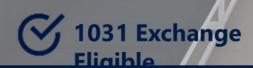


The FALLS AT CRISMON COMMONS ~ Mesa AZ









Today's Agenda

1

Who Are We?

An introduction to the Management Team

4

What Are the Numbers?

Assumptions, loans, splits, returns and more

2

Why Mesa?

What's different and special about this market?

5

How Long and How

Minim**Much?**tment amount and timeframe

3

Why Build Multifamily at This Location?

Let's understand the opportunity

6

What Did We Forget?

Q&A session

Housekeeping & Legal

- Feel free to type your questions in the text box. We will answer them at the end.
- This presentation is being recorded. You will automatically be sent a copy.
- All numbers shown are estimates and subject to change as we negotiate with contractors to reduce costs, the architect to add units, and make improvements where possible.
- This material does not constitute an offer or a solicitation to purchase securities. An offer can only be made by the Private Placement Memorandum (PPM).

- This document is an informational summary of the prospective investment opportunity only.
- The PPM and its exhibits contain complete information about the Property and the investment opportunity.
- This presentation has been prepared to summarize such information for prospective investors in the Company.
- The information contained herein is not a substitute for an investor's complete review of all of the information attached to the PPM as part of their own due diligence regarding this investment opportunity and its suitability for their investment portfolio.

Meet Neal

President and CEO, Grocapitus



Neal Bawa

CEO & Founder Grocapitus

About Neal

- Neal's companies have owned / managed a portfolio of over \$200
 Million
- Over 2,000 units of Multifamily and Student housing, in 9 states
- Nationally known Multifamily mentor and speaker
- About 5,000 investors attend his Multifamily webinar series and hundreds attend Multifamily Boot camps
- Co-founder of the largest Multifamily Investing Meetup in the U.S. with 3,000+ members.

Key Focus

Investor Management

Leasing and Tenant Marketing

Submarket and Property Selection

Operations and Metrics

Sample of Grocapitus Portfolio & Track Record



Art City

Art City Center is a beautiful new construction mixed use project in Springville, UT. The iconic midrise secure access residential facility has 102 units. The project was completed in April 2018 and the apts are at 100% occupancy.



Equinox on Prince

Purchased March 2019, our first property in Tucson, AZ is an older 114 unit property in a growth area with new medical centers and malls nearby. Under market rents and tired units provide true value add opportunity. We've boosted occupancy by 10% in our 1st month of ownership as we rebrand and renovate to create a modern apt community.



The Point on Flamingo

192-unit C class property in Las Vegas purchased in May 2017. Borders UNLV campus on two sides, and is now transformed into purpose built student housing. It is run as fullservice, furnished housing, rented by the bed to individual students. First 100 students now in.

The GRID

217 units ground up construction next to transit and BNMC medical university campus in Buffalo, NY. Started Construction July 2019, for Q1 2021 Completion.



Chelsea Place

174-unit Class C property in East Atlanta, 95% occupied. Value Add project with under market rents, will undergo light rehab and rents pushed to market. Two miles from our other Atlanta property, so lots of efficiencies here.

Property purchased December 2018



Rails on Main

322-unit new construction purposebuilt student housing project next to the university in Buffalo, NY. First raise of \$6.2MM used to buy land, demo, land remediation & rezoning. Project well timed as Buffalo economy surged in 2017. Starting construction 2018, for 2020 completion.



200

Lakewood Oaks

Our first project in Jacksonville FL is a 138-unit Class C (vintage 1974) in an emerging Class B area, acquired in Feb 2019. With under market rents, and no renovated units, this is a true value add. We will re-brand it, re-position it, then explore the possibilities to build 32 additional units.



Park Canyon

151-unit Class B Property in Dalton GA, Chattanooga Metro. Under market rents and 20 down units from a fire gives us opportunity to add significant value in this project. Property purchased November 2018



Coyote Creek Apartments

116-unit new construction multifamily in St George UT, a city with 2% vacancy rate, and the property is zoned for vacation rentals as well. Construction starts Sept 2019, for completion Q1 2021

Meet the Overland Group

Experienced, Vertically Integrated Developer Partners & Asset Managers



Ken Holman
President & CEO

Ken holds a B.S. degree in Accounting from Brigham Young University, a MBA from the University of Utah. Licensed real estate broker since 1976. He holds the following designations: CCIM, CPM, CRS,CCA. Served as the president of the Utah Apartment Association.



Mike Holman
VP, Investments & Finance

Michael is a licensed Certified Public
Accountant. He has a Masters of
Accountancy from Brigham Young
University. Before working at
Overland Group, Michael worked at
Ernst & Young, on some of the largest
Real Estate and technology
companies in Utah.



Dave Holman
VP, Operations

Dave is a licensed General Contractor and has a B.S. degree in Construction Management from Brigham Young University and a MBA from Utah State University. Has overseen the development and construction since joining the company in 1999 including multi-family, self storage, retail, office, tenant improvement and municipal projects.

Company Information

G OVERLAND GROUP

- CAPITAL
- CONSTRUCTION
- DEVELOPMENT
- MANAGEMENT
- **R**EALTY

Overland Group is a **FULLY INTEGRATED** real estate development, construction, property management and capital company

Founded on the prevailing principles of price strategy, product quality, and timely delivery.

Developed over 20 million square feet of commercial space.

Actively managed over 10.6 million square feet of office, industrial, retail, multi-family, hotel, and self-storage

Overland Group - Company Information



RESIDENTIAL

- Quail Cove Apartments (420 units)
- Broadway Tower Apartments (96-unit rise)
- Palladio Apartments (234 units)
- Heatherwood Apartments (264 units)
- Holly Ridge Apartments (440 units)
- Renaissance Apartment Suites (60 units)
- River Oaks Apartments (180 units)
- The Falls at Hunters Pointe Apartments (276 units)



RETAIL | SERVICE

- Residence Inn Hotel (180 rooms)
- Family Dollar Stores
- Dollar Tree Stores
- Big Lots Stores
- Dollar General Shoes
- River Oaks Golf Course (18 holes)
- Quail Meadows Subdivision
- Industrial Properties
- Office Properties



SELF STORAGE

- Overland Self Storage (500 units)
- Overland Self Storage (536 units)











Meet the Management Team

The strength of the project is in the team



Anna Myers

Vice President & General Partner



Lauretta Hayes

Financial Controller



Nadine Fortich

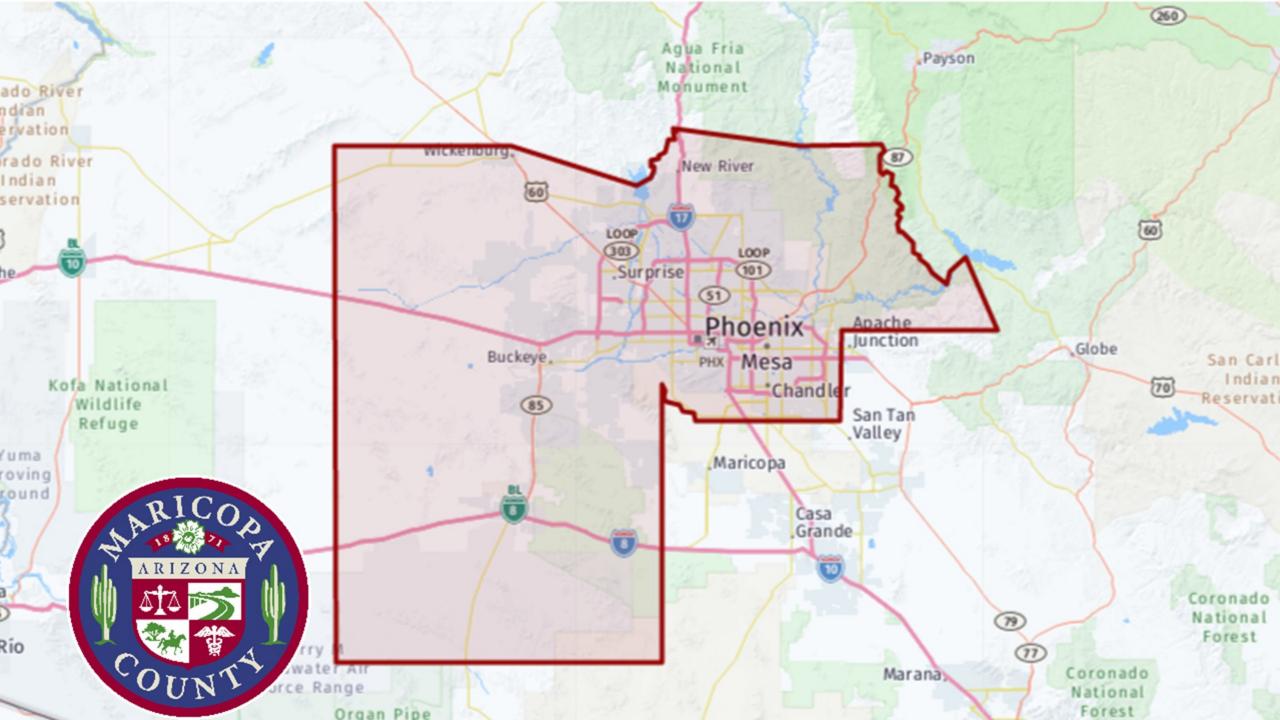
Efficiency Center Manager



April Cajucom

Transaction
Coordinator &
Investor Relations

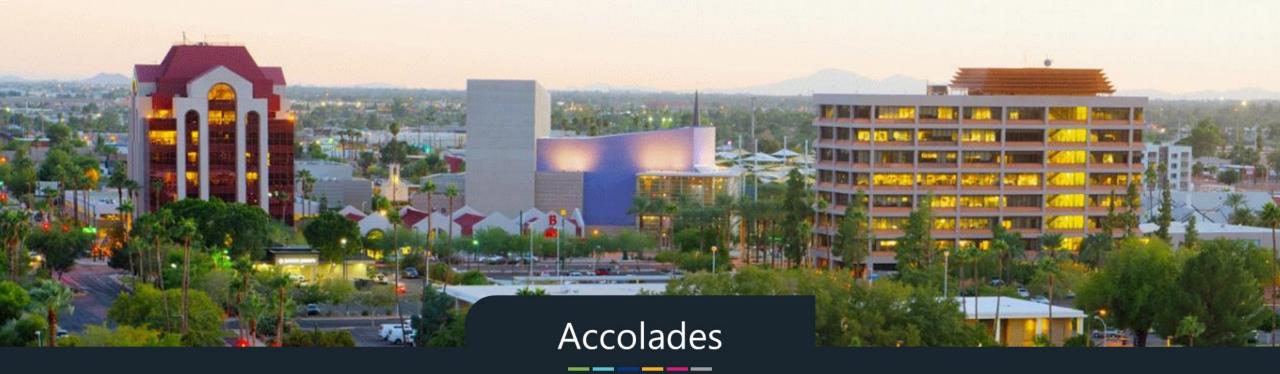




Maricopa: Fastest-Growing County in U.S.



More people moved to Maricopa County (Phoenix-Mesa-Scottsdale) than any other county in the nation last year, according to U.S. Census Bureau. This is the **third year in a row** that the county led in growth. **Maricopa County added 81,244 people** between July 2017 and July 2018. That's up from 74,000 people during that same time period the year before. The County's growth helped it maintain its rank as the **fourth most populous county** in the country with 4,410,824 residents.



Fastest Growing U.S. City

Highest Employment Growth

Best City for Young Professionals

Fastest Growing Economy

Best Places to Live

MARICOPA COUNTY

Fastest Growing County in U.S. Third Year in a Row – US News and World Report, 2019

Best Charter School in U.S. Basis Scottsdale High School, US News and World Report, 2019

America's Best Employer Maricopa County Community College District, Forbes, 2017

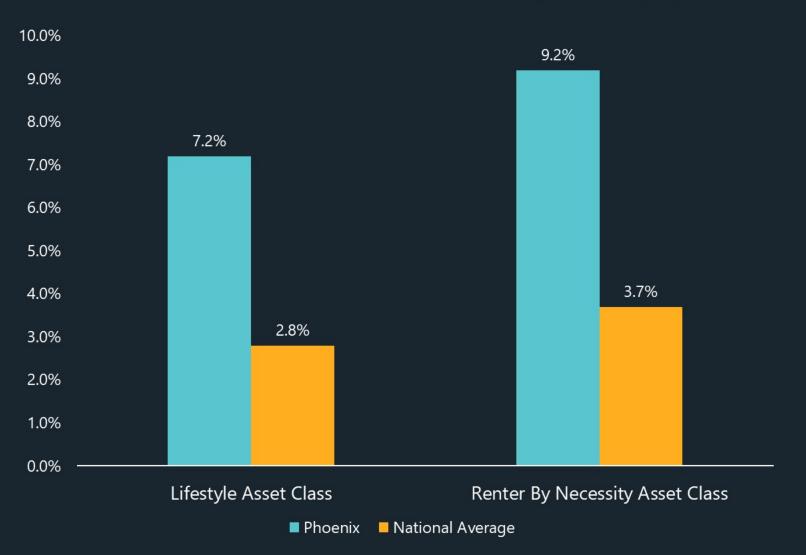
Most Innovative School in U.S. Arizona State University in Tempe, US News and World Report, 2016

Best City for Teleworking

Largest Data Center Market

Year Over Year Rent Growth in Phoenix Metro

SOURCE: Yardi ® October 2019

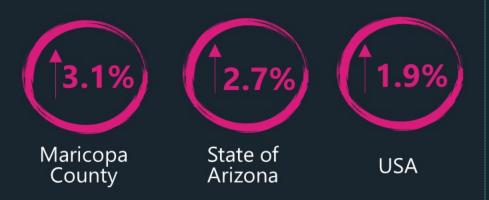


Multifamily Market continues strong rent growth, increasing an average of 3.2% nationwide on a year-over-year basis.

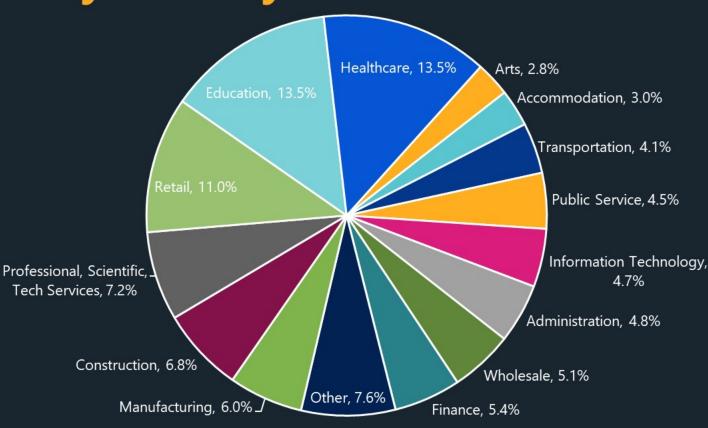
Phoenix remains at the top of the rankings with 7.2% for Lifestyle Renters and over 9.2% for Renters by Necessity

Mesa - Employment





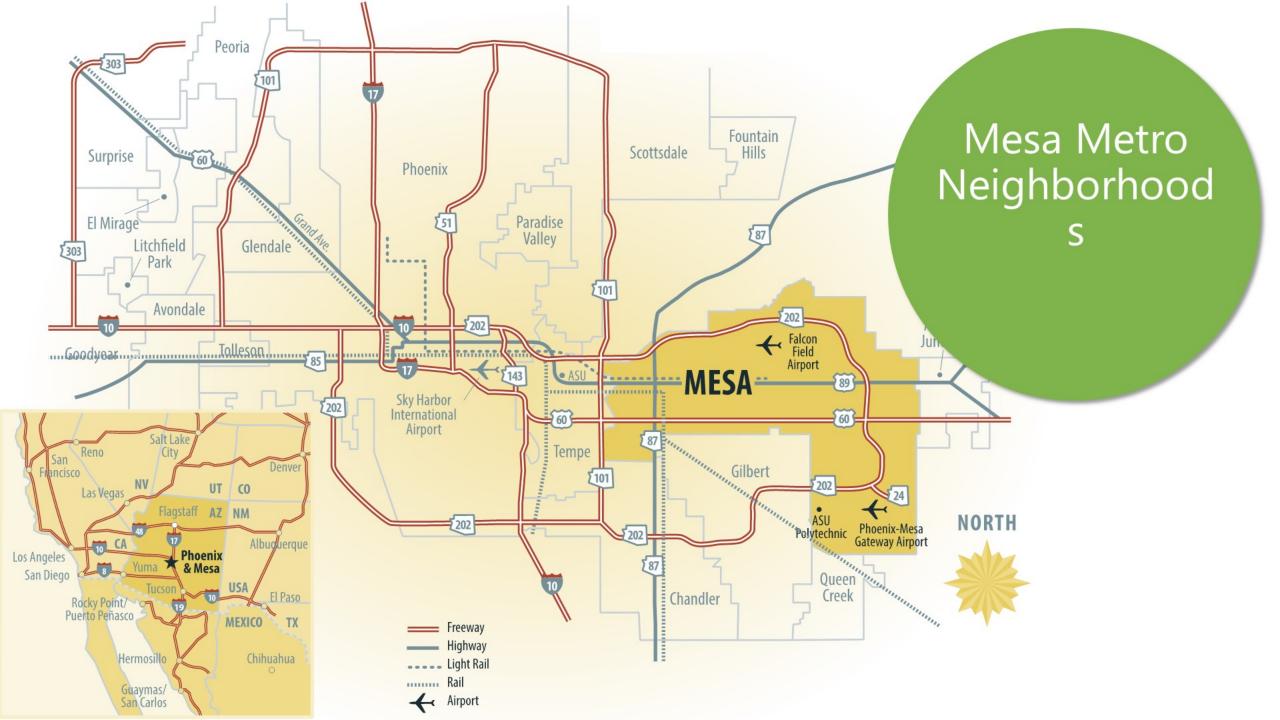


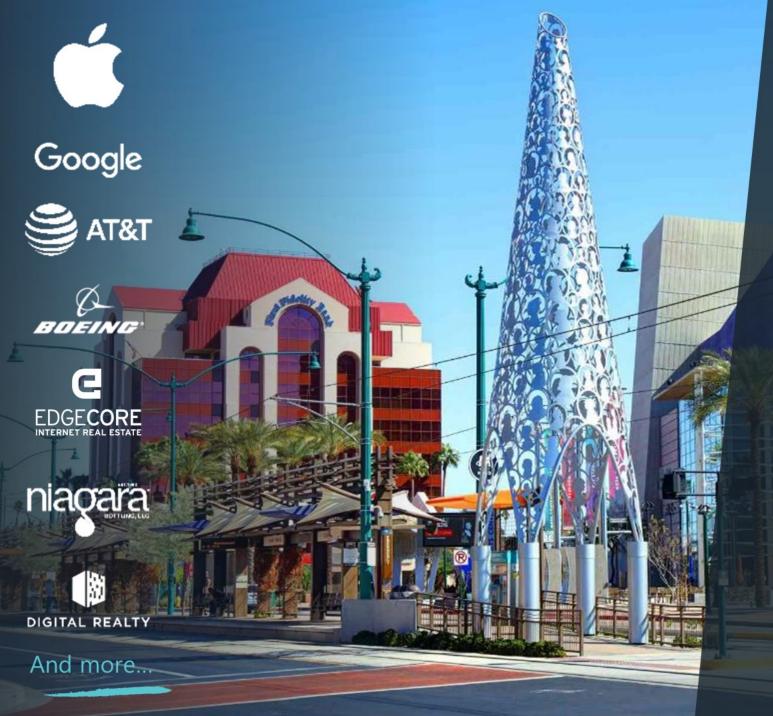


Mesa Population Growth



Source: Newmark Knight Frank Market Study for Project





\$10M Technology Corridor Expansion

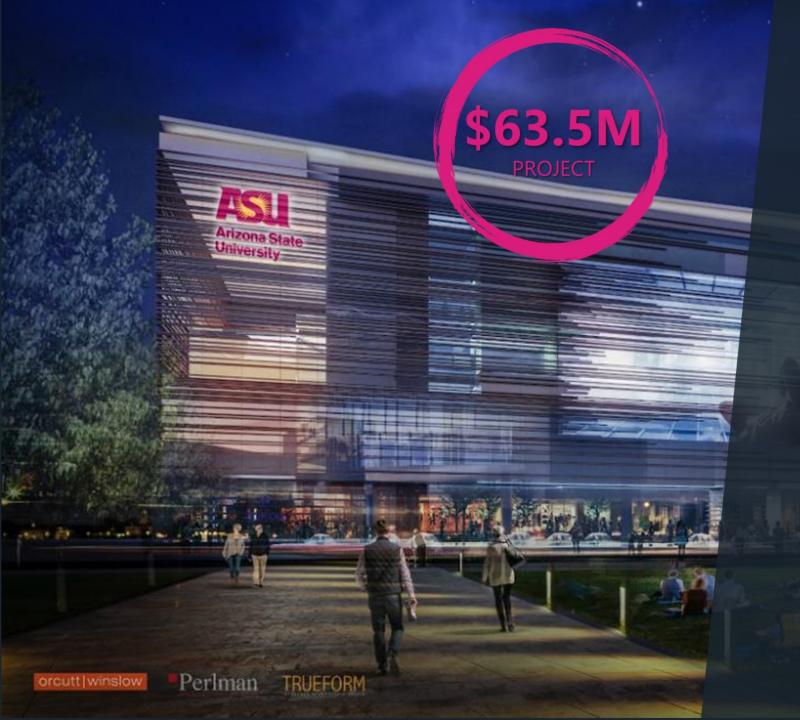
Single Lane to Three-Way Stretch

- Tech Corridor is home to some of the fastest growing residential communities and data centers including Apple's \$2 Billion "command center"
- Envisioned as a hub for tech companies similar to Silicon Valley with 1,000 acres ready for development, the expansion will further fuel other tech giants to join the ranks
- Access to robust fiber infrastructure and large amounts of redundant, dedicated power useful to companies with hi-tech operations
- Located within 5 mins of Phoenix-Mesa
 Gateway Airport and 30 mins from Phoenix Sky
 Harbor International Airport
- Convenient Freeway Access to I-10/Loop 202



New Hospital Developments Serve a Growing Community

- Abrazo Mesa, a new type of "neighborhood" hospital opened in October 2019, offering convenient 24-hour emergency & surgical care
- Located 5 mins from Apple's command center, Arizona General Hospital, is a full-service threestory hospital opened in 2018 offering general and specialized surgery services and created 500+ new jobs. Employees are predicted to triple in the near future



An Array of New Developments Planned for Downtown Mesa

- Projects set to transform downtown
 Mesa's one square mile into a bustling,
 innovative urban core district setting the
 stage for robust economic development
- \$63.5M Arizona State University (ASU)
 to open campus doors in Spring 2022.
 Over 800 students and faculty expected to
 occupy campus. Adjacent 2-3 acre public
 plaza is also on the books
- **Boutique Hotel** with 75+ rooms and 7,000 SF of ground floor retail and restaurants
- City revitalization plan also calls for maker spaces, a central park, market square and bike routes

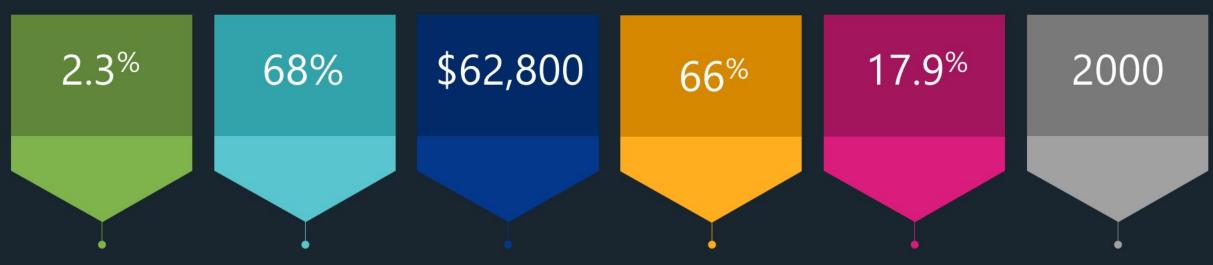


Gallery Park:

Mesa's New Lifestyle Destination Opens 2020 Mixed-Use development brings 400K SF Class A office space, 2 hotels, luxury apartments, restaurants, retail space, entertainment and eclectic art program

Massive 1 Million+ SF project is set to transform Mesa's Gateway area and become home to 3,000+ employees and tenants

Micro Neighborhood By The Numbers: East Mesa



Unemployment
Compared to
3.8% avg for US

68% white collar
neighborhood:
employed in executive,
management,
professional occupations
and services.

Median Household
Income. This is an
upper-middle income
area with higher
income than 61.9% of
neighborhoods in US

66% owner
occupied vs renters
- 2/3 to 1/3rd - a
perfect combination

Increase in
population in last 5
years within half
mile of site

56% of buildings are built in 2000 or newer.
The overall feel of the neighborhood is new & modern, with

Submarket Overview - Comps

Occupancy at Competing Projects

Name	Number of Units	Units Vacant	Occupancy %
Aviva	325	14	95.4%
Hampton East	143	7	95.1%
Bella Victoria	236	8	96.2%
The Palms at Augusta Ranch	238	9	95.8%
Superstition Canyon Luxury Apartments	200	6	97.0%
The District at Mountain Vista	383	26	93%
HUE97	184	5	97%
TOTAL	1,709	75	95.6%





Aviva

8340 E. Baseline Rd., Mesa, AZ		
Proximity to Subject	2.1 Miles West	
Year Built	2018	
Number of Units	325	

1350 S. Ellsworth Rd., Mesa, AZ

Proximity to Subject 1.7 Miles Northwest

Year Built 2016

Number of Units 236

Bella Victoria



The Palms at Augusta Ranch

9335 E. Baseline Rd., Mesa, AZ		
Proximity to Subject	1.1 Miles West	
Year Built	2002	
Number of Units	238	



1304 S. 105th Pl., Mesa, AZ		
Proximity to Subject	1.4 Miles Northeast	
Year Built	2008	
Number of Units	383	

The District at Mountain Vista

Rent Comps from Market Study



\$/Sq Ft

Source: Newmark Knight Frank Market Study for Project



Let's Take a Look at the Project...



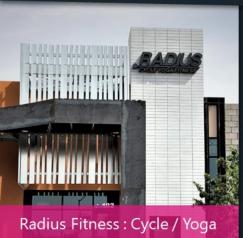
Retail & Services







Right Next Door and Across the Street







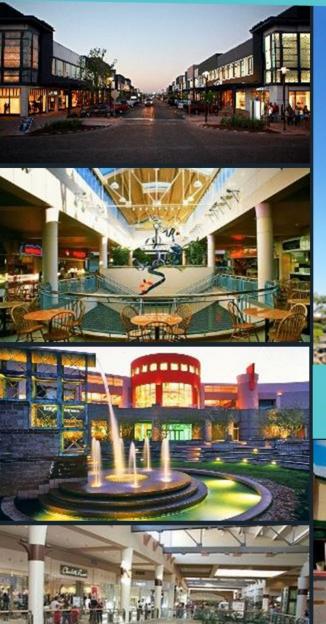






Retail Destination

Convenience and leisure at its best - Less than 2 Miles away











Walmart



Rents Used in Proforma

One Bedroom



899 SF @ \$1.61

Quantity = 100

Two Bedroom



1216 SF @ \$1.36

Quantity = 120

Three Bedroom



1446 SF @ \$1.31

Quantity = 20









INTERIOR

EXTERIOR

PLUS ...

PARKING



Fitness Center



Club Room w Fireplace



Washers/Dryers in Unit



Amenities



Pool



Hot Tub



Fire Pit







Splash Pad



Pavilions/Cabanas



Dog Park





Subterranean Parking Garage 245 Underground Stalls



Open Air Parking 259 Surface Stalls





Due Diligence – Completed Work

Due Diligence

- Feasibility study
- Preliminary title report

Underwriting

- Financial projections based closely on feasibility study to ensure accuracy
- Detailed 4.5-year cash flow forecast

Public Meetings

- Multiple planning and zoning meetings
- City department review meetings (fire department, planning and zoning, economic development, public works, streets, and power company)
- Pre-development meeting

Land Acquisition

- Negotiated with multiple sellers over the course of 2 years to put land together
- 3 different parcels of land put together to create optimal efficiency and layout

Design Work

- Six months of working with architect, civil engineer, landscape architect, etc.
- Floor plans designed to optimize space while being aesthetically appealing
- Conceptual design

Timeline

	2019					2020								2021										2022											2023					
	M J	J	А	s c	O N	D	J	F N	ЛА	М	J	J	Α :	s	0 1	N I	F	М	А	М	J	J A	s	0	N	D	J F	М	А	М	J	J	A S	С	N	D	J	F	м	АМ
Land Acquisition																																								
Feasibility Study																																								
Zoning/Entitlement																																								
Architectural Drawings																								22																
Permit Approval & Close of Loan																																								
Construction Period																																								
Lease-up Period																																								

Property Management

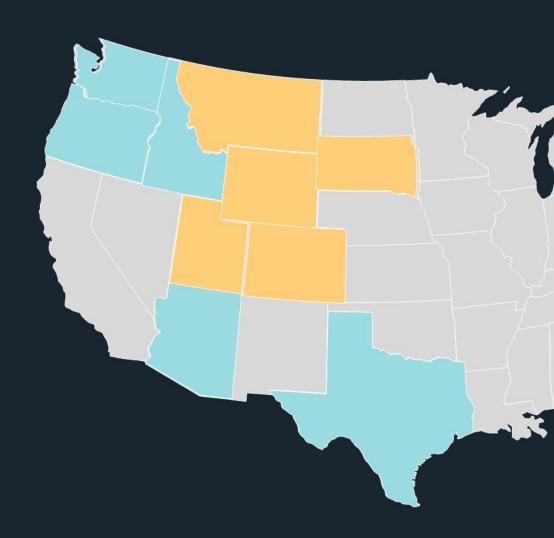
OVERLAND MANAGEMENT

We manage apartments, commercial properties, self storage, and more Ken Holman









Bottom line: Why we like this project

What makes the project so compelling



Fastest Growing County in the US



We have built similar floor plans before in **5** other markets



High occupancy, strong rent and income growth



Vertical integration makes everything better







BONUS – Short Term Vacation Rentals



\$142 Average Daily Rate

58%

Occupancy Rate

\$1,678

Revenue

AirDNA Market Grade



AIRDNA Market Analysis

Filtered for Entire Home, 1 to 3 bedrooms, Accommodating up to 8 people



Demand Growth

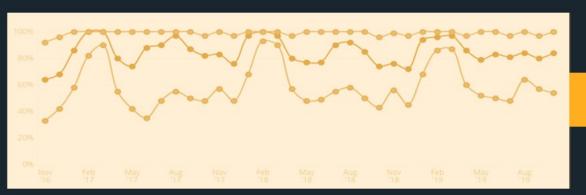


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Nov Feb May Aug Nov Feb May Aug 118 118 118 118 119 119 119 119

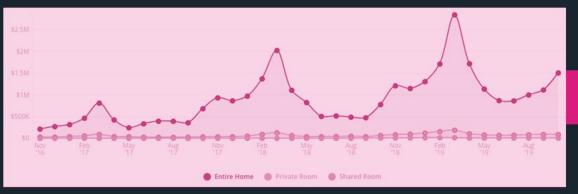
Historical Occupancy Rate

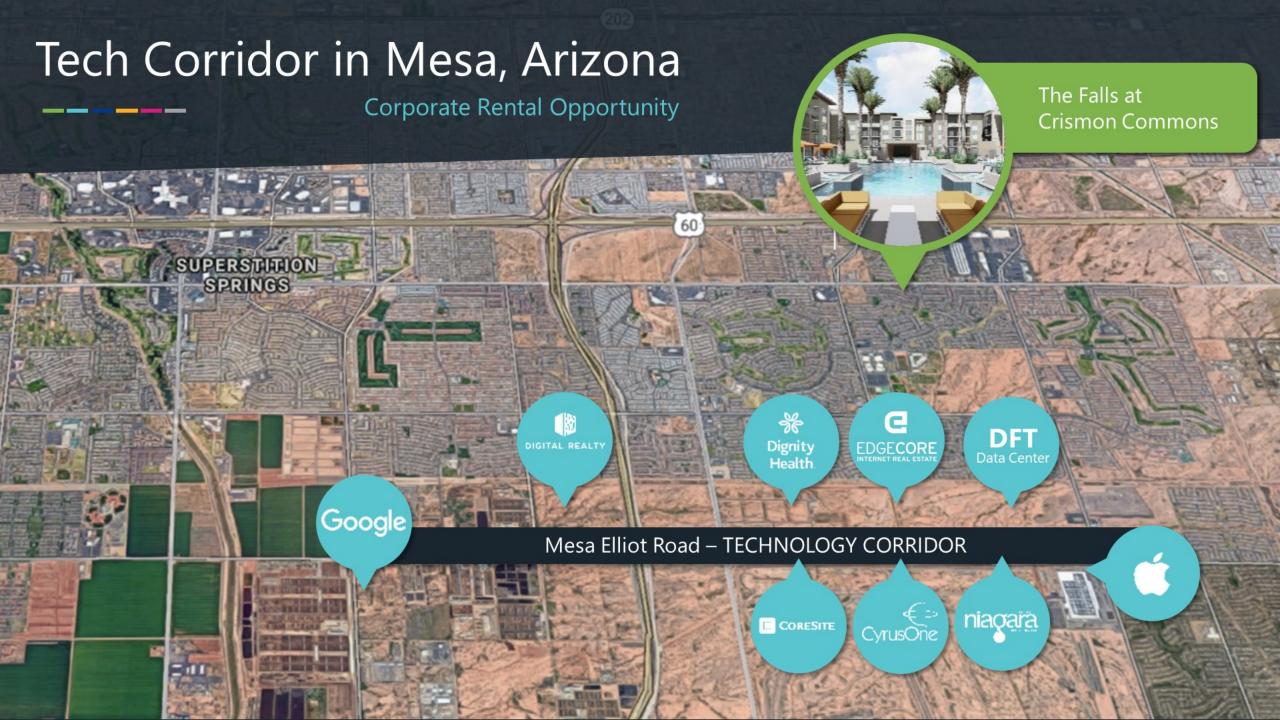


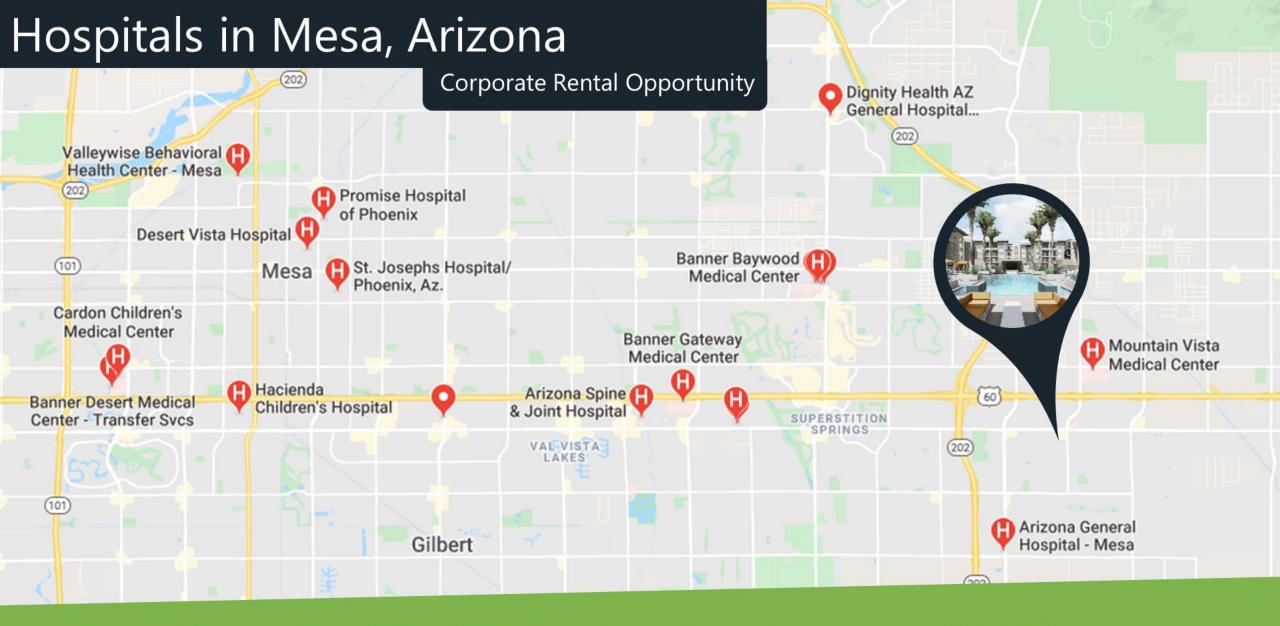


Historical Market Revenue









According to Furnished Finder, there have been over 33,810 requests for traveler temporary housing in the Mesa area over last 12 months.



- Highly desirable amenities for Short Term Rentals
- Clubhouse caters to vacation rental check ins and guest needs
- Grocapitus Efficiency Center heavily leveraged to optimize online leasing, occupancy and guest experience
- Conservative Underwriting not Reliant on \$ Boost from Vacation Rentals



Grocapitus Efficiency Center

Ultra Powerful Secret Sauce

Fill up the Property

Mega Marketing

Current run rate of nearly 20,000 tenant leads a year

Mega Leasing

Current run rate of 4500 tenant appointments a year

Run the AirBnB

Demand Gen

Tens of thousands of calls, texts, emails to serve AirBnB and furnished rentals

Financial Highlights

Project Returns

28.2% Annualized Phase I Investors 25% Annualized Phase 2 Investors

Loans & DCR

72% LTC = ~38 Million 2.24 DCR Yr 3 5.35% Build to Cap Rate 7.56% at Year 4

Loan Rate Assumptions

Constr Loan: Prime + 139, Floor 6.5%, 2.5 year, I/O Perm Loan: 5.25% interest rate, 30 year am



SKIN in the GAME

\$500k

Project Size

240 units: ~53 Million

Total Equity to be Raised

~14.8 Million

Investment Offering



^{*} Splits change to 50/50 for returns above a second hurdle ONLY IF the sponsors exceed the returns projected to investors – this will be determined at Sale

What is the Difference?

Phase 1 Investor vs Phase 2 Investor – Which one is Right for you?

Phase 1 Investor



Timeframe

- 4.5 years
- Dec 2019/Jan 2020 through Aug 2024
- Investment Timeline: Immediate
 - 1031 only eligible in Phase 1 Must be in
 45 day window now or about to finalize sale



Risks

Investing before Entitlements are approved



Returns based on \$100K Investment

- \$226,911

- 28.2% Annualized

Phase 2 Investor



Timeframe

- 4 years
- May/June 2020 through Aug 2024
- Investment Timeline: Immediate for docs, May or June for money



Risks

Investing when project is nearly shovel ready



Returns based on \$100K Investment

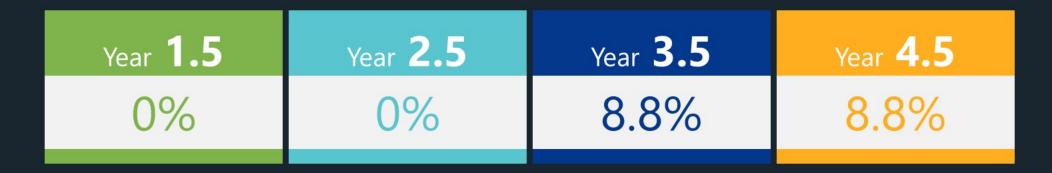
- \$200,009
- 2x EM
- 25% Annualized

Above 2.0x EM, splits change from 70/30 to 50/50

Above 2.3x EM, splits change from 70/30 to 50/50

Projected Returns in % for Phase 1 Investor

Our cash flow and return projections over 4.5 years



Projected Returns on Sale 209.3%

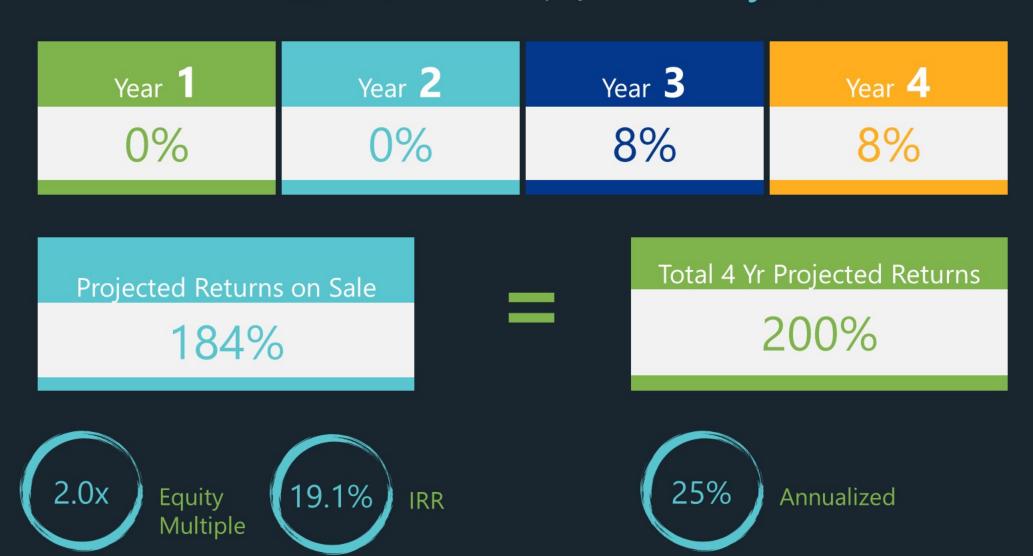
Total 4.5 Yr Projected Returns 226.9%





Projected Returns in % for Phase 2 Investor

Our cash flow and return projections over 4 years



1031 Eligible



\$200k Minimum Investment {For 1031 Only}

ANSWER the POLL

To reserve your spot





neal@grocapitus.com



510-367-1510





Questions?

You can type them in if you are watching Online. Please answer our Poll before you go.

























