



# NEAL BAWA

CEO / FOUNDER

UGRO | grocapitus

**ACHIEVED RETURNS:  
34.6% IRR OVER 7 EXITS**

- 800+ investors have invested in Grocapitus projects, with \$270M equity invested\*
- 2,000+ investors registered
- 31 projects (7 sold) diversified across 10 states over 17 metro areas
- Current portfolio valued ~\$1B
- Approximately 4,800 units/beds



Multifamily University

- 10,000+ active community members in our meetups and Facebook groups
- 5,000+ students attend webinars
- Hundreds of students attend MultifamilyU bootcamps

## ABOUT NEAL

Neal Bawa is CEO / Founder at UGRO and Grocapitus, two commercial real estate investment companies. Neal's companies use cutting edge real estate analytics technology to source and acquire OR build large Commercial properties across the U.S., for nearly 800 investors. Current portfolio over 4,800 units, with an AUM value (upon completion) of over \$1 Billion.

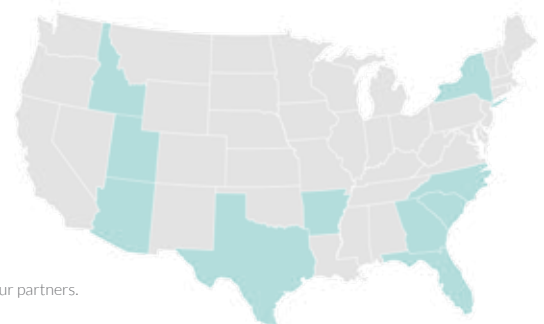
Neal shares his team's unique and cutting-edge real estate data methodologies to connect with geeky and nerdy (or just data driven) investors who share his vision - That Data beats gut feel by a million miles. Over 10,000 real estate investors have taken his free Real Estate Data Analytics course on udemy.com and the course has over 1,000 five-star reviews.

Neal speaks at dozens of real estate conferences across the country and virtually, on the Internet. Over 5,000 investors attend his multifamily webinar series each year and hundreds have attended his Magic of Multifamily boot camps. His facebook and meetup groups have tens of thousands of investors.

Neal believes that we are at a turning point, where traditional commercial real estate will combine with Proptech and Fintech technology disruptors, and will truly reach it's potential as a tradable, highly liquid asset class that will rival and eventually beat the stock market in its size and scope. He also believes that the Build-to-rent will become a much larger and more profitable part of the Multifamily asset class over the next 5 years, due to its uniquely desirable characteristics. Neal's vision is to combine the Build-to-rent asset class with blockchain tokenization to democratize commercial real estate.

## PROPERTY PORTFOLIO MANAGED, CO-OWNED WITH INVESTORS

- |                                              |                                                   |
|----------------------------------------------|---------------------------------------------------|
| 216 unit Multifamily, Atlanta GA             | 6 buildings Flex Industrial, Salt Lake City, UT** |
| 151 unit Multifamily, Dalton GA              | 128 unit Multifamily, Austin TX**                 |
| 174 unit Multifamily, Atlanta GA             | 56 unit Multifamily, Houston TX**                 |
| 138 unit Multifamily, Jacksonville FL        | 120 unit Multifamily, Greenville SC               |
| 114 unit Multifamily, Tucson AZ              | 72 unit Multifamily, San Antonio TX**             |
| 217 unit Multifamily/Mixed Use, Buffalo NY** | 320 unit Multifamily, Phoenix AZ**                |
| 116 unit Multifamily, St George UT*          | 66 unit Multifamily, Idaho Falls, ID**            |
| 210 unit Multifamily, Provo UT^              | 132 unit Multifamily, New Braunfels TX**          |
| 46 unit Townhomes, Durham NC**               | 128 unit Multifamily, Austin TX*                  |
| 96 unit Multifamily, San Antonio TX**        | 137 unit Multifamily, Killeen TX                  |
| 194 unit Multifamily, Atlanta GA             | 1,450 unit Portfolio, TX**                        |
| 240 unit Multifamily, Mesa AZ**              |                                                   |
| 873 unit Self-Storage, West Memphis AR       |                                                   |
| 32 unit Multifamily, Houston TX**            |                                                   |
| 180 unit Multifamily, Dalton GA              |                                                   |
| 210 unit Multifamily, San Marcos TX**        |                                                   |



\* Total investor equity includes some equity raised by our partners.  
\*\* Under construction.  
^ Opportunity Zone, under construction.



# PROPERTY PORTFOLIO



## RTP1 TOWNHOMES NEW CONSTRUCTION, DURHAM NC

**MILL RACE PHASE 1A**  
NEW CONSTRUCTION, PROVO UT

**PARK CANYON**  
CLASS B+ VALUE-ADD, DALTON GA

**SOLD**

**FAIRVIEW**  
CLASS B VALUE-ADD, GREENVILLE SC

**SOLD**

**WINDWARD FOREST**  
CLASS C VALUE-ADD, ATLANTA GA

**SOLD**

**THE GRID**  
NEW CONSTRUCTION, BUFFALO NY

**LAKEWOOD OAKS**  
CLASS C VALUE-ADD, JACKSONVILLE FL

**SOLD**

**FALLS AT CRISMON COMMONS**  
NEW CONSTRUCTION, MESA AZ

**EQUINOX AT KNIGHT**  
CLASS B VALUE-ADD, ATLANTA GA

**COYOTE CREEK**  
NEW CONSTRUCTION, ST GEORGE UT

**CHELSEA PLACE**  
CLASS C VALUE-ADD, ATLANTA GA

**SOLD**

**EQUINOX ON PRINCE**  
CLASS C VALUE-ADD, TUCSON AZ

**SOLD**

**STORAGE DEPOT**  
VALUE-ADD + NEW, W. MEMPHIS, AR

**SOLD**

**UNIVERSITY OAKS**  
NEW FOURPLEXES, HOUSTON TX

**WOODS CROSS FLEX**  
NEW INDUSTRIAL, SALT LAKE CITY UT

**PARK LANE**  
NEW FOURPLEXES, HOUSTON TX

**BOTANICA OAK HILLS**  
NEW FOURPLEXES, SAN ANTONIO TX

**SOLD**

**BOTANICA CHASE HILL**  
NEW FOURPLEXES, SAN ANTONIO TX

**SOLD**

**AVONDALE COMMONS**  
NEW CONSTRUCTION, PHOENIX AZ

**EQUINOX TOWNHOMES**  
NEW FOURPLEXES, IDAHO FALLS ID

**EQUINOX TOWNHOMES**  
NEW FOURPLEXES, NEW BRAUNFELS TX

**BOTANICA SOUTHPARK**  
NEW FOURPLEXES, AUSTIN TX

**COUNTRY PLACE**  
CLASS B VALUE-ADD, KILLEEN TX

**PARK CANYON II**  
CLASS B+ VALUE-ADD & NEW UNITS

**CASATA SAN MARCOS**  
NEW MICRO HOMES, SAN MARCOS TX

**UGRO PREMIER BTR FUND**  
MIXED NEW CONSTRUCTION, TEXAS



# TRACK RECORD

## EXITS EXCEED PROJECTIONS



### PARK CANYON

180-Unit Multifamily: Value-Add + New Units | Dalton GA

**16.3%**  
PROFORMA IRR

**37.8%**  
REALIZED IRR

**Feb** 2022  
DATE SOLD



### WINDWARD FOREST

216-Unit Multifamily: Value-Add | Atlanta GA

**18.0%**  
PROFORMA IRR

**22.0%**  
REALIZED IRR

**Sep** 2020  
DATE SOLD



### LAKWOOD OAKS

138-Unit Multifamily: Value-Add | Jacksonville FL

**17.6%**  
PROFORMA IRR

**19.5%**  
REALIZED IRR

**Oct** 2021  
DATE SOLD



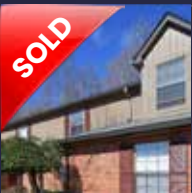
### CHELSEA PLACE

180-Unit Multifamily: Value-Add | Dalton GA

**14.9%**  
PROFORMA IRR

**12.7%**  
REALIZED IRR

**Jun** 2021  
DATE SOLD



### FAIRVIEW

120-Unit Multifamily: Value-Add | Greenville SC

**16.0%**  
PROFORMA IRR

**60.0%**  
PROJECTED IRR

**Apr** 2022  
DATE SOLD



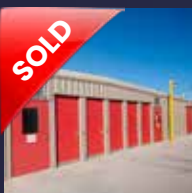
### EQUINOX ON PRINCE

114-Unit Multifamily: Value-Add | Tucson AZ

**17.3%**  
PROFORMA IRR

**51.4%**  
PROJECTED IRR

**Jun** 2022  
DATE SOLD



### STORAGE DEPOT

873-Unit Self Storage: New + Value-Add | West Memphis AR

**20.6%**  
PROFORMA IRR

**49.6%**  
PROJECTED IRR

**Jul** 2022  
EXPECTED SALE DATE

# ACHIEVED RETURNS

# 17.3%

OVERALL PROJECTED IRR

# 35.3%

OVERALL ACHIEVED IRR

# 7

TOTAL PROJECTS SOLD



grocapitus



Multifamily University

**NEAL  
BAWA**



LOCATION MAGIC  
WORKSHOPS



APARTMENT  
MAGIC  
BOOTCAMPS



... AND MANY MORE  
EVENTS **ACROSS**  
**THE NATION**

