for Site

41%

Highly Educated:
41% of adults attained college degree or higher, compared to national average of 31%

66.4%

House Price Appreciation:
over the last decade within this submarket (Q2 2010 to Q2 2020)

62%

62% White Collar:
Residents employed in executive, management, office & professional occupations



10.8%

Income Growth:
in the last two years is indicative of an increasingly affluent neighborhood

10.2%

Population Growth:
within one mile in the last five years (approx. 2% annually)

343K

High-Paying Jobs:
(annual salary of \$75K+) located within 30 mins drive

Oak Hills Neighborhood

CLOSE TO EVERYTHING

5 MINS
WALK TO MEDICAL CENTER

Less than half a mile away, South Texas Medical Center spans 900 acres and employs 56,000+ medical & non-medical professionals – and continues to grow

8 MINS
TO PREMIER SHOPPING

Northstar Mall boasts 300 stores and five anchors for essentials. Spend a leisurely afternoon perusing the shops at La Cañera

8 MINS
TO THE GREAT OUTDOORS

Just 3.5 miles away, the Leon Vista Trailhead offers the perfect weekday hike. Explore further north in sprawling Eisenhower or Friedrich Wilderness Parks

16 MINS
TO VIBRANT DOWNTOWN

Go exploring in the diverse niches of downtown San Antonio Shops, dining and historical landmarks are just a short freeway ride away

12 MINS
TO ARTS & CULTURE

Cultural experiences are around every corner in San Antonio's thriving art community, such as the Historic Market Square Museum of Art and the Tobin Center for Performing Arts

18 MINS
TO THE LIVE ACTION

Living inside the central loop means your favorite musical acts, the beloved San Antonio Spurs and San Antonio Rampage are never far away at the AT&T Center

UPSCALE, PREMIUM NEIGHBORHOOD

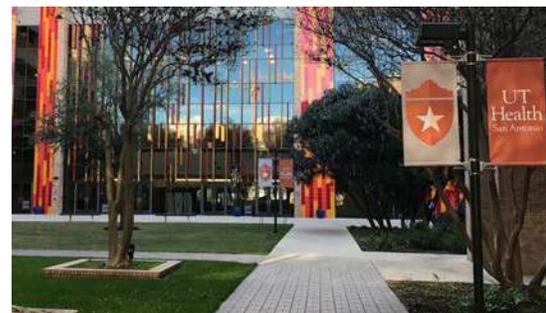
The Oak Hills micro-neighborhood is one of the more affluent suburbs in San Antonio with home prices predominantly in the \$400,000 to \$500,000 range. Homes close to the golf course and the Oak Hills Park, are \$600,000 to \$800,000, with multiple homes priced above \$1,000,000. There are many wealthy families living in the community, especially Oak Hills Country Club (OHCC) members wanting to be in close proximity to the club.

The median house value in Oak Hills is well over 50% more than San Antonio's average which would easily classify it as an upscale micro-neighborhood. It is also important to understand that San Antonio's median house price is approx. \$240,000 which means that a neighborhood with house values averaging \$450,000 and with some homes over \$1 million would be considered a very upscale location, populated by well-heeled residents. Similar Austin homes would easily be double to triple the value.

According to AreaVibes, Oak Hills real estate prices are 112% higher than the San Antonio average and that Botanica's location is one of the most highly amenitized in San Antonio with a score of A+ (highest score) due to its close proximity to numerous hospitality and recreational facilities.

Botanica Oak Hills is ideally located within proximity to the very best locations in Texas, including:

- ✔ **UT Health:** Huge expansion/growth and \$500M in investment during the next 3 years)
- ✔ **STMC:** The world-class 900-acre STMC has plans for huge expansion/growth in the next 3-4 years with \$947M worth of current development planned – increasing each month. STMC has received some of the largest investment contributions in South Texas, and is on the path to remarkable growth, which has only been further propelled by the onset of COVID.
- ✔ **Oak Hills Championship Golf & Country Club:** One of the most prestigious golf clubs in Texas.
- ✔ **Mid-point between UTSA main campus and Downtown UTSA Campus:** Short drive of 13-15 min
- ✔ **Largest employers** including USAA and STMC are nearby (~50,000 professionals)
- ✔ Alliance's **Broadstone residential project**, which has shown strong lease-up rates of 300 units absorbed in 24 months, and are the catalyst for attracting young professional tenants.
- ✔ **Oak Hills Park:** Family-orientated, boutique park (Google 4.3 stars) which runs right through the middle of the neighborhood, offering Oak Hills residents 3 acres of parkland, trees and private greenspace, and the opportunity to enjoy quality time with family and friends in the great outdoors. Homes close or directly opposite the park have commanded some of the highest values.



Oak Hills Neighborhood

DESIGNED TO THRIVE, EVERY HOME A WORK OF ART

Set within one of America's fastest growing and most diversified cities, Botanica heralds a new approach to urban culture, modern development and community building. Developed by Urbanist and Grocapitus, Botanica blends sophisticated urban dynamics, assets and attitudes with heritage and traditional neighborhood values, resulting in a unique living environment – with wellness foremost in mind.

State-of-the-art residential architecture, offering a variety of character and configuration which is rarely seen in the US marketplace. Urbanist has committed to using the finest architectural and design minds to create these homes.

An exceptional botanical environment will characterize the public spaces throughout Botanica. Embracing the latest thinking in architecture and urban planning, Botanica will be alive with natural beauty and artistic innovations. Residents can explore and enjoy active and passive areas, with nearby facilities ranging from golf, sporting facilities and work-out stations.

Botanica is an authentic, ground breaking health and wellness community, supporting and inspiring interaction and enabling residents to naturally and effortlessly build ties and enjoy life. With abundant community assets, modern conveniences and natural beauty, Botanica will be the pride of its community and establish itself as a design icon in the heart of South Texas Medical Center.



Inspirational images. Subject to change.

BOTANICA AT SOUTH TEXAS MEDICAL CENTER (STMC)

Botanica offers its residents a premium standard of living at a uniquely affordable price. The developer's philosophy – better doesn't have to cost more – sees premium design and amenity included in a remarkably great value-for-money offering. Botanica is located adjacent to the 900-acre South Texas Medical Center, one of the largest medical districts in the US, and the only medical research and care provider in the South Texas region.



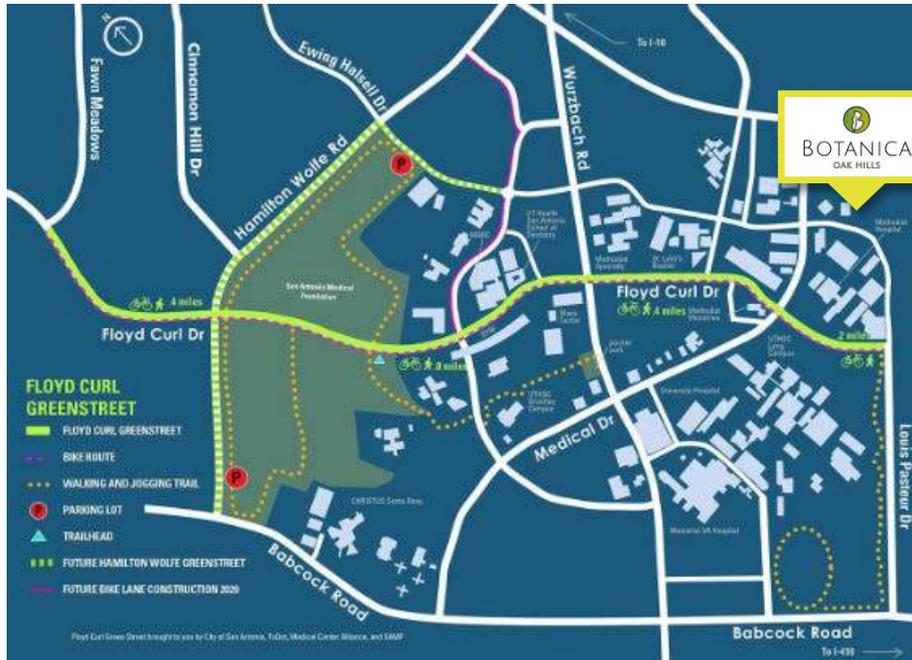
Today the Medical Center is made up of 75 medically related institutions, more than 45 clinics, 12 major hospitals, higher education institutions, and countless small practices, offices, and non-medical businesses. These institutions are responsible for groundbreaking research, helping advance medical technology everywhere. They provide state-of-the-art healthcare services to patients from all over South Texas, the US, and the world.

The Medical Center still has over 200 acres of land to continue its rapid expansion into its own community, with multiple office buildings, hotels, apartments, restaurants, and services in addition to the medical facilities. It is sure to continue to hold its spot as a beacon of research, technology, and advancement in the medical world.

Oak Hills Neighborhood

STMC: WHERE HEALTHY HAPPENS

The South Texas Medical Center is where healthy happens in San Antonio, and the new Floyd Curl Green Street opens in November! The Green Street will provide another way for people who work and live in the area to enjoy a healthy lifestyle, and adds to the appeal and 'green credentials' of living in Botanica, in close proximity to a large variety of parkland, trails and green space at our doorstep.



Dedicated Floyd Curl Green Street cycle and walking path

“Over the next 10 years and as STMC expands, its land values should catch up with that surrounding the TMC. Entry into the market is limited as there are limited vacant sites which can be developed with new multi-family developments in the subject immediate market area.”

- VALBRIDGE MARKET STUDY, OCT 2020

Subject to change

HEALTHCARE & LIFESCIENCES: SIGNIFICANT ECONOMIC IMPACT

The South Texas Medical Center is a leader in the life sciences industry, one of the most talked-about sectors in the entire world. In the first six months of 2020, investors spent more than \$16 billion on life sciences. In 1994, NIH gave out \$11 billion in grants, and by the end of 2019, that number jumped to \$39.1 billion – fueled by COVID-19.



San Antonio Healthcare/Bioscience Industry	
Direct impact on local economy (no multipliers)	\$30.6 billion/year
Employment	164,537
	<ul style="list-style-type: none"> • More than 7,761 net new jobs since 2011 • A net total of 41,567 new jobs in a decade
Annual payroll	\$7.6 billion
Wages	7% higher than San Antonio average
Payroll	Increased 73% over the past decade
Workers	Over 18% of the San Antonio workforce

South Texas Medical Center**	
Medically related facilities	75+
Clinics	45+
Major hospitals	12
Higher education institutions	1
Patient visits	5,750,619**
	<ul style="list-style-type: none"> • Annual outpatient visits — 5.6 million • Annual inpatient visits — 106,728
Employment	29,019+
Total facilities/equipment	Up 13% to \$3.352 billion
Capital projects underway/planned	\$947 million
Research grants awarded	\$151.1 million
Combined budgets	\$3.93 billion
Total land area	900+ acres
	<ul style="list-style-type: none"> • 220+ acres available for expansion

Oak Hills Neighborhood

MEDICAL CENTER STMC VS. TMC

NEW DEVELOPMENTS COMPARISON

Botanica offers an Exceptional Value Proposition with significantly cheaper construction and up to 15X Lower Land Value basis than a comparable new development in a nearby metro.

Another method of showcasing the potentially tremendous value Botanica will provide its stakeholders is to compare the newest multifamily/student housing developments at the two largest medical centers in Texas – Houston’s Texas Medical Center (TMC) and San Antonio’s South Texas Medical Center (STMC).

Medistar, one of the foremost medical multifamily developers acquired land opposite the TMC and is planning to build a 19-story, 483 unit/714-bed high-rise (with 13-story parking garage) targeting medical students, called Life Tower. It is scheduled for delivery in Fall 2022, similar to Botanica’s proposed timeline. Like Botanica, Life Tower will be the only Student / Medical apartments at TMC, with both projects targeting ‘elite’ medical university students and young resident doctors and nurses in San Antonio / Houston who will be the primary target tenants.

The land value for Medistar’s project next to the TMC is nearly \$450 per Sq. Ft. Due to the very-high land costs next to TMC which have exploded over the last 10 years, commercial construction needs to be employed in order to build the high-rise, with concrete podium and steel -the highest cost of build possible. In comparison, Botanica is using residential wood frame construction which has a much lower cost, and the land price is only \$30 per Sq. Ft – approximately 15x lower, with substantial room for future appreciation. Yet, the number of students studying within the TMC is approximately the same as there are at UT Health San Antonio (4,000 at STMC vs 5,000 at TMC). Over the next 10 years and as STMC expands (currently \$1 billion of investment over just the next 3 years), its land values could catch up with prices similar to that surrounding the TMC.

Life Tower average 2 bd/2bth unit will be 746 Sq. Ft and is projected to lease at \$2,516 (\$3.37/Sq.Ft.). While Life Tower will be marketed at a 50% premium to other brand new student housing properties in Houston, we are pricing Botanica at more conservative rental rates - similar to Sterling Heights, which is the latest student housing development built in San Antonio, and which will be 4 years older by the time we deliver Botanica. In addition, Medistar are counting on enough demand to fill their 483 units. As another comparison, we believe Botanica has a much greater opportunity for absorption with 3.5x less beds but with only a 15% (0.15x) lower student catchment pool.

Given the relative price of land, costs of construction, absorption requirement, and the respective expected rents, Botanica offers a very strong proposition for all parties – GP, LP investors and the

ultimate Fourplex buyers, as these assets are very likely to appreciate substantially in value in the medium to long term due to the limited-supply/high-demand factors of the marketplace, and the complete shortage of replacement land for multifamily development near UT Health.

For multifamily development, there is virtually no available land next to STMC and UT Health for non-medical projects, similar to that of TMC, where land values have risen sharply in the last 10 years to \$250-\$450 per sq ft, yet Life Tower rents will only be marginally higher than Botanica’s. The value proposition for Botanica is further strengthened as it would be difficult for another competitor to secure land in such close proximity to UT Health, as reported in the Valbridge market study, and particularly at a competitive enough land cost which would allow them to create a similar project, which should allow Botanica to both consistency increase rents and obtain high occupancy rates, as well as potentially sell for a lower cap rate in the future.

MUCH GREATER ABSORPTION
370% LESS BEDS YET ONLY 15% LESS STUDENTS

LIFE TOWER @ TMC	BOTANICA OAK HILLS @ STMC
✔ Only Student / Medical Corporate Offering	✔ Only Student / Medical Corporate Offering
✔ ‘Elite’ Medical Students: 5,000 (approx.)	✔ ‘Elite’ Medical Students: 4,250 (approx.)
✔ Stories: 19 incl. 13 story garage	✔ Stories: 3 incl. ground floor garage
✔ Housing: 483 Units / 714 Beds	✔ Housing: 96 Units / 192 Beds
✔ 2Bd/2Bth Unit Size: 746 Sq.Ft.	✔ 2Bd/2Bth Unit Size: 1,004 Sq.Ft.
✔ 2Bd/2Bth Unit Rent: \$2,516 (\$3.37/Sq.Ft.)	✔ 2Bd/2Bth Unit Rent: \$2,250 (\$2.24/Sq.Ft.)
Land Value: \$450 / Sq. Ft.	Land Value: \$30 / Sq. Ft.
✔ Construction: <ul style="list-style-type: none"> • Commercial Construction • Concrete Podium and Steel • Highest Construction Cost 	✔ Construction: <ul style="list-style-type: none"> • Residential Construction • Wood Frame • Low Construction Cost

“Entry into the market is limited as there are limited vacant sites which can be developed with new multi-family developments in the subject immediate market area.” - VALBRIDGE MARKET STUDY, OCT 2020

Oak Hills Neighborhood

THE BOTANICA COLLECTION

Botanica residents will live in an exclusive \$30 million, resort-style community with access to 5-star hotel style facilities which include, outdoor lounge & chefs kitchen, fitness, tennis, pool, and one of the most prestigious golf courses in Texas.

Investors remained focused on just a handful of submarkets. About 70% of the major transactions in the past year occurred in Northwest San Antonio, which encompasses the premier suburban location and is home to many office jobs and retail destinations. **COSTAR / VALBRIDGE, DEC 2020**



In immediate proximity to the city’s most prestigious medical university, UT Health, and close to quality private and public schools, as well as San Antonio’s UTSA University. It is within easy walking and driving distance of all essential facilities, including shopping and commercial districts, restaurants, cafes, bars and entertainment complexes, sporting venues, transport, a multitude of hospitals, and parks. And commuting has never been simpler with immediate access to I-10 and I-410. and USAA, another of the city’s largest employers, less than 2 miles away.

Botanica’s ground-breaking community will combine the best features from resort style living and traditional wellbeing centers. Botanica’s 184+ residents will have the highest standard of fixtures, fitting and finishes with premium options included as standard. Botanica offers its residents a premium standard of living at a uniquely affordable price. Urbanist’s philosophy of ‘better doesn’t have to cost more’ sees premium design and amenity included in a remarkably ‘great value for money’ offering.

OAK HILLS COUNTRY CLUB

Oak Hills Country Club is one of the nation's premiere Country Clubs. Ranked as the most preferred private course in central Texas, and one of the most respected private member-owned country clubs in the country. Housed within the Oak Hills Country Club is a members' lifestyle center which offers services, amenities and luxuries unlike anything else in the city. Catering for families, individuals, adults and children within the community, the Country Club will provide exclusive benefits for Botanica residents who join as members, including an 18-hole world-class golf course, premium club lounge, gymnasium, tennis club, recreation areas, dining, conferencing and event spaces.

The challenging course has seen its share of championships. Oak Hills has hosted 34 PGA and USGA Championships with a list of winners that reads like a who's who of golf with its world renowned architect A.W. Tillinghast was inducted into the World Golf Hall of Fame. It is not every day that you have the opportunity to live next door to a true golfer's paradise. Boasting premium club facilities, recreation areas and dining, conferencing and event spaces, this world-renowned golf course increases Botanica’s commercial and cultural cachet significantly.



Oak Hills Neighborhood

BOTANICA: OUR VISION

Our vision for Botanica is to create an exclusive Golf Country Club and Wellness Resort lifestyle for discerning, high earning medical professionals, corporate executives, and UT Health based tenants. It will be a destination for medical students, STMC staff, doctors, nurses and distinguished corporate executives, offering exemplary facilities as well as access to:

- ✓ Designer Swimming Pool and Resort Style Outdoor Lounge & Kitchen Amenity spaces
- ✓ Tennis Court
- ✓ Fitness Center
- ✓ 18-hole championship golf course
- ✓ Oak Grill - Upscale casual family dining

MASTERPLANNED WELLNESS ESTATE

Our team is passionate about creating a resort style community that will be at the pinnacle of small balance multifamily residential Master Planning. Botanica will be a seamless blend of wholistic living, urban sophistication, aesthetic design, golf and leisure, offering a rich community experience like no other.

Our aim is to take personalized service and cutting-edge botanical design to an entirely different level. At the same time, we will be planning an estate that makes aspirational living accessible for all. We have always dreamt of creating the ultimate living experience, combining old-fashioned values and a wholistic lifestyle with a contemporary edge.

BOTANICA AT SOUTH TEXAS MEDICAL CENTER PRESTIGE RESORT STYLE LIVING

Inspirational images. Subject to change.



Demand surprised to the upside in the third quarter, with about 750 units absorbed, keeping vacancies on the downward path. The 750 units of absorption marked one of the strongest quarters for demand over the past decade.

COSTAR / VALBRIDGE, DEC 2020

Branded Residences

UNRIVALLED DESIRABILITY DRIVING SIGNIFICANT PRICE PREMIUMS

It is no coincidence that we are seeing a renewed interest in the branded concept given the rapid growth in global wealth witnessed since 2000. Our research shows that there are now over 400 branded residences across the globe.

“From a consumer perspective, the power of brand identification is only growing,” says James Snelgar, head of business development at YOO. *“The world is becoming increasingly design conscious and brand aware. We talk about appealing to ‘a tribe’ of like-minded people, people who want to live and socialize with other people with whom they share things in common.”*

THE IMPORTANCE OF BRANDING AND DESIGN

Using brands as a means of identification has become increasingly important in a competitive marketplace. The rising profile of design and branding in residential developments, especially at the top of the market, is reflected in the shift in consumer expectations. The branding of residences creates an aspirational model and a reflection of luxury and prestige associated with that brand, helping to stand out in a competitive market.

Design is a critical part of the creation of a brand. The use of well-known architects and interior designers for example not only increases the quality of the final product but also helps potential purchasers identify with the development.



VALUE DRIVERS & PRICE PREMIUMS

Branded developments sit at the most competitive and innovative edge of the market, with purchasers attracted by the opportunity to associate themselves with a known brand. Branded Residences is a sector where developers are attempting to reinvent the concept of the residential development, by fusing the best of hotel and other services into a residential template – this innovation attracts buyers who are looking to buy into the latest trends.

SUPPLY SIDE	DEMAND SIDE
<p>VALUE PREMIUM OF BRAND: Brand involvement increases project visibility enhancing values for residential developers. Design is a critical part of brand creation.</p>	<p>DEVELOPER QUALITY COVENANT: When buyers see marketing for a branded residence, they know that they're going to get a quality product.</p>
<p>MARKET DIFFERENTIATION: In mature / saturated markets, or where developers are looking to set new price records, brand can be a key differential.</p>	<p>KUDOS: Badges are universally respected and reflects well. People identify with project & community, and 'buy' into lifestyle enabling them to meet likeminded people.</p>
<p>RESIDENTIAL IDENTITY/CRITICAL MASS: New residences can significantly enhance areas with limited residential identity.</p>	<p>LUXURY & PRESTIGE: An aspirational model and a reflection of luxury and prestige associated with the brand helps developers stand out in a competitive market.</p>

Financing Details

DEDICATED FOURPLEX FINANCE SPECIALIST

This is the best possible time to purchase Class-A income producing real estate assets and lock in long-term interest rates. To make your financing as seamless as possible, we have the #1 fourplex loan initiator in the U.S., Lane Aldrich, for you to work with. He has closed thousands of fourplex loans for people just like you and can work with you immediately on pre-approval. Note that you will need approximately 30% down + closing costs = circa \$445K (possibly less for stronger borrowers).



LANE ALDRICH

Mortgage Officer



2021 PROGRAMS:

- ✔ \$1,054,500 max 4-unit loan limit
- ✔ Current 30 year fixed interest rate is 3.75%
- ✔ Current 15 year fixed interest rate is 3.00%
- ✔ Note: 1-4 unit loan limits go up annually

For 12 years, Lane has helped hundreds of households obtain financing for Utah County homes. He is recognized as Top Rated Mortgage Professional by The Daily Herald Readers Choice Awards, and is associated with FHA, Conventional, VA, Rural Housing, Utah Housing.

Known as the #1 Fourplex Loan Originator Specialist in the US, Lane will obtain the very best possible loan terms. Working with Lane will include a joint review of the pre-approval & financing procedure for securing a pre-approval upon completion of your Fourplex.

Ultra-Low Fixed Interest Rate: Lock in long-term fixed interest rate for 30 years. Now is the best time possible to purchase a quality blue-chip income producing asset. Easiest finance type approved from government-backed lenders.

100% FINANCE OPTION - USE NONE OF YOUR OWN CASH

If you have available equity in other real estate assets, we may be able to arrange for you to use this "dead equity" via refinance or line of credit and be able to invest in this high income and equity growth producing asset without having to use your cash savings. This can allow low cash, high asset investors to continue their wealth creation goals without using your cash money. This is a very powerful strategy commonly used by High Net Worth and Institutional Investors to continuously grow their wealth.

Source: 1) CNBC, Warren Buffett has kept the same investing philosophy for decades, early interview shows, Sep 2019.

GENERATIONAL WEALTH CREATION

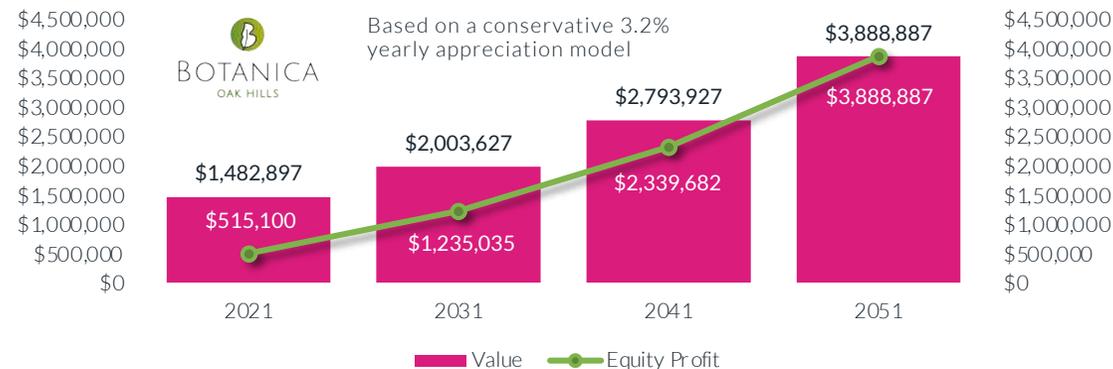
Berkshire Hathaway has posted average annual returns of 17.1% since 1985, well ahead of the broader stock market's 10.5% including dividends. If you'd invested \$10,000 in Berkshire Hathaway at the start of 1985 you'd now have \$2.4 million; the same principal in the S&P 500 would now be worth about \$227,000¹.

What would happen if you owned 2-3 Botanica Fourplexes potentially without using your cash savings? **You would've made enough profit to comfortably retire by owning just one Fourplex for 30 years, or two for 20 years!** And you would still have an average of \$44,000 (20 yr avg) coming in a net cashflow (pre-tax) to spend each year. That's a phenomenal, low-risk, and very realistic, medium to long-term wealth creation and retirement strategy used by literally all High Net Worth Individuals. And now, so can you.

OAK HILLS MEDIAN HOUSE PRICES: ZILLOW



BOTANICA OAK HILLS FOURPLEX PROJECTION



Financing Details

FREE COST SEGREGATION



Cost segregation means accelerated depreciation AND tax deductions. Prepared by KBKG, the #1 accredited firm in the U.S., this conservative cost segregation example is based on \$1 million building value and allows for up to a **\$236K of tax deductions in year one**, offsetting your other passive income (and possibly even your ordinary or active income such as your salary).

This accelerated depreciation savings report is yours for free – **that’s a \$4,000 saving!**

SIGNIFICANT DEPRECIATION / TAX SAVINGS

	KBKG Estimate		High Estimate
Additional Tax Deductions Year 1	\$156,848	to	\$235,272
Increased Cash Flow Year 1	\$58,034	to	\$87,051
Additional Tax Deductions Years 1-10	\$104,488	to	\$156,732
Increased Cash Flow Years 1-10	\$38,661	to	\$57,991
NPV (after tax)	\$34,505		\$51,758

ESTIMATE: ALLOCATIONS AFTER STUDY



FOURPLEX GUARANTEES & WARRANTIES

30 DAY COOLING OFF PERIOD: We will also provide buyers with extended 30-day “cooling off period” even after Purchase Contract is signed, to ensure they still have “purchase decision” double checked and audited post-purchase. We want our buyers to be 100% comfortable that they have made an informed, logical and financially beneficial decision.

PRE-LEASE RENTAL PROTECTION: Even though no investment can be guaranteed to perform at a particular level of return with absolute certainty and no prediction can be made for the exact return of a particular property, because of our stringent due diligence and exceptional offering, we’re very confident in the long-term prospects of your property and want to make sure you are secure and comfortable with your decision to purchase.

Because of our and Asset Living’s certainty in the market’s demand for our product, we guarantee that your fourplex will be 100% pre-leased prior to closing. What this means is that you’re guaranteed to have positive cash flow income and 100% occupancy from day one. It’s your absolute assurance that your rental income is secure, and it is an exclusive benefit of being a client of Grocapitus. No one else we know of, offers this type of extra rental income protection.

CONSTRUCTION & DELIVERY TIMELINE



Financing Details

HOW DO I RESERVE MY FOURPLEX?

You should have now have access to the Investor Kit, which includes all the contracts, this investment summary, excel model proforma and a FREE preliminary cost segregation study (normally valued at \$4,000). If not, please [click here to access your Investor Kit](#).

Below, you can see the dates to read sign and review – at which point we require a \$5,000 refundable deposit that will go into an escrow account. Next, you will work with Lane Aldrich (fourplex finance specialist detailed on page 36) to get your pre-approval, and after the documents are executed and you have confirmed which fourplex you would like, approximately \$280,000 will be wired to escrow (which you may be able to obtain from your current properties without having to use any cash savings). You will close your loan at the time we deliver your pre-leased building in December of 2022.



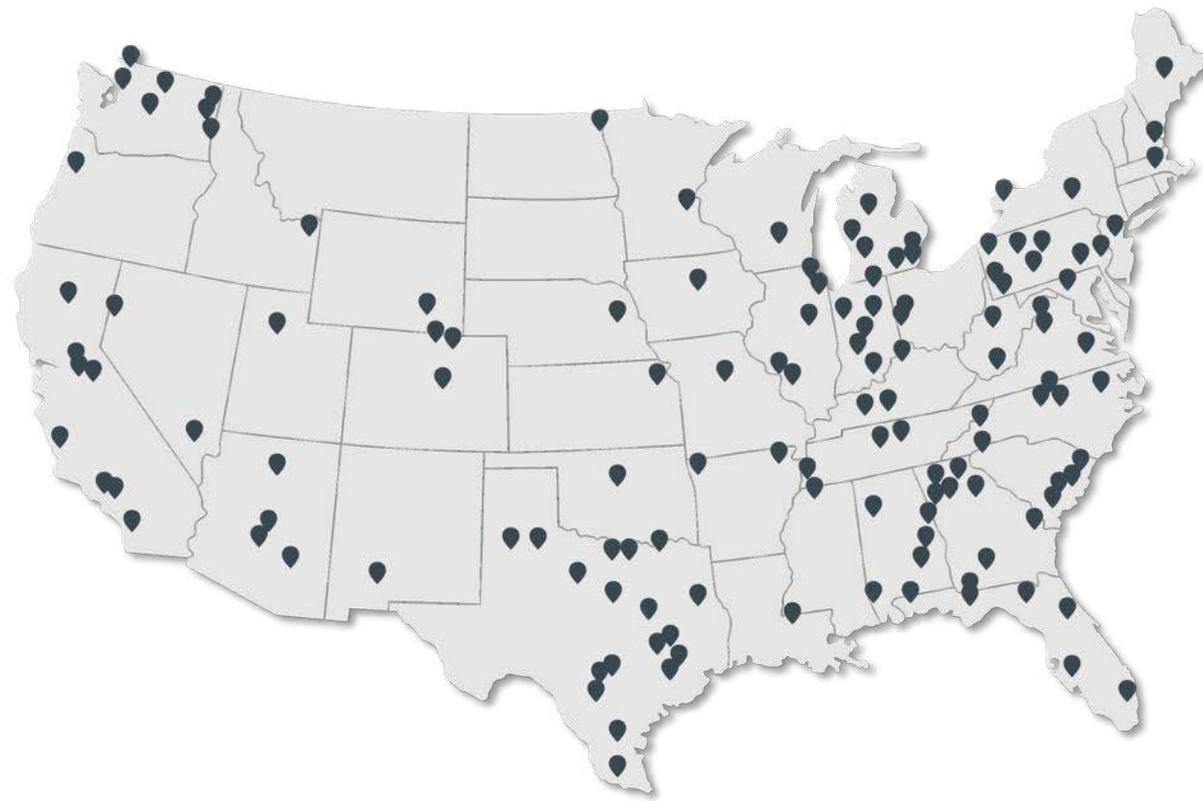
Inspirational images. Subject to change.

ASSET LIVING: TURNKEY PROPERTY MANAGER

Founded in 1986, Asset Living is a Houston-based real estate management firm. With a growing portfolio that includes a multitude of properties across the nation, Asset Living provides services to a variety of clients that include property management, asset management, receivership, and investment services. Asset Living is a member of The Institute of Real Estate Management (IREM), and is recognized as an Accredited Management Organization (AMO).

Why Did We Choose Asset Living?

- Asset Living is one of the largest independent management companies in the United States.
- The largest third party property management company in U.S. for on and off-campus living.
- The #5 largest apartment management company in the U.S. for multifamily.
- One of the fastest-growing third-party management platforms in the industry.
- Ongoing audit services to ensure the property is performing at peak efficiency.



652
Properties



40
States



100,500+
Units



132,000+
Beds



4,400+
Employees



120
Campuses



PROJECTED PROFITS ON SALE



***NET RENTAL CASHFLOW RETURNS AFTER PAYING MORTGAGE PRINCIPAL & INTEREST**

9.2%
GROSS RENT YIELD (10 YEAR AVERAGE)

\$129K
ANNUAL GROSS RENT (10 YEAR AVERAGE)

3.2x
10 YEAR EQUITY MULTIPLE

22%
10 YEAR ANNUALIZED RETURN

6.00%
AVERAGE CASH-ON-CASH (NET CASH FLOW)

+ **\$708,903**
PROJECTED RETURNS ON SALE

= **\$975,741**
TOTAL 10 YR PROJECTED PROFITS (excluding initial cash invested)

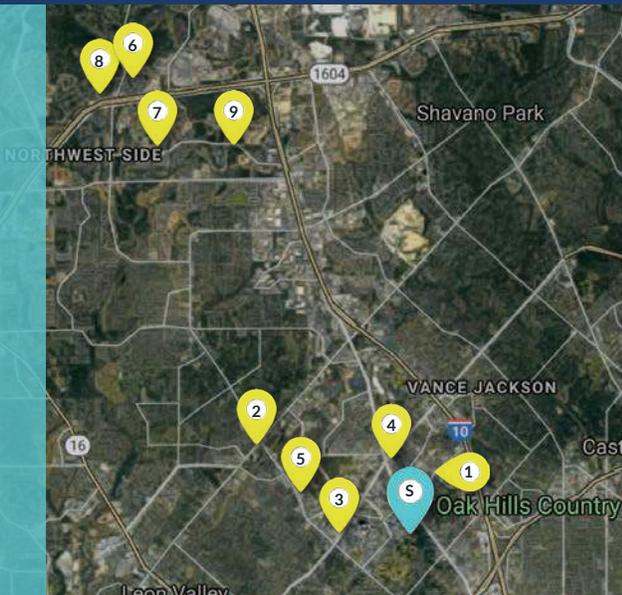
Inspirational images. Subject to change.

The Numbers

RENT COMPARABLES

“Since mid-May, rents have started to rise again and are approaching pre-pandemic peaks. Given the robust demand that San Antonio experienced in the third quarter, landlords could push rents faster than the forecast would suggest.”

- VALBRIDGE MARKET STUDY, OCT 2020



Botanica Oak Hills



Broadstone Oak Hills



The Addison



Hawthorn House Medical Center



The District at Medical Center



Prado



Oxford at Medical Center



Tetro Student Village



Sterling Heights



The Luxx

#	Property	No. of Units	Occupancy	Address	Miles from Subject	Rents
						2 Bed 2 Bath
S	Botanica Oak Hills	96	-		0 miles	\$2,275 unit / \$2.27 PSF
1	Broadstone Oak Hills	330	93%	7714 Louis Pasteur Dr	0.1 mile	\$2,611 unit / \$2.24 PSF
2	The Addison	217	86%	2810 Babcock Rd	1.8 miles	\$2,876 unit / \$2.81 PSF
3	Hawthorn House Medical Center	276	94%	7403 Wurzbach Rd	1.6 miles	\$2,662 unit / \$2.49 PSF
4	Oxford at Medical Center	245	92%	8639 Fairhaven St	1.3 miles	\$2,699 unit / \$2.18 PSF
5	The District at Medical Center	303	90%	5114 Medical Dr	1.4 miles	\$2,762 unit / \$2.44 PSF
6	Sterling Heights	166	78%	15655 Market Hill	8.1 miles	\$2,275 unit / \$2.77 PSF
7	Prado	160	83%	7114 UTSA Blvd	8.0 miles	\$2,215 unit / \$2.35 PSF
8	Tetro Student Village	198	95%	7023 N Loop 1604 W	8.6 miles	\$2,009 unit / \$2.29 PSF
9	The Luxx	220	77%	6023 UTSA Blvd	6.2 miles	\$2,385 unit / \$2.65 PSF

Source: Valbridge Market Study, October 2020.

The Numbers

FINANCIAL PROJECTIONS

Income: The Excel file that is part of your file package includes the financial projections as depicted on the right. Income is made up of gross rent, parking and pet income for four units. The rents used were based on 2019 rents, but the rent market in San Antonio had held up well in the pandemic, and we do not expect to have any changes to these numbers, as per our property management company Asset Living. As per the Valbridge Market Study, rent growth in San Antonio in Q3 2020 was the strongest of any metro in Texas since March (pre-pandemic).

Expenses: Operating expenses were obtained from our property manager, Asset Living, who not only is the #1 Student Housing property manager in the US, but because they are headquartered in Texas which provides them an extra level of insight into operating expenses. The ratio of expense to income is 33.2% which is normal for this type of asset. Property Taxes were provided by CBRE report, which is included in your investor kit. The mid-point between the low and high estimates for year 2023 taxes were used here.

Assumptions: Occupancy assumption is set at 95%, and Asset Living is confident that they can exceed this based on the uniqueness of these units. We are assuming a 3.15% rent growth, which is the 20 year historical rent growth for San Antonio. Expenses are assumed to grow at 2.5% a year. Rents were underwritten at \$2,275 per unit, although the Valbridge Market Study projects rents for our project as high as \$2510 per unit.



ANNUAL CASH FLOW										
Income	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Gross Rent	\$109,200	\$112,640	\$116,188	\$119,848	\$123,623	\$127,517	\$131,534	\$135,677	\$139,951	\$144,360
Parking Income	\$960	\$984	\$1,009	\$1,034	\$1,060	\$1,086	\$1,113	\$1,141	\$1,170	\$1,199
Pet Income	\$1,680	\$1,722	\$1,765	\$1,809	\$1,854	\$1,901	\$1,948	\$1,997	\$2,047	\$2,098
Vacancy	\$5,592	\$5,767	\$5,948	\$6,135	\$6,327	\$6,525	\$6,730	\$6,941	\$7,158	\$7,383
Operating Income	\$106,248	\$109,579	\$113,014	\$116,556	\$120,210	\$123,979	\$127,866	\$131,875	\$136,009	\$140,274
Expenses	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
General & Administrative	\$546	\$560	\$574	\$588	\$603	\$618	\$633	\$649	\$665	\$682
Contract Services	\$1,000	\$1,025	\$1,051	\$1,077	\$1,104	\$1,131	\$1,160	\$1,189	\$1,218	\$1,249
Repairs & Maintenance	\$6,000	\$6,150	\$6,304	\$6,461	\$6,623	\$6,788	\$6,958	\$7,132	\$7,310	\$7,493
Make Ready	\$840	\$861	\$883	\$905	\$927	\$950	\$974	\$998	\$1,023	\$1,049
Marketing	\$1,500	\$1,538	\$1,576	\$1,615	\$1,656	\$1,697	\$1,740	\$1,783	\$1,828	\$1,873
Cable/Internet	\$1,920	\$1,968	\$2,017	\$2,068	\$2,119	\$2,172	\$2,227	\$2,282	\$2,339	\$2,398
Utilities	\$1,440	\$1,476	\$1,513	\$1,551	\$1,589	\$1,629	\$1,670	\$1,712	\$1,755	\$1,798
Property Management Fee	\$5,312	\$5,479	\$5,651	\$5,828	\$6,011	\$6,199	\$6,393	\$6,594	\$6,800	\$7,014
HOA	\$1,200	\$1,230	\$1,261	\$1,292	\$1,325	\$1,358	\$1,392	\$1,426	\$1,462	\$1,499
Insurance	\$2,400	\$2,460	\$2,522	\$2,585	\$2,649	\$2,715	\$2,783	\$2,853	\$2,924	\$2,997
Property Taxes	\$13,652	\$13,993	\$14,343	\$14,702	\$15,069	\$15,446	\$15,832	\$16,228	\$16,634	\$17,049
Operating Expenses	\$35,810	\$36,739	\$37,693	\$38,671	\$39,675	\$40,705	\$41,762	\$42,846	\$43,959	\$45,102
Expense Ratio	33.70%	33.53%	33.35%	33.18%	33.00%	32.83%	32.66%	32.49%	32.32%	32.15%
Income Analysis	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
NOI	\$70,438	\$72,839	\$75,321	\$77,885	\$80,536	\$83,274	\$86,104	\$89,028	\$92,050	\$95,172
Mortgage Payments	\$54,381	\$54,381	\$54,381	\$54,381	\$54,381	\$54,381	\$54,381	\$54,381	\$54,381	\$54,381
Reserves	\$1,200	\$1,200	\$1,200	\$1,200	\$1,200	\$1,200	\$1,200	\$1,200	\$1,200	\$1,200
Cash Flow	\$14,857	\$17,258	\$19,740	\$22,304	\$24,955	\$27,693	\$30,523	\$33,447	\$36,469	\$39,591
Current-year Cap Rate (purchase price)	5.00%	5.17%	5.35%	5.53%	5.72%	5.91%	6.11%	6.32%	6.53%	6.76%
Cap Rate (market value)	4.75%	4.75%	4.75%	4.75%	4.75%	4.75%	4.75%	4.75%	4.75%	4.75%
Cash on Cash (Net Rental Cash Flow)	3.33%	3.87%	4.43%	5.00%	5.60%	6.21%	6.84%	7.50%	8.18%	8.88%
Loan Analysis	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Market Value	\$1,482,897	\$1,533,455	\$1,585,703	\$1,639,695	\$1,695,488	\$1,753,143	\$1,812,720	\$1,874,282	\$1,937,895	\$2,003,627
Loan Balance	\$677,965	\$648,780	\$620,049	\$591,774	\$563,941	\$536,547	\$509,583	\$483,040	\$456,907	\$431,174
Equity	\$515,100	\$584,676	\$656,654	\$731,116	\$808,147	\$887,836	\$970,273	\$1,055,553	\$1,143,774	\$1,235,035
Loan-to-Value Ratio	65.26%	61.87%	58.59%	55.41%	52.34%	49.36%	46.47%	43.68%	40.98%	38.36%
Sale Analysis	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Equity	\$515,100	\$584,676	\$656,654	\$731,116	\$808,147	\$887,836	\$970,273	\$1,055,553	\$1,143,774	\$1,235,035
Selling Costs	\$59,316	\$61,338	\$63,428	\$65,588	\$67,820	\$70,126	\$72,509	\$74,971	\$77,516	\$80,145
Proceeds After Sale	\$455,784	\$523,338	\$593,225	\$665,528	\$740,327	\$817,710	\$897,764	\$980,582	\$1,066,258	\$1,154,890
Cumulative Cash Flow	\$14,857	\$32,115	\$51,855	\$74,159	\$99,114	\$126,807	\$157,330	\$190,777	\$227,246	\$266,838
Initial Cash Invested	\$445,987	\$445,987	\$445,987	\$445,987	\$445,987	\$445,987	\$445,987	\$445,987	\$445,987	\$445,987
Net Profit	\$24,654	\$109,466	\$199,093	\$293,700	\$393,454	\$498,530	\$609,108	\$725,373	\$847,517	\$975,547
IRR at Sale	5.53%	11.78%	13.46%	14.05%	14.22%	14.22%	14.12%	13.99%	13.84%	13.69%
Return on Equity Investment	5.53%	24.54%	44.64%	65.85%	88.22%	111.78%	136.58%	162.64%	190.03%	218.78%
Equity Multiple	1.06 x	1.25 x	1.46 x	1.66 x	1.88 x	2.12 x	2.37 x	2.63 x	2.90 x	3.19 x
Yearly Breakeven Occupancy	80.64%	79.00%	77.40%	75.84%	74.33%	72.86%	71.43%	70.04%	68.69%	67.37%
Average Annual Cash-On-Cash to Date	3.33%	3.60%	3.88%	4.16%	4.44%	4.74%	5.04%	5.35%	5.66%	5.98%

Note the breakeven occupancy as the second last line in the table above. Your breakeven occupancy will depend on your individual loan terms, but is not likely to exceed these numbers which we feel are conservative.

SAVE \$100,000+ OFF THE MARKET PRICE

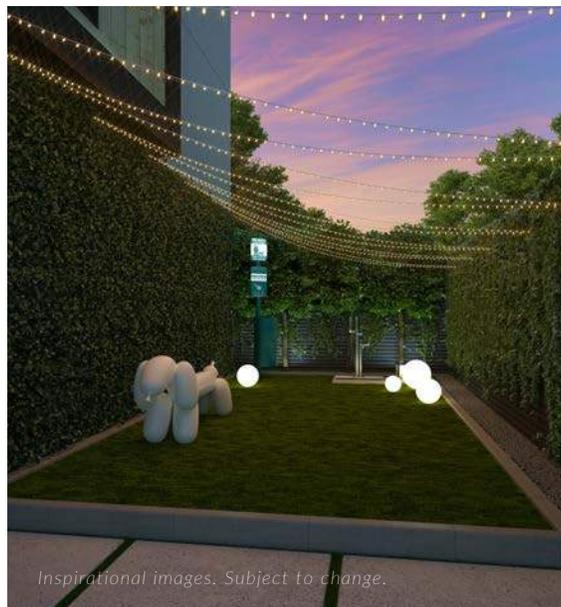
As a valued Grocapitus client, you will have the opportunity to purchase this potentially high income, high growth investment at a wholesale price, saving \$100,000+ off the market price.

The Numbers

PROJECTED RETURNS

Below is a summary of the outputs from the excel file model with our base inputs. Also included in the model are sensitivity tables for various scenarios. Sensitivity analysis and stress tests are presented here for Rent vs Exit Cap Rate, Vacancy vs Rent Growth and Loan-to-Value vs Interest Rate.

Year 1 Output Summary		10 Year Scenario & Averages	
Purchase Price	\$ 1,408,752	Y10 Exit Cap Rate	4.75%
Mortgage	\$ 986,126	Y10 Total Sale	\$ 2,003,627
Closing Costs	\$ 23,361	Less Loan Payoff	\$ (768,592)
Total Entry Cash	\$ (445,987)	Selling Costs	\$ (80,145)
		Y10 Sale Proceeds	\$ 1,154,890
Gross Income	\$ 106,248	Asset Flows Total	\$ 266,838
Operating Expenses	\$ (35,810)	Total Entry Cash	\$ (445,987)
Year 1 NOI	\$ 70,438	Net Profit	\$ 975,741
Year 1 Mortgage	\$ (54,381)	Avg. Gross Rental Income	\$ 129,011
Year 1 Net Cash Flow	\$ 16,057	Avg. Gross Rent Yield	9.2%
Year 1 Cash on Cash	3.60%	Avg. Net Cash-on-Cash	6.0%
		Annualized Return	21.9%
		Equity Multiple	3.2x



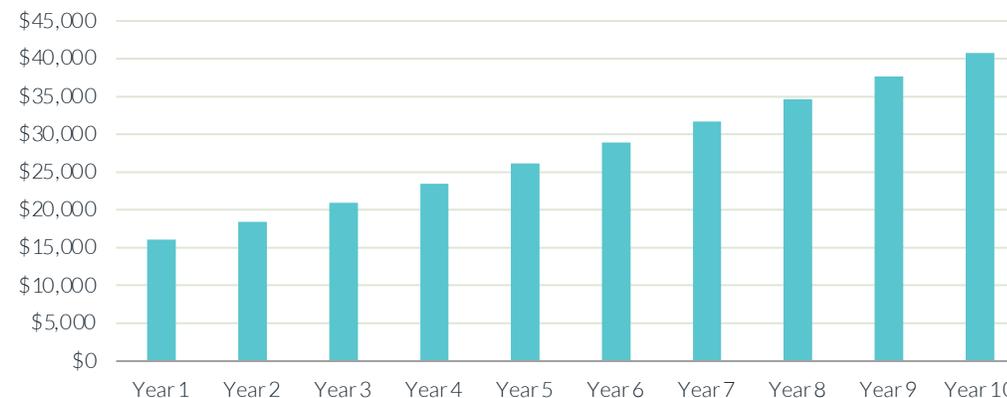
PROJECTED RETURNS

For our projected returns in the excel file, we are assuming a 10 year hold, but the numbers in the file go on through 30 years. As you can see the yearly cash flow goes up nicely through the years of the hold.

FOURPLEX DEBT

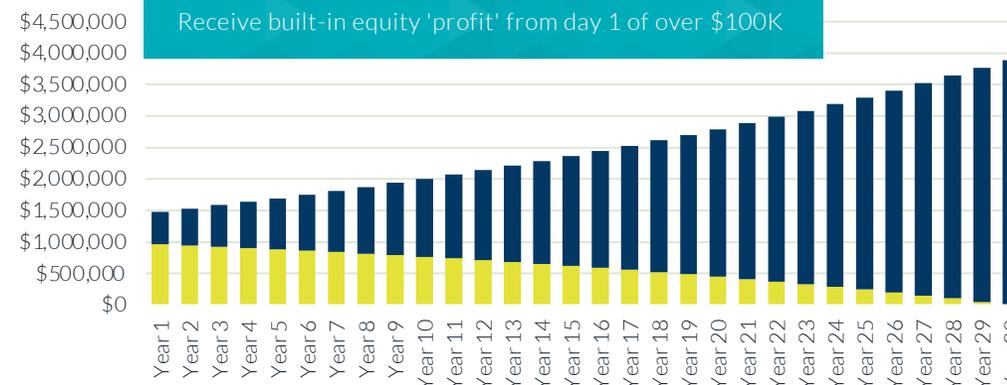
We are assuming for the projections that the property would be financed with 30% down, so a 70% LTV, at a fixed interest rate of 3.75%. We do believe that you can achieve a much better interest rate than this in today's environment, but we wanted to stay conservative. We have lined up the top Fourplex lender in the nation, Lane Aldrich, to assist you with pre-approval, but you are welcome to use your own lender as well.

YEARLY NET CASHFLOW - POSITIVE FROM YEAR 1



By owning a Fourplex, your net rental cashflow could average **\$43,000 per year** (20 yr avg).

LOAN BALANCE & EQUITY



A \$450,000 equity investment should have an **Equity Value of \$1,200,000** in 10 years, **\$2,300,000** in 20 years and a substantial **\$3,900,000** in 30 years.

Investment Strategy

PERFECT INVESTMENT: IN A COVID-19 WORLD

 **DIVERSIFIED TENANT POOL**

- ✓ Medical Students, Faculty Staff from Multiple Universities, TMC Medical Staff, TMC Outpatients, Corporate Housing & Young Professionals
- ✓ Flexible SOHO (Small Office, Home Office) creates a work at home friendly environment

 **OPTIMIZED AMENITIES**

- ✓ Boutique buildings with no elevators, no indoor fitness centers (more rent upside, low cost)
- ✓ Located directly on a park with walking trails, desirable post-pandemic to have access to outdoor amenities

 **TURNKEY, NEW BUILD**

- ✓ Pre-Leased, Low Maintenance
- ✓ Strong development team with Grocapitus & Urbanist
- ✓ Superior ongoing property management team: Asset Living + FS Residential (for the HOA)

 **WELLNESS REAL ESTATE**

- ✓ A growing asset class that presents a goldmine opportunity in COVID-19 times
- ✓ Unique botanical environment which includes green walls, boxwoods and pocket parks.

 **TAX DEDUCTION VIA DEPRECIATION**

- ✓ Potential total depreciation / tax deduction is over 1M
- ✓ First year Bonus Depreciation / Tax Deduction approximately \$250K

 **100% OWNERSHIP + CONTROL + FLEXIBLE EXITS**

- ✓ Buyer has full control over rents to charge, expenses, when to sell
- ✓ Ability to significantly improve cap rate by choosing from multiple exit options

POTENTIAL BUYERS: UNLIMITED POOL OF OPTIONS

 **MULTIFAMILY INVESTORS**

- ✓ Small balance investors such as "Mom and Pop" Turn Key investors

 **SINGLE FAMILY INVESTORS**

- ✓ Single Family Residential Investors – like Roofstock – not interested in rehab, looking for already leased units

 **CORPORATE RENTAL**

- ✓ Furnished rentals for medical staff or patients / families, marketed as wellness real estate

 **1031 PARTIES**

- ✓ 1031 Buyers love newer properties due to low maintenance.
- ✓ Houston and Texas are markets of keen interest for real estate investors, and will continue due to business-friendly environment

 **HOUSE HACKING**

- ✓ Owner-occupiers (parents buy for kids as UH or medical students) . Child lives in one, other units pay off mortgage

 **CONDO CONVERSION**

- ✓ Possible to sell each unit as soon as individual condo can be purchased at higher than unit price
- ✓ Texas has very easy condo conversion regulations

Why Invest with Our Team?

In order to offer a consistent flow of high-quality, high-yielding investments, Grocapitus has positioned itself to receive a steady flow of investment opportunities from which they select the best to offer their investor partners.

All investments offered have been selected from hundreds of deals in the marketplace, and have been found to meet their high standards of predictability, value, cash flow, and upside opportunity. An investment that looks like it will work is of no interest. We want one screaming that it will still be a winner even if the circumstances shift.

Increasing your investment returns and properly structuring your holdings are keys to providing a comfortable retirement.

Residential Single Family Real Estate

- Requires much more time and money collecting rents, fixing maintenance issues, selecting tenants in multiple locations and pay more for management to oversee multiple homes.
- Vacancy can have a huge impact on your ability to obtain cashflow and meet your expense/mortgage obligations. If you have 5 investment homes and 2 tenants vacate, you now have a 60% occupancy.
- When a downturn hits, single family home values can drop dramatically.

Why Invest in Multifamily Real Estate?

- New construction is down. Since 2008 very few apartments have been built.
- Lower homeownership rates, higher foreclosures and short sales.
- New household formations.
- Strong immigration levels.
- Entry of the Echo Boomers into the rental market.
- Apartment demand is likely to exceed the supply in coming years.

What We Do

- Identify emerging markets across the U.S.
- Find target properties in those markets that meet its stringent criteria for predictability, safety, value, cash flow and upside opportunity.
- Negotiate the purchase, fully inspect, finance and bring in financial partners to acquire the asset.
- Oversee property management, issue monthly reports to the partners and disburse profits periodically.
- When ready for resale, organize and oversee the marketing and sales effort, select a buyer, negotiate the contract and close.

Market Cycles*

BUYERS MARKET I

- Market oversupplied
- Prices and rents falling
- Time on market increasing
- New construction stagnant
- Unemployment reaches highs
- Foreclosures rise sharply

SELLERS MARKET I

- Supplies dwindle
- Properties selling fast
- Time on market at lowest point
- Prices and rent rising
- Demand at its highest

BUYERS MARKET II

- Market absorbing oversupply
- Time on the market decreases
- Job growth increases
- Existing properties rehabbed
- Prices & rents begin to increase

SELLERS MARKET II

- Time on market increases
- Supply increases
- Sellers waiting but still got inflated prices
- Construction at its highest
- Pipeline excessive
- Business and job growth slow



*Source: Dave Lindahl, *The Emerging Real Estate Markets*.

Meet the Development Team



NEAL BAWA

GROCAPITUS, CEO & Founder

Neal Bawa is a technologist who is universally known in the real estate circles as the Mad Scientist of Multifamily. Besides being one of the most in-demand speakers in commercial real estate, Neal is a data guru, a process freak, and an outsourcing expert. Neal treats his \$345+ million-dollar multifamily portfolio as an ongoing experiment in efficiency and optimization. The Mad Scientist lives by two mantras. His first mantra is that We can only manage what we can measure. His

mantra is that Data beats gut feel by a million miles. These mantras and a dozen other disruptive beliefs drive profit for his 400+ investors.

Neal serves CEO / Founder at Grocapitus, an iconic, data-driven commercial real estate investment company. Grocapitus' 28 person team acquires and builds multifamily & commercial properties across the U.S. With more than 400 active investors and over 2,000 reviewing our projects, the Grocapitus portfolio currently spans across 9 states with 17 projects (1 sold) and 3,000+ units/beds. The powerful Grocapitus brand has a cult-like following of data driven investors. The result - Completed equity raises of \$100 million+ for Multifamily, Student Housing, Mixed-Use, Industrial and Self-Storage acquisitions in the last 18 months, over 2,000 units purchased. Grocapitus is on track to close another 1,500 units in the next 12 months.

Property Portfolio (properties managed, co-owned with investors):

- 240 unit Multifamily, Mesa AZ*
- 151 unit Multifamily, Dalton GA
- 174 unit Multifamily, Atlanta GA
- 216 unit Multifamily, Atlanta GA
- 194 unit Multifamily, Atlanta GA
- 116 unit Multifamily, Tucson AZ
- 217 unit Mixed Use, Buffalo NY*
- 138 unit Multifamily, Jacksonville, FL
- 116 unit Multifamily, St George UT*
- 210 unit Multifamily, Provo UT* (Opportunity zone)



ANNA MYERS

GROCAPITUS, Vice President

Anna is a third-generation commercial real estate entrepreneur who applies her 25+ years of experience in technology and business to finding, analyzing, acquiring and asset managing commercial properties in key markets across the U.S. As a tech geek and systems architect, Anna is known as the "Chief Plate Spinner" at Grocapitus. She collaborates with her business partner, Neal Bawa, to implement systems and processes that strive for efficiency and scalability both within the company as well as throughout their portfolio.

As the head of acquisitions for the company, Anna teaches underwriting and deal analysis for MultifamilyU in quarterly Boot Camps. MultifamilyU is an apartment investing education company owned by the principal, Neal Bawa. Also via MultifamilyU, Anna hosts weekly webinar events featuring top speakers in real estate. As the head of asset management for the Grocapitus portfolio, Anna brings a data-driven approach to track and insert optimizations to the properties to help drive property performance and investor returns. Anna regularly speaks on podcasts, webinars and at conferences covering topics including Asset Management, Deal Analysis, Real Estate Trends, Opportunity Zones, How to 1031 into a Multifamily Syndication, and much more.

*New Construction in bold.

Sample – Grocapitus Portfolio



**NOVA RT1
TOWNHOMES**
NEW CONSTRUCTION
MULTIFAMILY
46 UNITS
DURHAM, NC



**UNIVERSITY
OAKS**
NEW CONSTRUCTION
MULTIFAMILY
16 PLEXES
HOUSTON, TX



**PARK LANE
HOUSTON**
NEW CONSTRUCTION
MULTIFAMILY
56 UNITS
HOUSTON, TX

**BOTANICA
OAK HILLS**
NEW CONSTRUCTION
MULTIFAMILY
96 UNITS
SAN ANTONIO, TX



**FALLS AT CRISMON
COMMONS**
NEW CONSTRUCTION
MULTIFAMILY
240 UNITS
MESA, AZ



**COYOTE
CREEK**
NEW CONSTRUCTION
MULTIFAMILY
116 UNITS
ST GEORGE, UT



**MILL RACE
PHASE 1A**
NEW CONSTRUCTION
STUDENT HOUSING
210 UNITS
PROVO, UT



**THE GRID –
MAIN & DODGE**
NEW CONSTRUCTION
MULTIFAMILY
217 UNITS
BUFFALO, NY



WOODS CROSS
NEW CONSTRUCTION
INDUSTRIAL
6 BUILDINGS
SALT LAKE CITY, UT

AND MANY MORE...

Meet the Team



Embracing the principles of 'new urbanism,' Urbanist curates boutique communities of wellness and PropTech enabled low-rise multifamily housing, carefully designed for a variety of specific tenant clientele, while offering comprehensive end-to-end safeguards for investors. Urbanist developments are located in highly appreciating submarkets of Texan cities' urban cores within immediate proximity to central business districts and lifestyle hotspots, desirable for tenant capture and retention, poised for rapid rental growth and capital gain. Stakeholders development experience of \$1.5B+.



JON BURSEY

Managing Director

Academically, Jonathan was a scholar at the third oldest school in the world still operating. He then received the second highest grade in his Finance degree from Nottingham University and began his career as an accountant. Fast-forwarding, Jonathan built a 60 person brokerage firm in California and after facilitating its sale in 2017, co-founded Private Equity firm specializing in providing preferred equity and mezzanine debt for development projects in Texas. This is where Urbanist was born.



LUKE MARVEL

Development Director

Luke is a successful real estate broker and developer with over \$200M in sales, \$100M+ in ground-up development, 60+ property flips, and is also an active investor owning over 25 properties. He has a B.S. degree in Business Administration & Management from Pepperdine University. Luke led development of the largest student housing community in the U.S. (based on acreage), The Barracks, in College Station and helped create their on-site leasing and PM business that manages \$100m+ in assets.



SEAN YORK

Director of Real Estate

Sean has over 25 years of experience in architecture, real estate development and construction and holds a Master's degree in Real Estate and Land Development from Texas A&M. Sean began his career as an architect specializing in mixed-use projects for Walt Disney Imagineering and Warner Brothers. Sean has developed over 2,000 student housing beds and over 4,000 multifamily units, responsible for underwriting, design and development coordination, project and construction management, and leasing oversight. Sean also served as the Director of Real Estate Services for the University of Houston between 2010 to 2015, overseeing all real estate related matters for the entire UH System (5 campuses).



Meet the Team



Warren Johnson

Director of Architecture

Warren has over 40 years of extensive architectural, master planning, and interior design expertise. His responsibilities have included senior design direction and management of medium and large scale corporate, residential, higher education, retail/mixed use, and hospitality projects.

Warren has worked with some of the largest real estate groups in the nation, including Midway, Hilton International, Marriott, le Meridien Hotels, Brookfield Development, Hannover Company, Wolff Companies, and Century Development.



In his career, Warren has designed several landmark office, mixed-use and health care facilities in the U.S. and overseas, including University of Texas San Antonio Main Building, Jeddah Hilton (KSA), Sheshan Hotel and Conference Center (Shanghai), Calpine Tower (Houston), and the Houston Pavillions.



Meet the Team



John Finton

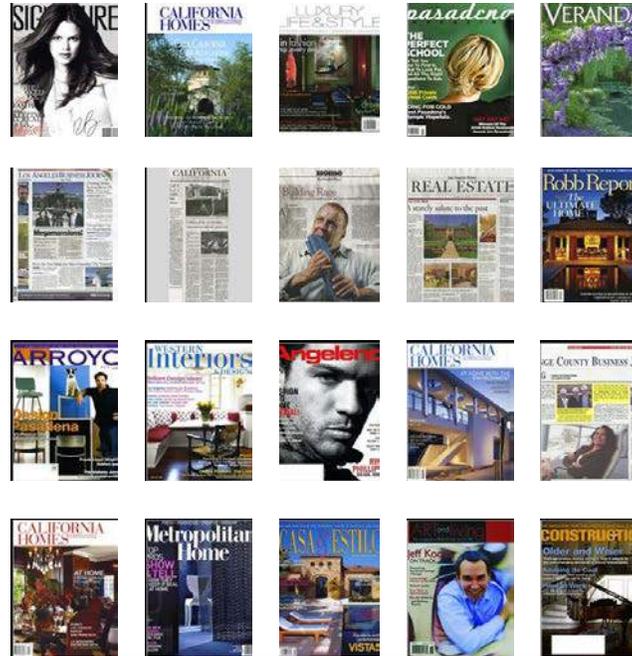
Director of Wellness Design

urbanist.
WELLNESS BY DESIGN

John Finton is one of the most well recognized and renowned luxury “brand name” builders in the US with an unrivaled portfolio of luxury residential projects worldwide valued at over \$2 Billion, is pleased to have joined Darwin by Delos. Mr. Finton has built homes for more than 50 A-List celebrity clients and once held the record for building the largest home in Los Angeles. With a Clientele which includes Mark Wahlberg, Eddie Murphy, Jennifer Lopez, Lady Gaga, and Alec Gores among many others, John’s unparalleled experience in residential construction and development has led to collaboration with global visionaries in pursuit of innovation – which, in turn, led him to Darwin by Delos.

John has exceptional skills in bidding, sales, marketing, and execution which is a natural fit in working with Darwin by Delos clients as they receive precise and custom plans for wellness product implementation. A seasoned professional in construction and development, John makes numerous international trips each year to Europe, Asia and the Middle East to oversee the purchasing and fabrication of exotic stones and other imported materials—constantly pushing the envelope in residential luxury, literally going to the “ends of the earth” to find the right materials and pricing for all of his distinguished clientele.

Mr. Finton is also a national spokesperson for Bank of America’s Building Green Effort, has been featured in 104 international and national media articles, and has received a Bachelor of Science in Business Administration and Real Estate from the California State Polytechnic University in Pomona.



FEATURED IN 104 MEDIA ARTICLES (USA & ABROAD)



Property Photos (Green Surroundings)



Inspirational images. Subject to change.



Inspirational images. Subject to change.



Property Photos



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OAK HILLS

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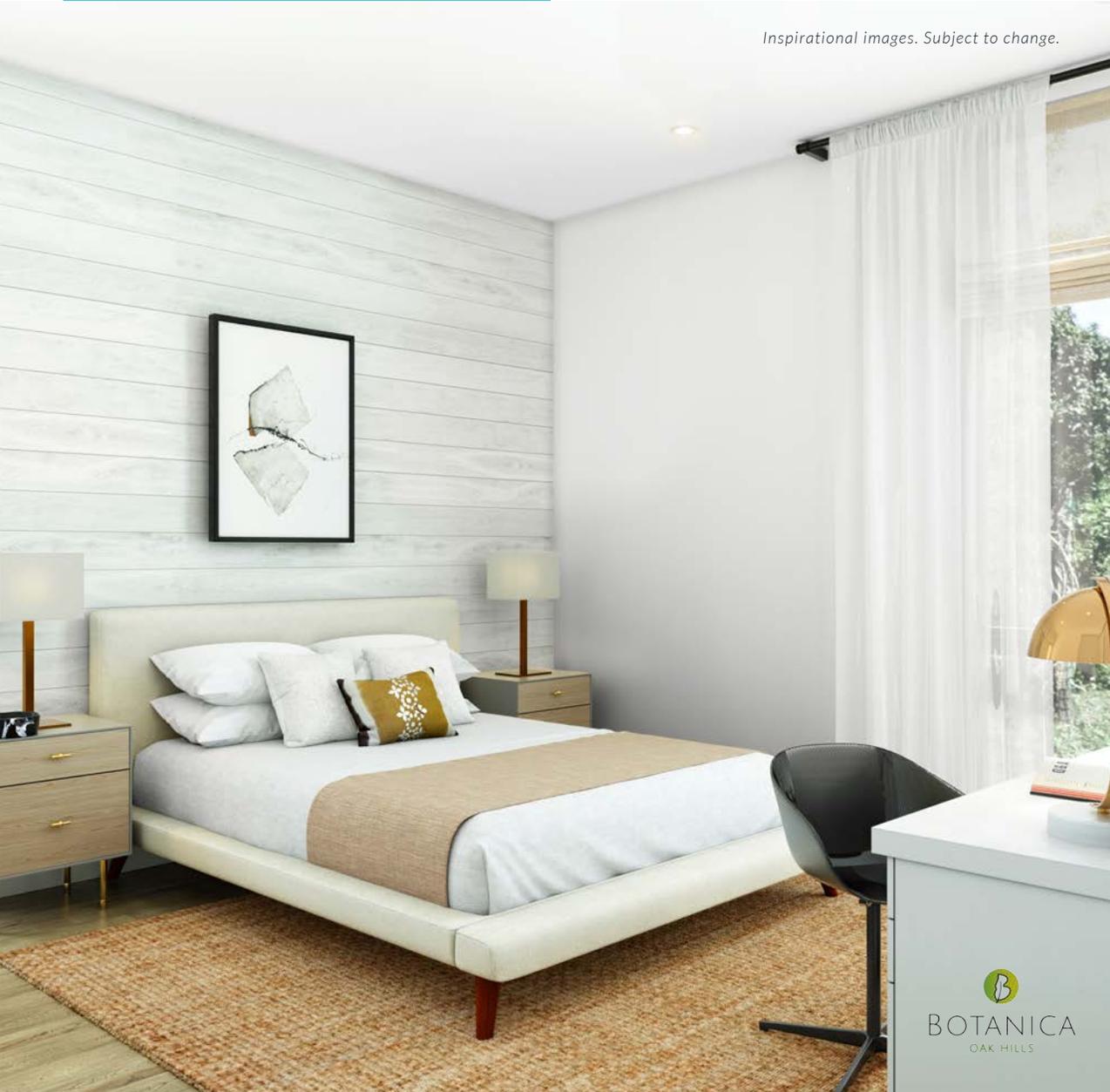
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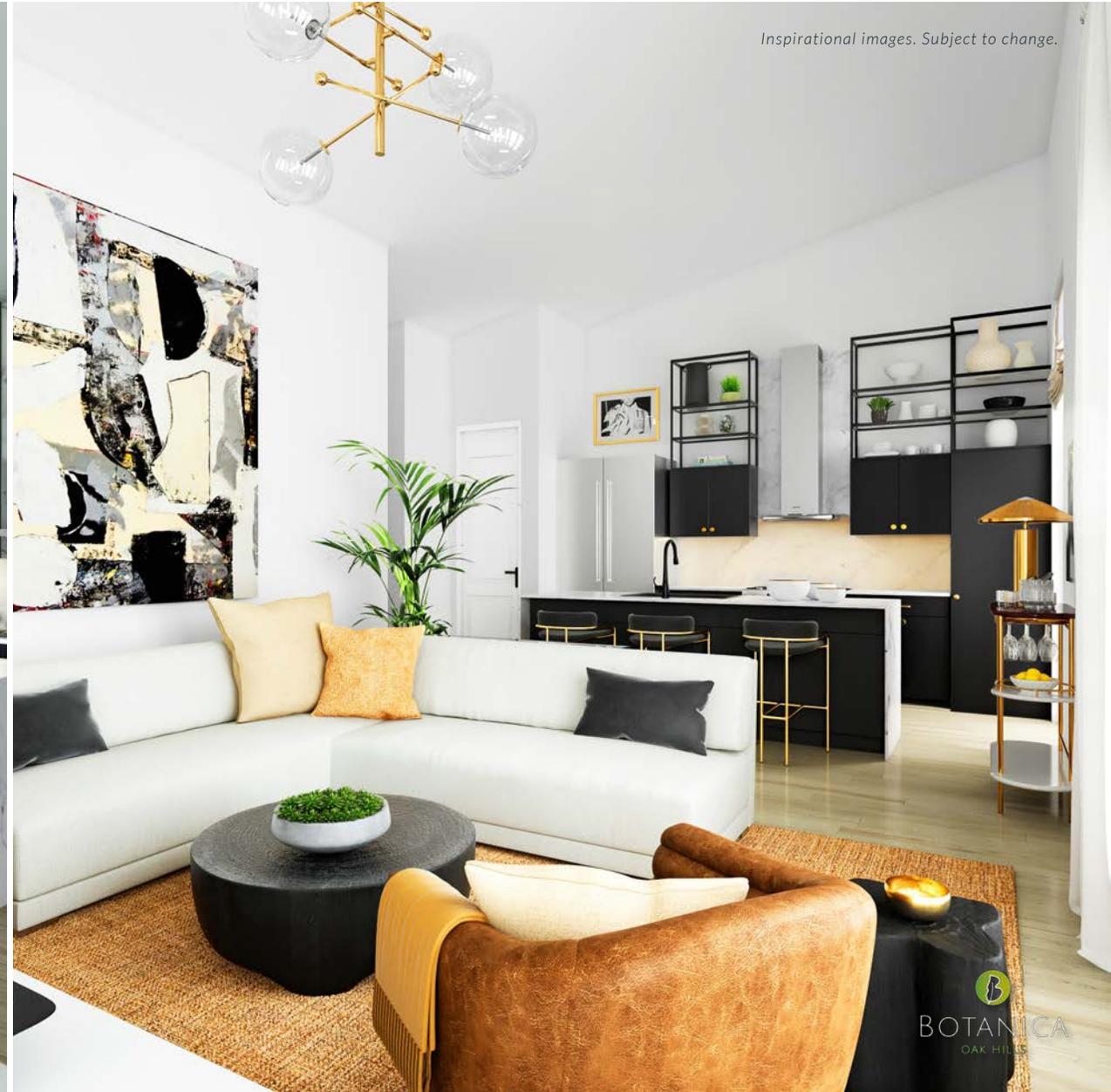
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Next Steps

Please email us your questions at info@grocapitus.com, we are happy to answer them. If you want to talk further, call us at 415-326-8878.

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