



**BALLANTYNE
COMMONS**
of Stockbridge



Ballantyne Commons

Stockbridge, GA (Atlanta MSA)
158 Units

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CURRENT ENVIRONMENT





WHY INVEST IN MULTIFAMILY NOW?

**Deep Discounts
Available**

Cash Flow

Inflation Hedge

Tax Benefits



4 FUNDAMENTALS OF INVESTING

**Cash Flow from
Day 1**

**Conservative
Underwriting**

The Right Debt

Sufficient Reserves

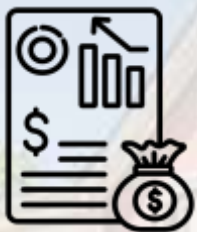
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INVESTMENT HIGHLIGHTS



Attractive Returns with Conservative Assumptions

- 15% IRR
- 5% CoC avg.



Newer Product with Upside

- Built in 2001
- All Classic Units



Extremely Low Basis

- 24% below the sale comp average



Attractive Floorplans

- Majority 2 and 3 Bedrooms



MEET THE LEADERSHIP



Michael Blank

Partner

Michael Blank is the leading authority on apartment building investing and the founder of Nighthawk Equity.

In addition to his own investing activities, he's helped students purchase over 2000 units valued at over \$75M through his unique "Deal Desk" and training programs.

He's the author of the best-selling book "Financial Freedom With Real Estate Investing" and the host of the popular "Apartment Building Investing" podcast.



Andrew Kniffin

Partner

Andrew manages all aspects of Nighthawk's growing portfolio, with about 2,400 units under management valued at \$280M.

Before joining Nighthawk, he accumulated a portfolio of 400 residential units.

Andrew has a corporate finance and real estate investing career that spans a decade. After finishing graduate school (JD/MBA), Andrew was an investment banker providing corporate valuation analysis.



Garrett Lynch

Partner

Garrett Lynch heads up our acquisitions team and manages all sourcing, underwriting, due diligence, and closing. In 2013 he co-founded a firm that grew from 0 to 3,400 units and a management company with 125 employees; he successfully exited that venture and teamed up with Nighthawk Equity.

Garrett graduated from Illinois State University with a degree in marketing, sales, organizational leadership and is a licensed real estate agent in the state of Arizona.



MEET THE TEAM



David Meilan

Director of Investor Relations

David Meilan manages and coordinates the investment process leading up to closing.

David has been in the multifamily investment industry since 2018. He excels at maintaining relationships with investors and has used this skill to help raise over \$100 million in investor capital for various commercial syndications.

David graduated from the University of California, San Diego with a bachelor's degree in Economics.



Anna Norman

Asset Manager

Anna Norman is the Asset Manager with Nighthawk Equity. With an education background, Anna brings a caring, compassionate, and attention-to-detail approach to asset management.

Anna had held almost every position on the property management side. Starting in the industry as a leasing agent nine years ago, she rose to hold the position of regional manager, overseeing 25 different properties at once. Anna specializes in turning around challenged properties and solving technical issues related to construction, operations and staffing. Her vast work experience has equipped her with excellent problem-solving, interpersonal and customer service skills.



Paul Davis

Acquisitions Associate

Paul Davis manages the transaction process and guides deals to the closing table through sourcing, underwriting, market research, due diligence, and closing. He has closed over \$100 million in multifamily acquisitions across several markets. He brings extensive experience in identifying value-add potential in low-performing assets.

Paul graduated from the University of California, Berkeley with a Masters degree in Real Estate Development.



TRACK RECORD – CURRENT DEALS

	Property Name	Units	Target IRR	Target Hold Time	Target Equity Multiple
	Chelsea Place	174	15%	6 yrs	1.88x
	Ten35 Gateway	214	15%	6 yrs	1.9x
	The Madison	243	15%	6 yrs	1.86x
	400 Winchester	168	15%	6 yrs	1.85x
	Crest at East Cobb	150	15%	7 yrs	1.84x
	REFINANCED The Davis	276	15%	5 yrs	1.9x



TRACK RECORD – CURRENT DEALS

	Property Name	Units	Target IRR	Target Hold Time	Target Equity Multiple
	REFINANCED The Cleo	80	15%	6 yrs	1.85x
	REFINANCED Covington Hills	243	16%	5 yrs	2.0x
	REFINANCED Beverly Springs	57	16%	5 yrs	1.6x
	Redtop of Green Springs	40	16%	5 yrs	1.95x



TRACK RECORD – SOLD (FULL-CYCLE)

	Property Name	Units	Target IRR	Achieved IRR	Target Hold Time	Actual Hold time	Target Equity Multiple	Actual Equity Multiple	Equity Multiple If Held Full Term
	¹⁰³¹ Monarch Villas	130	15%	18%	7 yrs	2.0 yrs	1.90x	1.40x	2.40x
	¹⁰³¹ Arbor Pointe	218	15%	15%	5 yrs	2.7 yrs	1.80x	1.45x	1.83x
	Dogwood Trace	168	14%	45%	5 yrs	4.0 yrs	1.90x	4.07x	4.84x
	Wedgewood	47	14%	12%	8 yrs	2.5 yrs	1.50x	1.30x	1.96x
	Treehaven Glenn	71	14%	15%	5 yrs	2.5 yrs	1.50x	1.50x	2.00x
	Garden Place	42	14%	15%	5 yrs	2.7 yrs	1.52x	1.50x	1.92x
	Pinewood	56	16%	16%	6 yrs	2.2 yrs	1.92x	1.50x	2.36x
	Country View	321	16%	43%	5 yrs	4.2 yrs	2.0x	3.88x	4.42x

RECENT SUCCESS STORY

WAS



NOW



- By 2nd Year, achieved rent amounts expected in 5th year.
- Completed 100% of exterior renovations in 8 months
- Sold after 2 years exceeding return projections with an 18% IRR





RECENT SUCCESS STORY

OLD



NEW





RECENT SUCCESS STORY

OLD



NEW





RECENT SUCCESS STORY



RENT INCREASES

Floorplan	Bed	Bath
445	1	1
530	1	1
665	1	1
770	1	1
780	1	1
840	2	1
1000	2	2
1475	2	2
1575	3	2

Rents at Purchase
\$733
\$775
\$780
\$835
\$838
\$982
\$1,158
\$1,186
\$1,343

Proforma Rents	Rent Inc %
\$925	26%
\$950	23%
\$990	27%
\$1,065	28%
\$1,075	28%
\$1,245	27%
\$1,450	25%
\$1,500	26%
\$1,595	19%

Actual Rents	Rent Inc %
\$950	30%
\$975	26%
\$1,175	51%
\$1,325	59%
\$1,340	60%
\$1,350	37%
\$1,675	45%
\$1,750	48%
\$1,850	38%



ATLANTA - NO. 1 HOUSING MARKET IN 2023



National Realtors group declares Atlanta No. 1 market to watch in 2023

America's largest trade association says Atlanta is only market—of 179 studied—to check all boxes

DECEMBER 19, 2022, 10:00AM JOSH GREEN ↓ 13 COMMENTS

BARRON'S

REAL ESTATE | REVIEW

Why Atlanta Tops the Hottest 2023 Real Estate Markets

By Liz Lucking Updated Dec. 16, 2022 8:01 pm ET / Original Dec. 16, 2022 7:58 pm ET

Atlanta is hot. Georgia's capital tops the National Association of Realtors' list of markets to watch in 2023, based on 10 metrics, including housing affordability, employment conditions, and population growth. Among 179 metro areas analyzed by NAR, Atlanta alone met all 10.



BUSINESS
INSIDER

HOME > REAL ESTATE

Atlanta is the city to watch in 2023. Here's Why.

Kelsey Neubauer Dec 25, 2022, 7:30 AM

- The National Association of Realtors named Atlanta the city to watch in 2023.
- Its robust job market and relatively affordable housing draw people from around the country.
- While the national housing market is cooling, it's still thriving in Georgia's capital.



A LOOK AT THE ATLANTA ECONOMY

BISNOW CITIES EVENTS CAREERS PODCASTS ABOUT

In Atlanta, despite a potential recession, renter demand still exceeds supply, positioning the market to continue to see growth in 2023

December 21, 2022 | Jarred Schenke, Bisnow Atlanta

Yet another drop in unemployment; Atlanta job growth still strong

LOCAL NEWS
By Michael E. Kanell, The Atlanta Journal-Constitution
Oct 27, 2022

Atlanta: Steady rise in job creation plus employers' demand to fill openings

Atlanta Has More Going for It Than Any US Metropolis

Analysis by Matthew A. Winkler | Bloomberg
June 29, 2022 at 9:36 a.m. EDT

Georgia is one of the best states in the US for business, CNBC says. Here's the list.

The Telegraph | CHELSEA MADDEN
September 8, 2022, 4:50 AM



Georgia Shatters Investment and Job Records in FY22



ATLANTA – August 10, 2022 – Governor Brian P. Kemp,



NO. 1 BEST PLACE TO LIVE – MONEY.COM

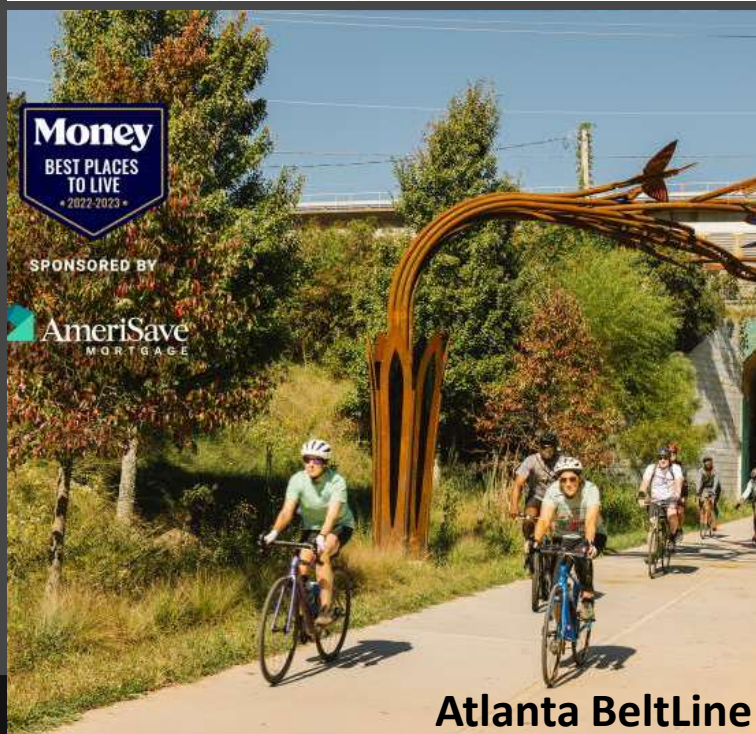
REAL ESTATE > BEST PLACES TO LIVE

Atlanta Is the Best Place to Live in the U.S.

By: Kristen Bahler | Editor: Mike Ayers

Published: Sep 29, 2022 | 15 min read

SHARE



Atlanta BeltLine

No. 1

Atlanta, Georgia

Atlanta, Georgia is the best place to live in the U.S. in 2022 because of its booming jobs market and eye on equality.

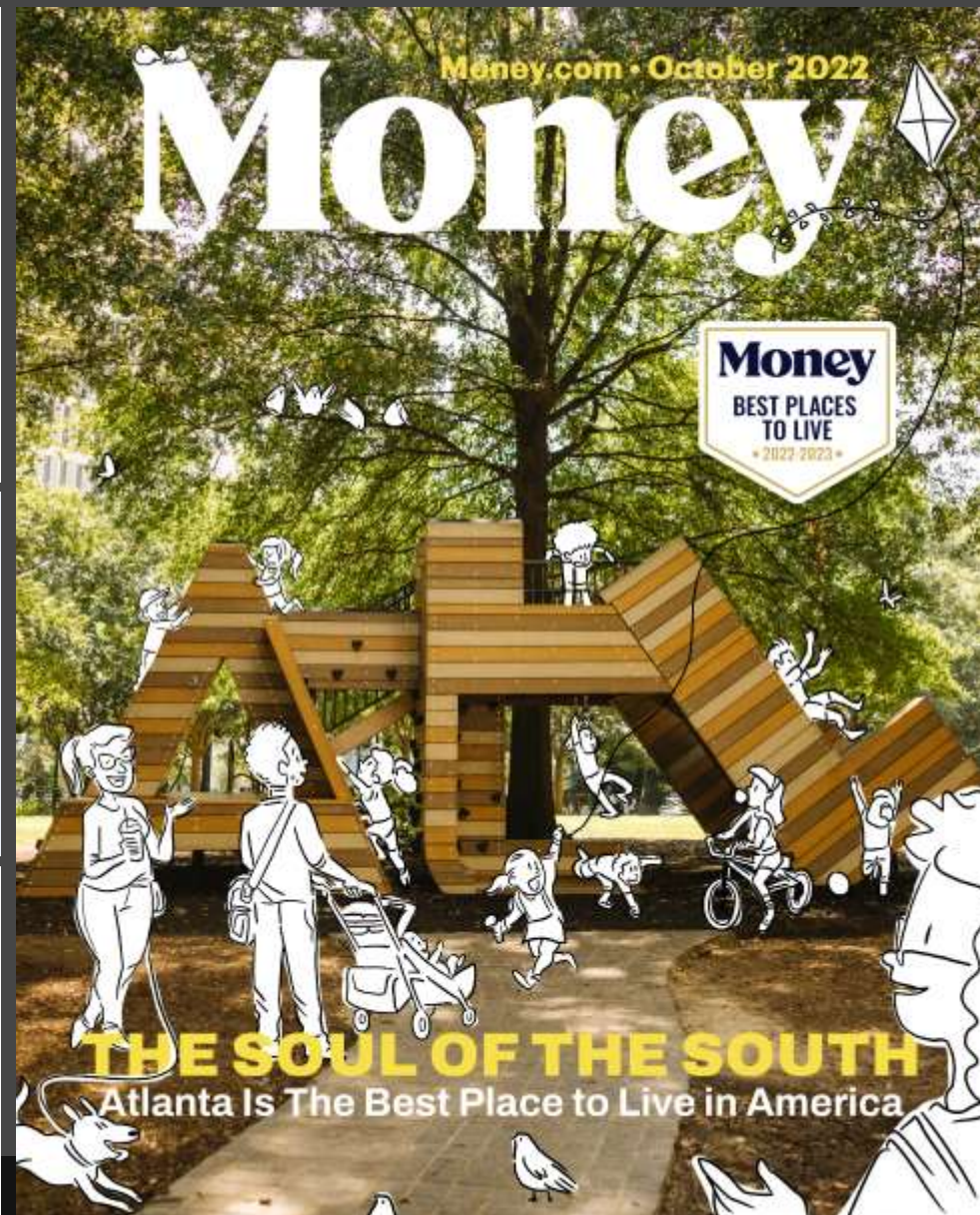
‘Strong Job Market, Outpacing the U.S’

‘Affordability and Rising Population’

‘The Perfect Blend of Culture’

By: Kristen Bahler | Editor: Mike Ayers

Published: Sep 29, 2022 | 15 min read





ATLANTA MARKET RANKINGS

#1

Busiest
Airport in the
World

World Airport Traffic 2022

#1

Metro Tech
Hub & Growth
Leader

Business Facilities 2021

#1

Metro Area for
Tech Diversity
Index

Comp TIA 2021

#2

Largest
Black Tech
Workforce

Comp TIA 2021

ATLANTA MULTIFAMILY MARKET SNAPSHOT

5.4%

Q3 2022 Vacancy Rate

22.20%

YOY Rent Growth

Source: Axio



Source: Cushman & Wakefield

ECONOMIC CAPITAL OF THE SOUTHEAST & GLOBAL BUSINESS HUB

#2

Quality Engineering
Universities

WalletHub 2021

#2

City to Live & Work
as a Moviemaker

Moviemaker.com 2021

#3

Metro for STEM
Professionals

WalletHub 2021

#4

Metro Area for
Corporate Headquarters

Business Facilities 2021

#1

Best State for
Doing Business

Site Selection 2022



ATLANTA: MAJOR CORPORATE HQ HUB

Coca Cola



UPS



Mercedes-Benz USA



Home Depot



CDC

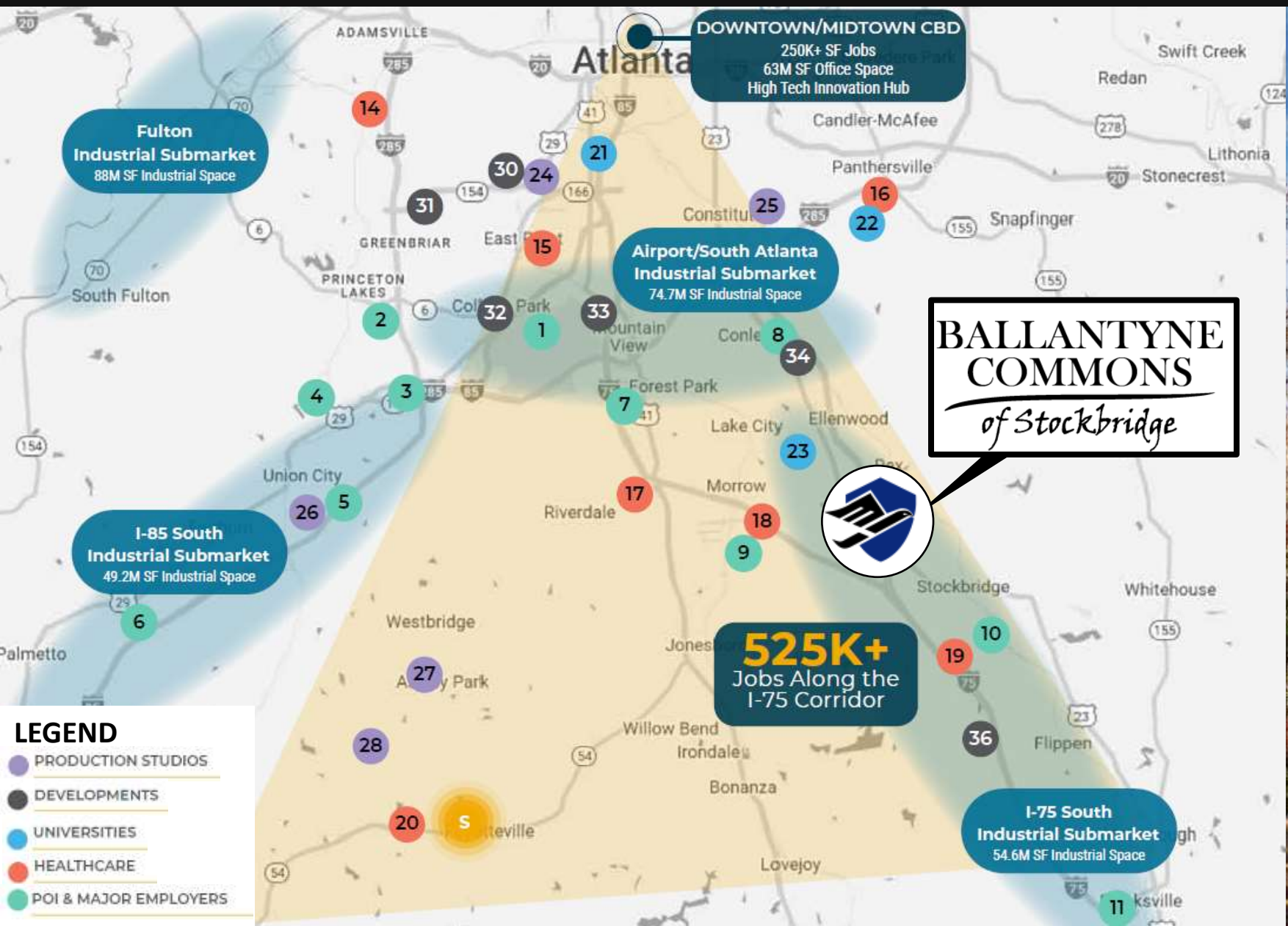


Delta





ATLANTA'S SOUTHERN MARKET: I-75 CORRIDOR





ATLANTA MARKET: MAJOR EMPLOYERS



16,510 Jobs (HQ)



16,000+ Jobs



15,900 Jobs



32,091 Jobs



15,000+ Jobs



15,000 Jobs



15,591 Jobs



34,500 Jobs (HQ)
(Located in S Atlanta)



8,403 Jobs (HQ)



8,894 Jobs (HQ)



15,353 Jobs



14,594 Jobs (HQ)

Source: Atlanta Chamber of Commerce





BALLANTYNE COMMONS: PREMIER LOCATION





BALLANTYNE COMMONS: LOCAL RETAIL

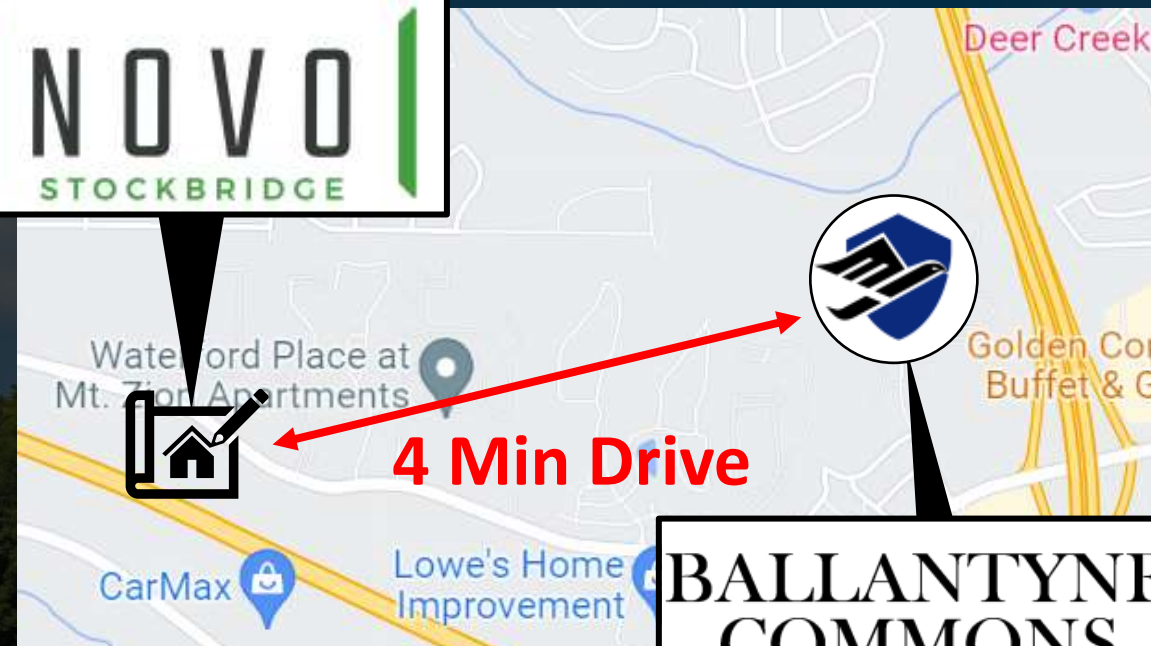




NEW DEVELOPMENT: NOVO STOCKBRIDGE

New Multifamily Construction

- 294 Multifamily Units
- Expected Completion: Spring 2023



**BALLANTYNE
COMMONS**
of Stockbridge





NEW DEVELOPMENT: FLATS AT MT. ZION

More New Construction!

- 210 Affordable Housing Units
- 96 Affordable Senior 55+ Units



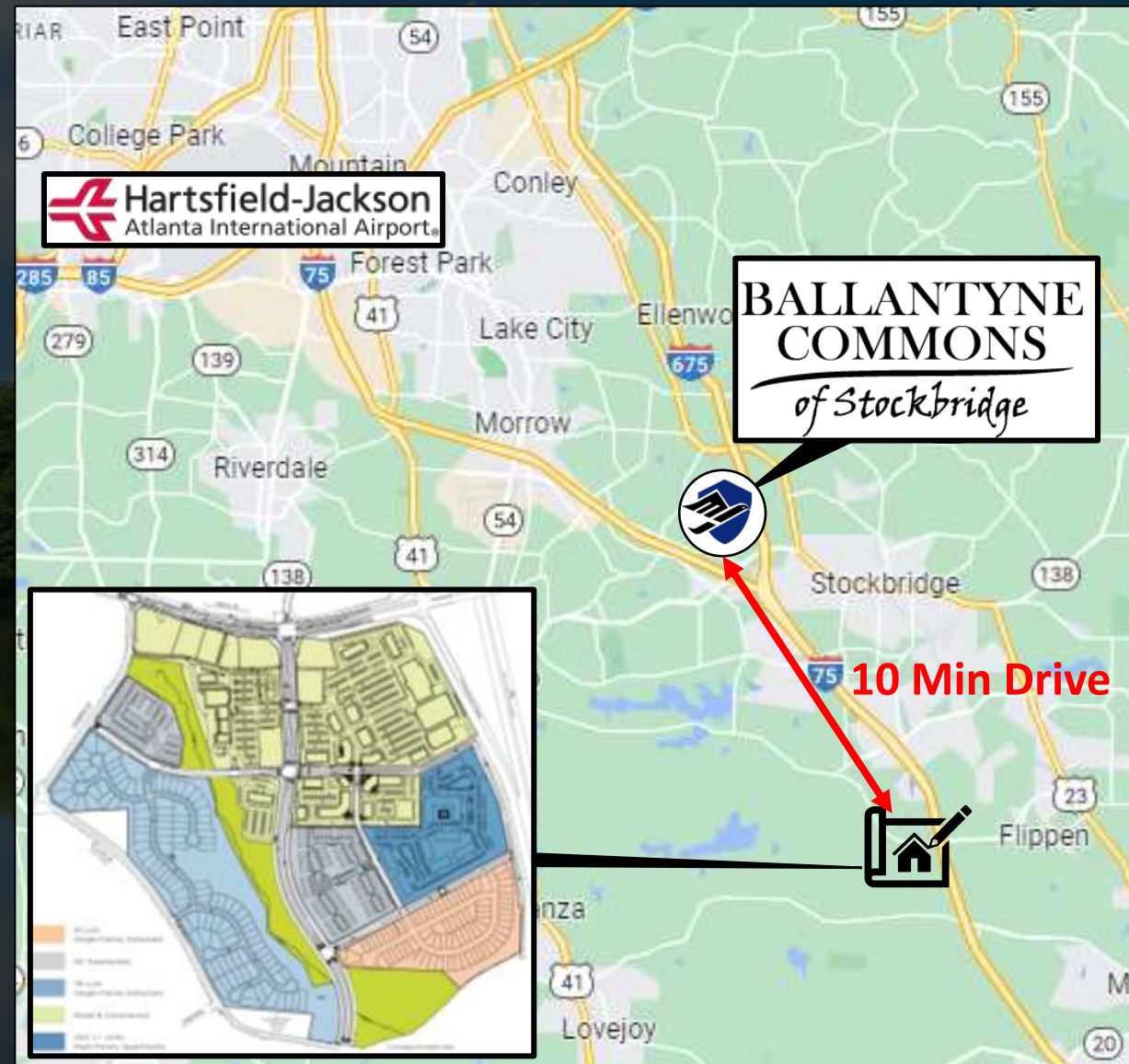


NOTABLE DEVELOPMENT: BRIDGES AT JODECO

BRIDGES AT JODECO

Bridges at Jodeco is a \$400 million, master-planned, mixed-use development on the largest tract of undeveloped land adjacent to I-75 in Henry County. This comfortable, amenity-rich, live, work, shop, dine and play destination is a place where people can engage and relax in a comforting, family-centered setting. Interspersed with greenspace, recreational sidewalks and pocket parks, visitors can spend an hour or a weekend at this 158-acre community conveniently located on Jodeco Road at I-75 in Henry County, just south of Atlanta.

	61 Lots Single-Family Detached
	90 Townhomes
	115 Lots Single-Family Detached
	Retail & Commercial
	300 +/- Units Multi-Family Apartments
	Greenspace



RARE OPPORTUNITY

Seller purchased in
Jan 2017



6 yr hold

No unit renovations
100% classic



March 2022 it fell out of
contract for \$35.5M



New 1031 opportunity
motivated the seller to transact



Deal brought to us off-market
from broker relationship

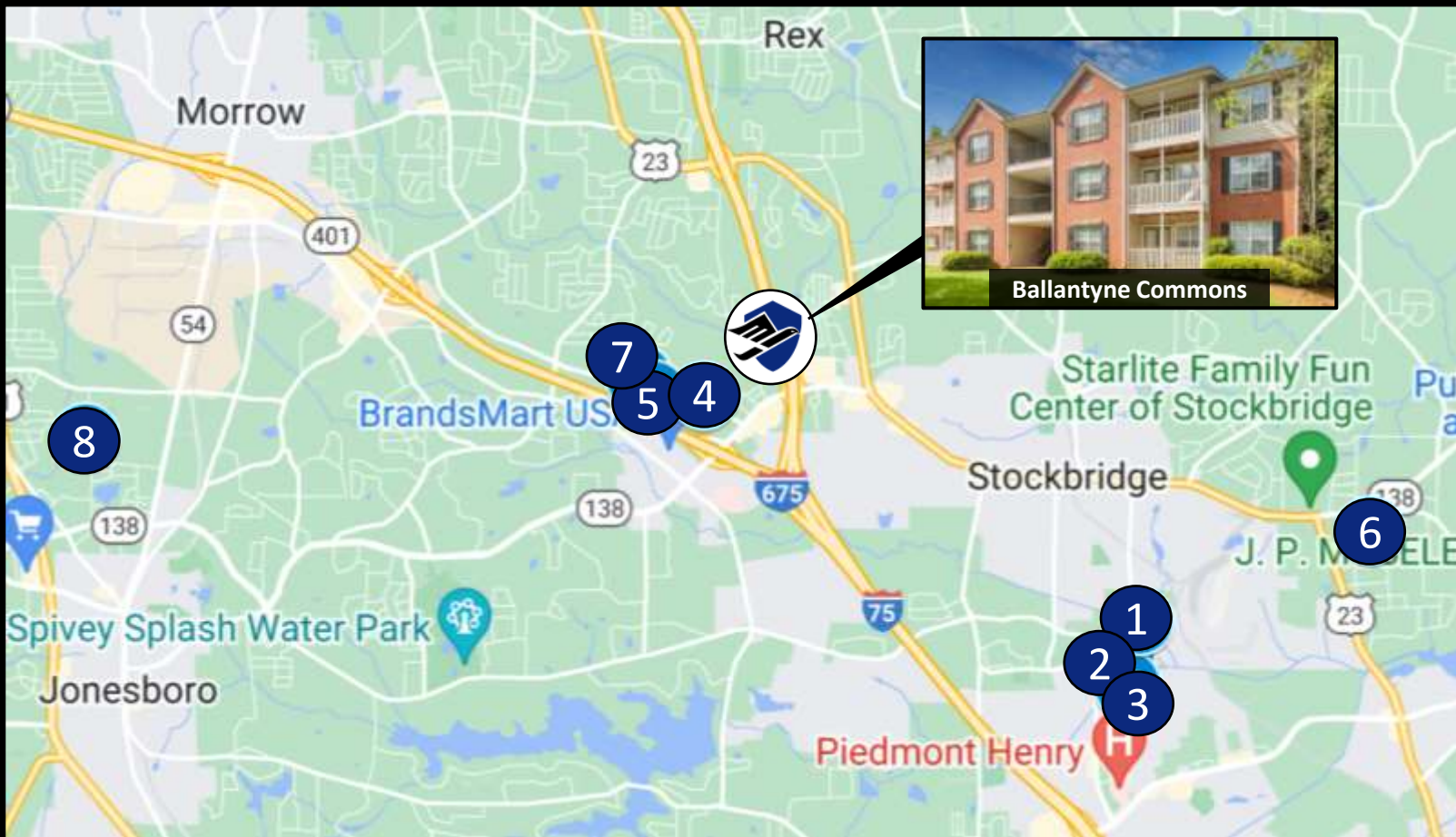
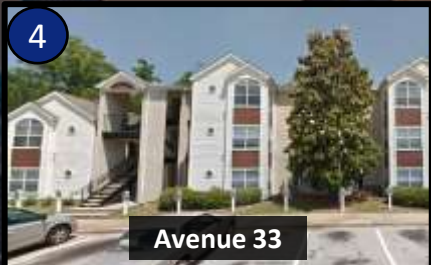


Nighthawk moved quickly
and secured contract at \$24.88M





SALES COMPARABLES





SALES COMPARABLES

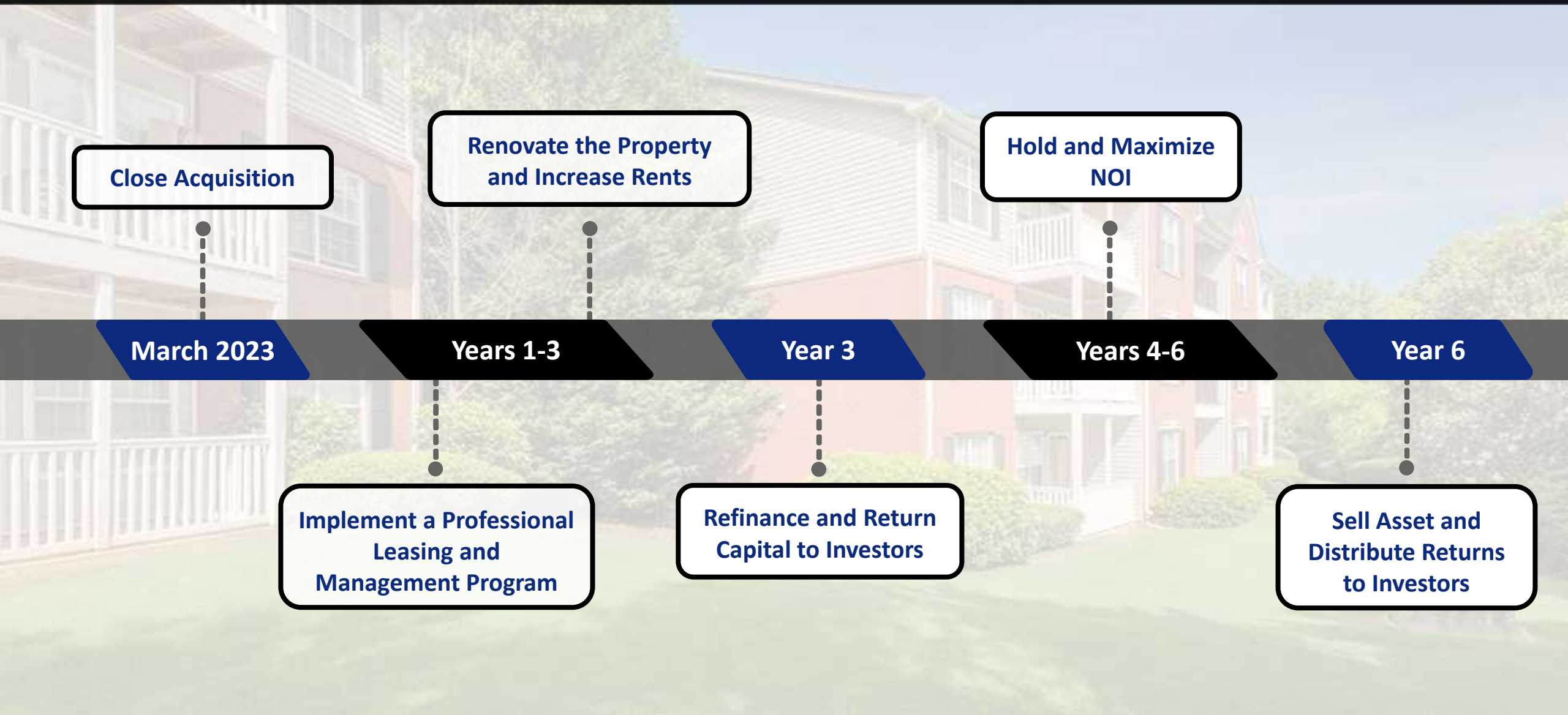
Property Name	City	Units	Year Built	Sale Price	Price Per Unit ^	Sale Date	Distance
1) Crossing at Eagles Landing	Stockbridge	167	2006	\$39,250,000	\$235,030	12/30/2022	3.4 Miles
2) Assembly Eagles Landing	Stockbridge	290	1999	\$62,750,000	\$216,379	11/19/2021	3.5 Miles
3) 900 Dwell	Stockbridge	200	1997	\$43,250,000	\$216,250	11/19/2021	3.6 Miles
4) Avenue 33	Stockbridge	200	2000	\$41,100,000	\$205,500	7/10/2022	0.6 Miles
5) Bridgewater at Mt. Zion	Stockbridge	200	1993	\$40,500,000	\$202,500	2/18/2022	0.9 Miles
6) The Glen at Lanier Crossing	Stockbridge	264	2000	\$53,000,000	\$200,758	11/18/2021	4.6 Miles
7) Winnstead Apartments	Stockbridge	200	2000	\$38,500,000	\$192,500	7/29/2022	1.0 Miles
8) The Park at Tara Lake	Stockbridge	200	2000	\$37,500,000	\$187,391	9/14/2021	5.0 Miles
Ballantyne Commons	Stockbridge	200	2001	\$24,885,000	\$157,500	TBD	0.0 Miles

Avg = \$206K/unit

**Our Price =
\$157k/unit**



BUSINESS PLAN TIMELINE





CAPITAL IMPROVEMENTS



Interior Renovation Budget:
\$3,556,000

\$21,667 / unit
on average

- Install new stainless-steel appliances
- Upgrade cabinet doors and drawers
- Two-tone neutral painting
- New luxury vinyl-plank flooring
- Contemporary plumbing and lighting
- Install new countertops

Exterior, Amenities, & Deferred Maintenance Budget:
\$1,801,139

\$11,400 / unit
on average

- Resurface the parking lot
- Paint / Fix exterior and vinyl
- Refresh landscaping and install new signage
- Renovate the clubhouse and leasing office
- Upgrade the pool deck
- Renovate breezeways and lighting



EXTERIOR & AMENITY UPGRADE OPPORTUNITY

Renovate Clubhouse and Office



Resurface and Restripe Parking Lot



Repair Patio Enclosures



Upgrade the Pool



Build New Dog Park



Improve Landscaping





MORE UPGRADE OPPORTUNITIES

Replace Lighting



Renovate Breezeways and Stairwells



Power-Wash and Paint Exterior



Perform Treework



Replace Broken Gutters/Downspouts



Upgrade Signage





INTERIOR UPGRADE OPPORTUNITY

Current



\$1345
Rent

Post Renovation



\$1550
Projected Rent



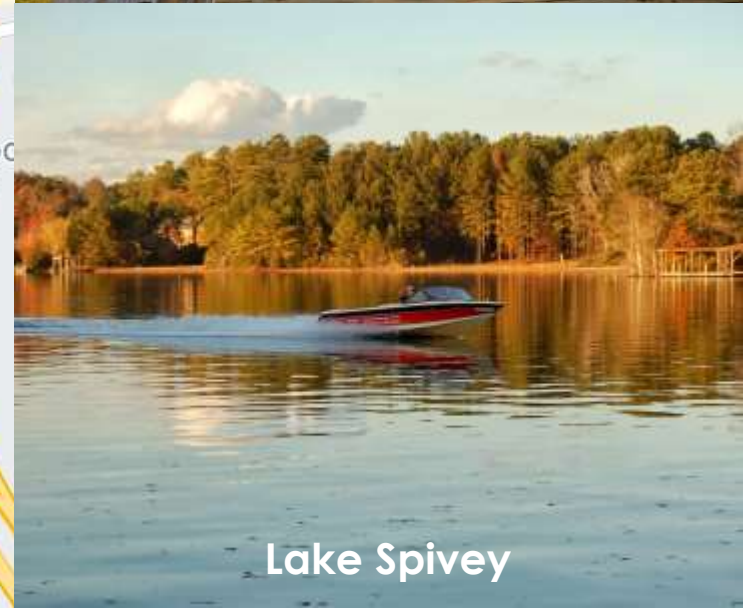
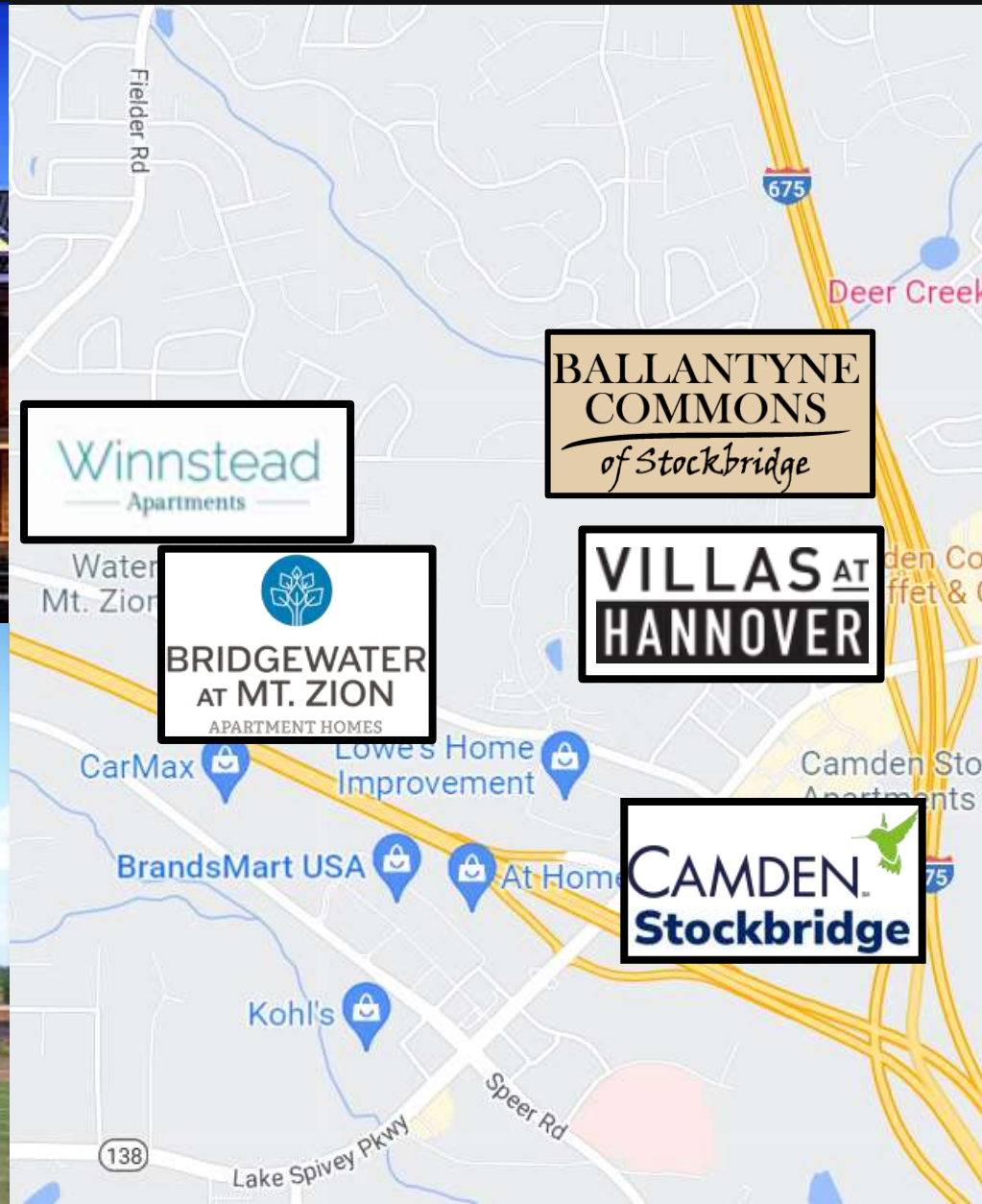
\$1750
Nearby Comp



RENT COMPARABLES



Stockbridge City Hall



Lake Spivey



RENT COMPARABLES





RENT COMPARABLES

**VILLAS AT
HANNOVER**



**CAMDEN.
Stockbridge**





RENT COMPARABLES

**BALLANTYNE
COMMONS**
of Stockbridge



**Inject \$5,700,000 in Capital
Improvements**

158 Units

\$400+ Increase = Conservative



BALLANTYNE LOAN

Initial Loan Proceeds	\$18,663,750
+ Capex Holdback	\$3,600,000
Total Loan Amount:	\$22,263,750
Interest Rate:	4.75%
Structure:	3.75 + SOFR (Capped at 1%)
Term:	3 + 1 + 1 (5 Years)
Amortization:	Interest Only (3 Years) then 30 Yr. Am.



- Healthy DSCR Levels
- Conservative Leverage
- Prior Experience w/ Lender



CONSERVATIVE UNDERWRITING



Economic Vacancy Assumptions:

Year 1: 39%

Year 2: 33%

Year 3: 28%



Only 4.5 Renovated Units Needed
per Month
(3 full years to do interiors)



Refinance Interest Rate
conservatively set to 6.0%



\$459,000 in Extra Capex Reserves



Conservative Exit Cap Rate (5.1%)





FINANCIAL HIGHLIGHTS

IRR to Investors

15.18%

Cash-on-Cash
Avg

5.01%

Equity Multiple

2.05x

Return of Capital to
Investors in Year

3

Sale in Year

6

Splits:	80% to Investors, 20% to General Partners
Promote Hurdle:	50/50 Split After a 15% IRR to Investors
Projected Equity Multiple:	2.05x Return on Capital
ROI Example:	\$100k = ~\$205k



NEXT STEPS

1. Go to nighthawkequity.com/ballantyne
2. Follow the instructions
3. Be prepared to wire funds by **Thursday February 2nd**

Questions? Contact us at ballantyne@nighthawkequity.com
Or call David @ **808-500-7135**

We will begin accepting funds **Thursday, February 2nd** on a first come first serve basis.

Note: Space is **limited**

Your participation is only guaranteed once funds are in the account.
Once this deal is fully subscribed, we cannot accept additional funds.



APPENDIX

1. Financial Projections

2. Investor Returns

NOTE: The rates of return displayed on this page are only projections, and are not guarantees of any sort.
Actual returns may vary widely, due to many economic and marketplace factors beyond our control.

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FINANCIAL PROJECTIONS (6-YR P&L)

	2023		2024		2025		2026		2027		2028
FINANCIAL ASSUMPTIONS	Year 1		Year 2		Year 3		Year 4		Year 5		Year 6
Annual Rent Escalator	3.50%		3.50%		3.50%		3.50%		3.50%		3.50%
Annual Expense Escalator	3.50%		3.50%		3.50%		3.50%		3.50%		3.50%
Rent Bump \$ Per Unit	142.60		142.60		142.60						
INCOME	1		2		3		4		5		6
Average Monthly Rent	\$1,584		\$1,782		\$1,987		\$2,056		\$2,128		\$2,203
Gross Potential Income	\$3,003,131		\$3,378,601		\$3,767,213		\$3,899,066		\$4,035,533		\$4,176,777
- Loss to Lease	(\$60,063)	2.00%	(\$67,572)	2.00%	(\$113,016)	3.00%	(\$116,972)	3.00%	(\$121,066)	3.00%	(\$125,303)
- Vacancy	(\$390,407)	13.00%	(\$371,646)	11.00%	(\$357,885)	9.50%	(\$194,953)	5.00%	(\$201,777)	5.00%	(\$208,839)
- Concessions, Bad Debt	(\$720,751)	24.00%	(\$675,720)	20.00%	(\$565,082)	15.00%	(\$194,953)	5.00%	(\$201,777)	5.00%	(\$208,839)
Effective Gross Income	\$1,831,910		\$2,263,663		\$2,731,230		\$3,392,187		\$3,510,914		\$3,633,796
Other Income	\$266,470		\$275,797		\$285,450		\$295,440		\$305,781		\$316,483
Total Net Income	\$2,098,380		\$2,539,460		\$3,016,679		\$3,687,627		\$3,816,694		\$3,950,279
EXPENSES											
Real Estate Taxes	\$280,156	13.35%	\$343,776	13.54%	\$355,808	11.79%	\$368,262	9.99%	\$381,151	9.99%	\$394,491
Insurance	\$69,527	3.31%	\$71,960	2.83%	\$74,479	2.47%	\$77,086	2.09%	\$79,784	2.09%	\$82,576
Contract Services	\$31,600	1.51%	\$32,706	1.29%	\$33,851	1.12%	\$35,035	0.95%	\$36,262	0.95%	\$37,531
Trash	\$81,014	3.86%	\$83,850	3.30%	\$86,785	2.88%	\$89,822	2.44%	\$92,966	2.44%	\$96,220
Utilities	\$138,572	6.60%	\$143,422	5.65%	\$148,442	4.92%	\$153,637	4.17%	\$159,015	4.17%	\$164,580
Advertising	\$23,700	1.13%	\$24,530	0.97%	\$25,388	0.84%	\$26,277	0.71%	\$27,196	0.71%	\$28,148
Management Fee	\$62,951	3.00%	\$76,184	3.00%	\$90,500	3.00%	\$110,629	3.00%	\$114,501	3.00%	\$118,508
Repairs and Maintenance	\$63,200	3.01%	\$65,412	2.58%	\$67,701	2.24%	\$70,071	1.90%	\$72,523	1.90%	\$75,062
General/Admin	\$44,240	2.11%	\$45,788	1.80%	\$47,391	1.57%	\$49,050	1.33%	\$50,766	1.33%	\$52,543
Payroll	\$268,600	12.80%	\$278,001	10.95%	\$287,731	9.54%	\$297,802	8.08%	\$308,225	8.08%	\$319,013
Turnover	\$20,000	0.95%	\$20,700	0.82%	\$21,425	0.71%	\$27,400	1.29%	\$49,059	1.29%	\$50,776
Deposit to Replacement Reserve	\$39,500	1.88%	\$39,500	1.56%	\$39,500	1.31%	\$39,500	1.07%	\$39,500	1.03%	\$39,500
Total Expenses	\$1,123,060	53.52%	\$1,225,829	48.27%	\$1,279,001	42.40%	\$1,364,570	37.00%	\$1,410,947	36.97%	\$1,458,948
Net Operating Income (NOI)	\$975,320		\$1,313,631		\$1,737,679		\$2,323,058		\$2,405,747		\$2,491,331
Debt Service											
Principal	\$0		\$0		\$0		\$0		\$0		\$0
Interest	\$772,028		\$857,528		\$1,057,528		\$1,614,366		\$1,614,366		\$1,614,366
Total Debt Service	\$772,028		\$857,528		\$1,057,528		\$1,614,366		\$1,614,366		\$1,614,366
Cash Flow available for Distribution	\$203,292		\$456,102		\$680,150		\$708,692		\$791,381		\$876,965
Distributions from Cash Flow											
Asset Mgt Fee to Manager	1.5%	\$31,476	\$38,092		\$45,250		\$55,314		\$57,250		\$59,254
Excess Cash Flow to Members	80%	\$137,453	\$334,408		\$507,920		\$522,702		\$587,305		\$654,169
Excess Cash Flow to Mgr	20%	\$34,363	\$83,602		\$126,980		\$130,675		\$146,826		\$163,542
Total Distributions to Members	\$137,453		\$334,408		\$507,920		\$522,702		\$587,305		\$654,169
Capital Account Balance (Begin of Year)	\$12,468,620		\$12,468,620		\$12,468,620		\$7,949,553		\$7,949,553		\$7,949,553
Member Cash on Cash Return	1.10%		2.68%		4.07%		6.58%		7.39%		8.23%

NOTE: The rates of return displayed on this page are only projections, and are not guarantees of any sort. Actual returns may vary widely, due to many economic and marketplace factors beyond our control.



INVESTOR RETURNS

Member Returns Based On Specific \$ Invested \$100,000

REFINANCE!**SALE!**

	1	2	3	4	5	6	Return \$	Return %
Beginning Member Capital Account Balance	\$100,000	\$100,000	\$100,000	\$63,756	\$63,756	\$63,756		
% of Overall Membership Ownership for \$ Invested	0.8%	0.8%	0.8%	0.8%	0.8%	0.8%		
Member Cashflow	\$1,102	\$2,682	\$4,074	\$4,192	\$4,710	\$5,247	\$22,007	
Cash on Cash Return	1.10%	2.68%	4.07%	6.58%	7.39%	8.23%		
Average Cash on Cash Return to Date	1.10%	1.89%	2.62%	3.61%	4.36%	5.01%		
Net Proceeds/Profits from Refinance or Sale			\$0			\$83,429	\$83,429	
Average Annual Return to Date	1.10%	1.89%	2.62%	4.73%	5.26%	27.56%		
Return of Member Capital			\$36,244			\$63,756		
Ending Member Capital Account Balance	\$100,000	\$100,000	\$63,756	\$63,756	\$63,756	\$0		
Total Return in Investment	\$1,102	\$2,682	\$4,074	\$4,192	\$4,710	\$88,676	\$105,436	105.44%
Average Annual Return								15.18%
IRR								15.18%
Average Cash on Cash Return								5.01%

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DELINQUENCY – PLAN OF ACTION

**Collect Payments from
Assistance Agencies**



Buyout Plan



**Pressure the County
With Legal Action**



AI Collection Software



**Collections Specialist
(Already Hired)**





SENSITIVITY ANALYSIS

IRR Sensitivity		Exit Cap Rate						
		5.85%	5.60%	5.35%	5.10%	4.85%	4.60%	4.35%
Avg Rent Growth	2.00%	5.52%	7.06%	8.60%	10.17%	11.77%	13.41%	15.10%
	2.50%	7.34%	8.83%	10.34%	11.87%	13.44%	15.06%	16.72%
	3.00%	9.11%	10.56%	12.04%	13.54%	15.08%	16.67%	18.30%
	3.50%	10.84%	12.26%	13.70%	15.18%	16.69%	18.25%	19.86%
	4.00%	12.53%	13.92%	15.34%	16.78%	18.27%	19.81%	21.40%
	4.50%	14.19%	15.55%	16.94%	18.36%	19.83%	21.34%	22.91%
	5.00%	15.82%	17.15%	18.52%	19.91%	21.36%	22.85%	24.40%
Breakeven Occupancy		Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	AVG
Economic Occupancy		62.89%	61.19%	56.89%	54.93%	54.00%	53.10%	57.16%

