

## Abbreviated Background and Track Record

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# Group, LLC PARAWEST Apartment Investment Specialists

#### DISCLAIMER:

This information is intended to assist professional investors. The information does not constitute investment advice or an offer to invest or to provide management services and is subject to correction, completion and amendment without notice. Any such offer, if made, will only be made by means of a confidential prospectus or offering memorandum or management agreement. It is not our intention to state, indicate or imply in any manner that current or past results are indicative of future results or expectations. As with all investments, there are associated risks and you could lose money investing. Prior to making any investment, a prospective investor should consult with its own investment, accounting, legal and tax advisers to evaluate independently the risks, consequences and suitability of that investment.

#### PARAWEST GROUP Introduction

ParaWest Group (PWG)<sup>1</sup> brings together the collective experience of Curtis Haines, Michael Salkeld, Delane Salkeld, and CRSC Residential, Inc. through its President and CEO, Bryan Krizek. These principals bring to the table decades of experience in multi-family investments and operations both individually and collectively resulting in depth of knowledge and experience that is unsurpassed in the industry. PWG focuses solely on multi-family properties in select markets.

As an investment arm of these principals, PWG is an investment platform which includes ParaWest Management<sup>2</sup>, thus creating a fully integrated platform for multifamily investments. This platform extends from sourcing and acquisitions, to financing and equity structuring, renovation and operations, and ultimately disposition.

ParaWest Group, through its principals, has created a strategic advantage in sourcing, underwriting and closing opportunistic value-add multi-family properties and since its inception in 2012, has participated in the acquisition and investment in 20 properties totaling more than 5070 units.

Notes

<sup>1</sup>ParaWest Group, LLC is a pass-through entity and its principals invest as individuals in single ownership entities on each transaction.

<sup>2</sup>ParaWest Management has been in business since 2003 and is solely owned by Michael and Delane Salkeld.

#### PARAWEST GROUP PRINCIPALS ABOUT US

ParaWest Group (PWG) brings together the collective experience of Curtis Haines, Michael Salkeld, Delane Salkeld and CRSC Residential, Inc..

Curtis Haines, CPA (...successful entrepreneur turned real estate investor/ operator),

Michael and Delane Salkeld (...owners of ParaWest Management, with more than 70 years of collective experience in all phases of apartment operations, transactions, development and redevelopment, and financing), and

CRSC Residential, Inc (...Bryan Krizek as CEO of CRS, Inc and its housing affiliate, CRSC Residential, Inc., with nearly 30 years in apartment investments, operations and transactions).

Together, these Principals combine a Broad Range of In-House Expertise and Capabilities including:

- Ongoing, Focused Market Research
- Acquisitions; Analysis, Negotiation, Financing, Due Diligence and Closing Coordination
- Redevelopment; Construction Management, Value Add, and Deferred Maintenance Remediation
- Property and Asset Management; Through ParaWest Managements support staff exceeding 150 employees
- Financing
- Asset Disposition

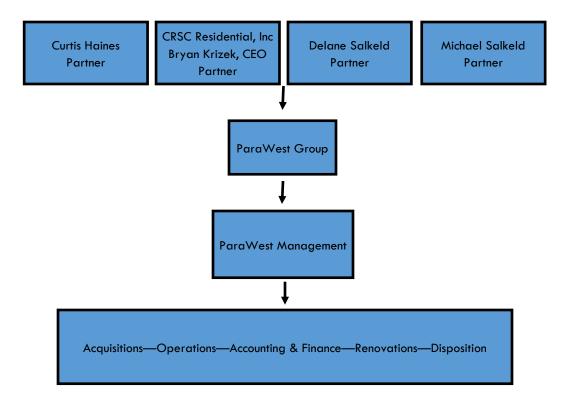
## **PARAWEST** INVESTMENT AND OPERATING PLATFORM

#### Acquisitions · Repositioning and Operations · Dispositions

Sourcing Underwriting Due Diligence Financing Asset Management Renovation Property Management Accounting Underwriting Due Diligence Sale Preparation Marketing Negotiating Closing

#### PARAWEST GROUP SUPPORTING TEAM

ParaWest Groups supporting team includes more than 150 professionals including partners and operating officers, accounting & finance professionals, marketing professionals, apartment managers, leasing and maintenance personnel.



## **PARAWEST** Redevelopment Business Model

A. Physical/Functional Replacements and Modernization

Results include:

- Stabilized expenses during the holding period as major capital components are replace or refurbished.
- Operating efficiencies and lower operating costs.
- Reduced capital expenses during holding period.
- Stabilized and Predictable Cash Flow.
- Greater Resident Satisfaction due to stability.

## **PARAWEST** Redevelopment Business Model

B. Transformation and Contemporizing of Property and Unit Presentation

Results include:

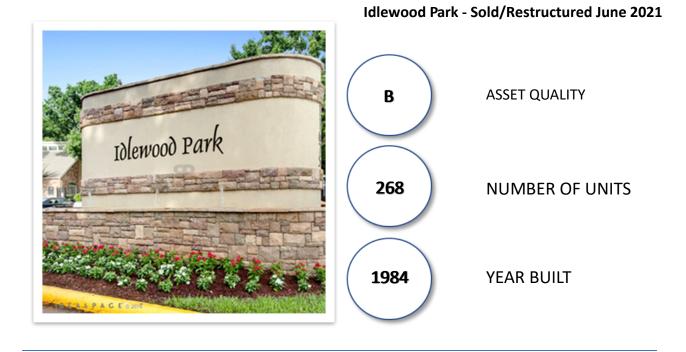
- Maximized Marketing Appeal to Targeted Resident Profile.
- Enhanced Common Areas and Amenities to support Resident Functions.
- Maximum rent levels.
- Greater Operating Stability and Resident Satisfaction.
- Reduced Turnover Costs

#### PARAWEST GROUP SAMPLE EXITED DEAL - HIGHLIGHTS



Briarstone is a 96 Unit class B asset in Rosenberg, Texas. The property was acquired in 2018. Upon acquisition, Briarstone received a \$500,000 interior and exterior renovation. Carpentry repairs, amenity upgrades, Entrance and Pool Renovations coupled with an appliance, flooring and brushed nickel fixture package helped transform this property to one of the nicest in the area.

	ACQUISITION DATE	DATE PRICE		RENOVATION COST	IRR	Equity Multiplier	
\$	October 2018	\$6,900,000	\$12,500,000	\$500,000	31%	2.22x	
\$/UNIT	n/a	\$71,875	\$129,166	\$5,208	n/a	n/a	



Idlewood Park is a 268 Unit class B asset in Houston, Texas. The property was acquired in 2013. Upon acquisition, Idlewood Park received an extensive facelift on both the exterior and interior. Exterior Renovations consisted of adding additional amenities to the property, enhancing curb appeal and curing deferred maintenance. The Interior renovation package received flooring throughout, a black on black appliance package, two tone paint and interior fixture upgrades.

	ACQUISITION DATE	ACQUISITION PRICE	2021 Sale	RENOVA- TION COST	IRR	Equity Multiplier
\$	NOV 2013	\$11,450,000	\$22,400,000	\$1,300,000	99%	4.64x
\$/UNIT	n/a	\$42,724	\$83,582	\$4,851	n/a	n/a



Briar Court is a 201 Unit class B asset in Houston, Texas. The property was acquired in 2019. Upon acquisition, Briar Court received a \$2,000,000 interior and exterior renovation. Carpentry repairs, a full building paint, roofs, amenity upgrades, new electrical panels and foundation repairs coupled with an appliance, flooring and brushed nickel fixture package took Briar Court up to it's full potential.

	ACQUISI- TION DATE	ACQUISI- TION PRICE	2022 Sale	RENOVA- TION COST	IRR	Equity Multiplier
\$	Jul 2019	\$17,100,000	\$27,354,000	\$2,000,000	27%	2.45x
\$/UNIT	n/a	\$85,075	\$136,090	\$9,950	n/a	n/a



Montclair Estates is a 113 Unit class B asset in Dallas, Texas. The property was acquired in 2019. Upon acquisition, Montclair Estates received a modest but much needed exterior renovation. Carpentry repairs, a full building paint, new signage and amenity upgrades and additions are just what Montclair Estates needed for this active senior community.

	ACQUISITION DATE	ACQUISITION PRICE	2022 Sale	RENOVATION COST	IRR	Equity Multiplier
\$	Nov 2019	\$9,040,000	\$17,050,000	\$1,000,000	27%	2.34x
\$/UNIT	n/a	\$80,000	\$150,885	\$8,850	n/a	n/a

Property	Units	Location	Built	Date Acquired	Ac	Acquisition Cost		quisition ost/Unit	Date Sold		Sales Price		Sale rice/Unit	Months Owned	IRR	Equity Multiplier	
Briar Court	201	Houston, TX	1973	Jul-19	\$	17,100,000	\$	85,075	Jul-22	\$	27,354,000	\$	136,090	38	27%	2.45x	MS
Montclair Estates	113	Garland, TX	1983	Nov-19	\$	9,040,000	\$	80,000	Jun-22	\$	17,050,000	\$	150,885	31	27%	2.34x	MS
Tiffany Square	84	Houston, TX	1971	Dec-12	\$	3,350,000	\$	39,881	Feb-22	\$	7,896,000	\$	94,000	110	15%	3.05x	СН
Palms on Westheimer	798	Houston, TX	1974	Jul-15	\$	39,850,000	\$	49,937	Dec-21	\$	70,224,000	\$	88,000	77	10%	1.48x	СН
Montebello Gardens & Bella Capri	155	Houston, TX	.973/200	Mar-19	\$	12,200,000	\$	78,710	Sep-21	\$	16,300,000	\$	105,161	30	29%	1.66x	СН
Briarstone	96	Rosenberg, TX	1997	Oct-18	\$	8,100,000	\$	84,375	Aug-21	\$	12,400,000	\$	129,167	34	30%	1.77x	MS
Residences 2727	171	Houston, TX	1995	Oct-17	\$	21,118,500	\$	123,500	May-21	\$	23,350,000	\$	136,550	43	5%	1.31x	СН
Quail Valley	176	Missouri City, TX	1978	Sep-14	\$	7,100,000	\$	40,341	Aug-19	\$	16,192,000	\$	92,000	59	19%	2.10x	СН
Carrington Court	111	Houston, TX	1963	Apr-11	\$	3,800,000	\$	34,234	Apr-19	\$	11,000,000	\$	99,099	96	23%	3.43x	СН
Watermill	192	Houston, TX	1970	Aug-11	\$	11,100,000	\$	57,813	Apr-19	\$	17,477,000	\$	91,026	92	25%	2.24x	СН
Mirabella Galleria	160	Houston, TX	1965	Jun-12	\$	8,757,983	\$	54,737	Aug-18	\$	14,700,000	\$	91,875	74	16%	3.44x	СН
Beverly Palms	362	Houston, TX	1968	Aug-12	\$	16,550,844	\$	45,721	May-18	\$	31,338,000	\$	86,569	69	27%	3.23x	MS
Stoney Brook	113	Houston, TX	1966	Jan-10	\$	6,037,255	\$	53,427	Apr-18	\$	11,550,000	\$	102,212	99	21%	3.17x	СН
Legacy at Westchase	324	Houston, TX	1977	Jun-14	\$	17,421,949	\$	53,771	Aug-17	\$	25,000,000	\$	77,160	38	23%	1.85x	MS
Jacinto Palms	128	Houston, TX	1972	Jun-14	\$	4,939,423	\$	38,589	Jan-16	\$	6,765,000		52,852	19	32%	1.87x	СН
Barcelona	118	Houston, TX	1963	Jul-09	\$ \$	4,704,145	\$	39,866	Dec-13	\$	6,500,000	\$	55,085	53	20%	2.20x	СН

Notes

All calculations of IRR's and Multipliers are approximates based on known acquisitions and sales prices, and approximate annual

distributions without adjustments for refinancing and early return of equity which occurred on some properties.

#### ParaWest Group Principals' Track Record

May 2023

ParaWest Group Principals - Managin	g Members - Curre	ent SREO											
Property	Units	Location	Built		Value	Va	alue/Unit	Debt	-	Fotal Equity	Lender	Date Acquired	MMR <sup>2</sup>
Idlewood Park <sup>1</sup>	268	Houston, Texas	1984	\$	24,460,000	\$	91,269	\$ 16,710,000	\$	7,750,000	Berkeley Point Capital (FNMA)	Nov-13	MS
Fountain Park	176	Stafford, Texas	1969	\$	14,960,000	\$	85,000	\$ 7,100,000	\$	7,860,000	Berkeley Point Capital (FNMA)	Oct-13	CH
Plantation at Quail Valley	124	Missouri City, Texas	2004	\$	16,415,886	\$	132,386	\$ 8,118,612	\$	8,297,274	Keybank	Nov-13	CH
Springfield	100	Missouri City, Texas	1977	\$	8,846,615	\$	88,466	\$ 2,553,573	\$	6,293,042	Arbor (FNMA)	Sep-14	CH
Total/Avg	1,047			\$	113,261,228	\$	107,922	\$ 60,362,444	\$	52,898,784			
ParaWest Group Principals - Exited De	eals												
Property	Units	Location	Built		Sales Price	P	rice/Unit	Date Sold				Date Acquired	MMR <sup>2</sup>
Mirabella Galleria	160	Houston, Texas	1965	\$	14,700,000	\$	91,875	Aug-18				Jun-12	CH
Beverly Palms	362	Houston, Texas	1968	\$	31,338,000	\$	86,569	May-18				Aug-12	MS
Stoney Brook	113	Houston, Texas	1966	\$	11,550,000	\$	102,212	Apr-18				Jan-10	CH
Legacy at Westchase	324	Houston, Texas	1977	\$	25,000,000	\$	77,160	Aug-17				Jun-14	MS
Idlewood Park <sup>1</sup>	268	Houston, Texas	1981	\$	22,258,000	\$	83,052	Jun-17				Oct-13	MS
Jacinto Palms	128	Houston, Texas	1972	\$	6,765,000	\$	52,852	Jan-16				Jun-14	СН
Barcelona	118	Houston, Texas	1963	\$	6,500,000	\$	55,085	Dec-13				Jul-09	СН
Carrington Court	111	Houston, Texas	1963	\$	11,000,000	\$	99,099	Apr-19				Mar-11	СН
Watermill	192	Houston, Texas	1970	\$	17,477,000	\$	91,026	Apr-19				Aug-11	СН
Quail Valley	176	Missouri City, Texas	1978	\$	16,192,000	\$	92,000	Aug-19				Sep-14	СН
Colonade	192	Grand Prairie, Texas	2001	\$	22,000,000	\$	114,583	Dec-18				Oct-15	Other
Somerset	264	Fort Worth, Texas	1985	\$	24,245,000	\$	91,837	Dec-21				Oct-16	Other
Stratton Park	264	Fort Worth, Texas	1985	\$	24,245,000	\$	91,837	Dec-21				Oct-16	Other
Valencia	263	Fort Worth, Texas	263	\$	22,345,000	\$	84,962	Dec-21				Jul-17	Other
Landmark at Laurel Heights	286	Mesquite, Texas	286	\$	37,915,000	\$	132,570	Dec-21				Dec-17	Other
Corners	242	Dallas, Texas	242	\$	21,250,000	\$	87,810	Dec-21				Nov-17	Other
Briarstone <sup>2</sup>	96	Rosenberg, Texas	1997	\$	12,500,000	\$	130,208	Mar-21				Oct-18	MS
Residences 2727	171	Houston, Texas	1995	Ś	23,350,000	Ś	136,550	May-21				Oct-17	СН
Summer Cove	376	Houston, Texas	1983	•	47,200,032		125,532	May-22				Sep-15	Other
Highland Bluffs	357	Dallas, Texas	1984	\$	38,500,000	\$	107,843	, Mar-22				Dec-14	Other
Palms on Westheimer	798	Houston, Texas	1974		70,224,000		88,000	Dec-21				Jul-15	СН
Tiffany Square	84	Houston, Texas	1971	\$	7,896,000		94,000	Feb-22				Dec-12	СН
Briar Court	201	Houston, Texas	1973		27,340,000	\$	136,020	Sep-22				Jun-19	MS
Montclair Estates	113	Garland, Texas	1983	\$	17,050,000	\$	150,885	Jun-22				Oct-19	MS
Total/Avg	5,659			\$	558,840,032	\$	100,149						
ParaWest Group Principals - Co-Man	aging Member Inv	estors - Current SREO											
Property	Units	Location	Built		Value	Va	alue/Unit	Debt		Total Equity	Lender	Date Acquired	MMR <sup>2</sup>
Park on Spring Creek	278	Plano, Texas	278		45,935,467	\$	165,235	\$ 32,500,000	\$	13,435,467	NXT Capital	Dec-17	Other
Total/Avg	9,452			\$	978,835,531	\$	114,896	\$ 33,079,183	\$	13,435,467			
ParaWest Group Principals - Investor	s - Current SREO <sup>3</sup>												
Property	Units	Location	Built		Value		alue/Unit	Debt		Fotal Equity	Lender	Date Acquired	MMR <sup>2</sup>
Forest Oaks	164	Arlington, Texas	1980	\$	16,760,000	\$	102,195	\$ 8,925,000	\$	7,835,000	Berkadia (Freddie Mac)	Aug-16	Other
Braesridge	542	Houston, Texas	1982	\$	50,363,636	\$	92,922	\$ 23,280,000	\$	27,083,636	Freddie Mac	Jun-15	Other
Total/Avg	706			\$	67,123,636	\$	97,558	\$ 32,205,000	\$	34,918,636			

Notes

1) Idlewood Park was restructured and refinanced in 2017.

2)"MMR" denotes Managing Member. CH - Curtis Haines; MS - Michael Salkeld; Other - Non ParaWest Group Managing Member.

3) Individual Principals SREO's (attached) may include properties invested in separately from ParaWest Group.

4) Values are derived from estimated market-based capitalization rates applied to net operating income. Actual values as determined by any future appraisal or sale may vary.