



A MULTIFAMILY
DEVELOPMENT
INVESTMENT
OPPORTUNITY



LOOP 1604



9111 N Loop 1604 E
San Antonio, TX 78249

STANTON RUN

Bandera Rd

CREEKVIEW
ESTATES

Cedar Park
PARKWOOD

OXB

TERRACES AT TINSLEY VILLAGE



REM CAPITAL LIVE Q & A

THE BASICS OF MULTIFAMILY INVESTING | Q&A

HOSTED BY



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5PM PT/8PM ET

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This preliminary information package offers only limited descriptive material regarding a Limited Liability Company investing in Terraces at Tinsley Village. This summary does not purport to be complete and will be supplemented with additional information in a Private Placement Memorandum and at such time as it is requested, in writing, by interested investors. The use of this material is authorized only for those to who it was originally provided. This is for informational purposes only and it is not a solicitation or offering to the recipient.

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EXECUTIVE SUMMARY

Property Story Financing Investment Highlights

BUSINESS PLAN

Business Plan

Rent Comparables

LOCATION/MARKET

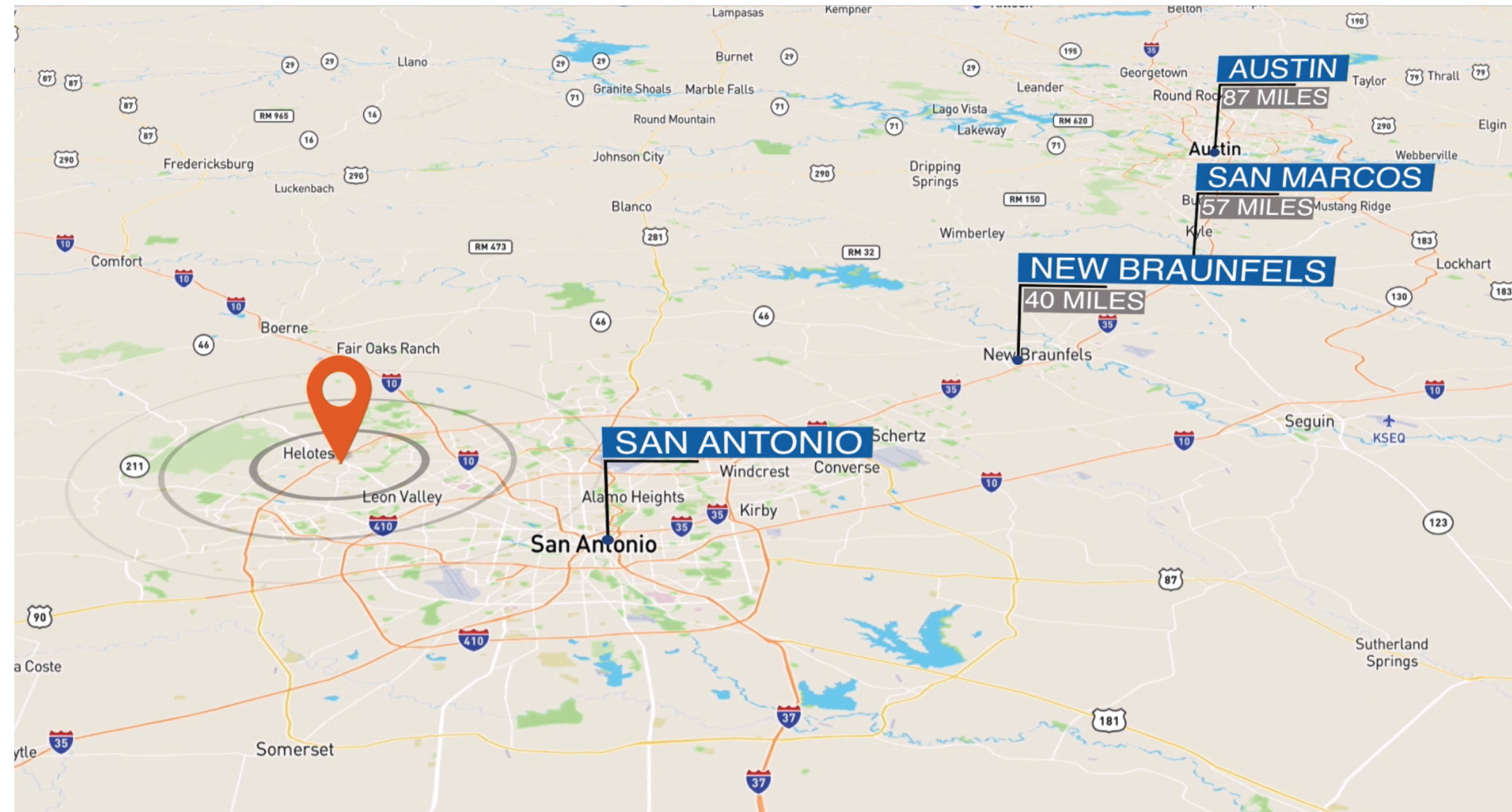
- San Antonio Overview
- San Antonio Economics
- San Antonio Construction Summary
- San Antonio Employment Stats
- San Antonio Major Employers
- San Antonio Jobs Overview
- Bexar County Employment Area Stats

PROPERTY DETAILS

Site Plans
Features & Amenities
Unit Mix

FINANCIALS

- Equity Investment
- Construction Costs/Timeline
- Operational Pro Forma
- Refinance Calculations
- Risk Based Investing
- FAQ
- Timeline



PROPOSED DEVELOPMENT
FOR ILLUSTRATIVE PURPOSES ONLY



TERRACES AT TINSLEY VILLAGE

EXECUTIVE SUMMARY



- ✓ **A Strong Market:** The subject parcel we've identified sits in the Northwest submarket of San Antonio. This submarket has a high median home value, low availability of A class rentals, low crime and excellent amenities.
- ✓ **\$120K+** median household income.
- ✓ **Rent Up-Side:** Our underwriting plans for \$100 to \$200 below current market comps providing excellent "fudge factor" and potential upside.



- Budgeting a 24+ month build out for phase 1 and 2
- Phased construction to stagger absorption if needed
- Upon stabilization assuming a refinance at 5% cap rate and 85% LTC
- \$1.5MM working capital built into the model
- 10% contingency for cost overruns

- Value engineering the exterior to save up to 40% on overall finish cost
- Completing in-house construction and project management for better cost controls and tighter oversight





- ✓ **Preferred Return** 15%
- ✓ **Projected Equity Multiple** 2.15x
- ✓ **Projected IRR** 25-30%
- ✓ **Investment Term** 2-4 Years
- ✓ **Investment minimum** \$100,000

INVESTOR QUESTION:

"What is a preferred return?" The preferred return ensures that the Class A Member (the limited partner investor) receives a 15% per annum, non-compounded return. In the event the business plan or other circumstances do not allow for the 15% per annum return, the short fall is accounted for and a "catch up" takes place at an appropriate time in the future.

PROPOSED DEVELOPMENT
FOR ILLUSTRATIVE PURPOSES ONLY



TERRACES AT TINSLEY VILLAGE

BUSINESS PLAN

0-8 MONTHS

Complete land acquisition

Complete full architectural and engineering plan

Final zoning and permitting approvals

Launch pre-lease marketing plan

Continue pushing rents on renewals once stabilized to catch up to market rents

9-27 MONTHS

Finish both phases of construction

Pre-leasing will start +-4 months after breaking ground

Completion of amenities and clubhouse is part of initial Phase 1

Anticipate being 100% occupied at completion of construction

Continue pushing rents on renewals once stabilized to catch up to market rents

28-36 MONTHS

Continue stable operations

Work towards refinance with some consideration for timing based on market conditions

We anticipate doing a cash out refinance at end of year three (70% LTV @ 5% fixed) to be able to return 50-70% of capital back to investors

Cash flow would start at refinance and generate about 15-20% COC returns

RENT COMPARABLES

TYPE	PROPERTY	YR BUILT	# OF UNITS		UNIT SIZE	RENT	RENT PSF
1 BR	Azure City Living	2017	240		683	\$1,504	\$2.20
	Azure City Living	2017	240		799	\$1,500	\$1.88
	Celeste at La Cantera	2018	300		865	\$1,905	\$2.20
	Celeste at La Cantera	2018	300		558	\$1,450	\$2.60
	OXLY	2020	348		764	\$1,643	\$2.15
	Linden at the Rim	2021	384		830	\$1,410	\$1.70
	Presidium Chase Hill	2021	370		533	\$1,380	\$2.59
	Presidium Chase Hill	2021	370		701	\$1,589	\$2.27
	Average	2019	319		717	\$1,548	\$2.16
Bandera build		Vintage	500	Current	692	\$1,391	\$2.01
				Market	692	\$1,494	\$2.16

RENT COMPARABLES

TYPE	PROPERTY	YR BUILT	# OF UNITS		UNIT SIZE	RENT	RENT PSF
2/2 BR	Farm Haus	2021	142		1134	\$2,275	\$2.01
	Azure City Living	2017	240		1040	\$1,835	\$1.76
	Celeste at La Cantera	2018	300		1458	\$2,853	\$1.96
	OXLY	2020	348		1047	\$1,966	\$1.88
	Linden at the Rim	2021	384		1180	\$1,940	\$1.64
	Presidium Chase Hill	2021	370		970	\$1,914	\$1.97
	Average	2020	297		1138	\$2,131	\$1.87
	Bandera build	Vintage	500	Current	1038	\$1,798	\$1.73
				Market	1038	\$1,943	\$1.87

TYPE	PROPERTY	YR BUILT	# OF UNITS		UNIT SIZE	RENT	RENT PSF
3 BR	Farm Haus	2021	142		1341	\$2,525	\$1.88
	Azure City Living	2017	240		1315	\$2,212	\$1.68
	Celeste at La Cantera	2018	300		1676	\$3,075	\$1.83
	Presidium Chase Hill	2021	370		1358	\$2,484	\$1.83
	Average	2019	263		1444	\$2,604	\$1.80
	Bandera build	Vintage	500	Current	1350	\$2,300	\$1.70
				Market	1350	\$2,434	\$1.80



LOCATION/MARKET

SAN ANTONIO INTERNATIONAL AIRPORT

SAT averages 260 daily departures and arrivals at its 24 gates, which serve 12 airlines flying non-stop to 53 destinations in the US and Mexico.



23 minutes
18 miles to
San Antonio
Int'l Airport

25 minutes
20 miles to
Downtown
San Antonio

A nighttime aerial photograph of the San Antonio skyline. The city is illuminated with various lights, and the sky is a deep blue. The text is overlaid on the upper right portion of the image.

#1 AMERICA'S NEXT BIG BOOM TOWN

Forbes

#1 HIGHEST GROWTH OF MILLENNIALS

Brookings

#5 TOP 5 IN ECONOMIC PERFORMANCE

Brookings

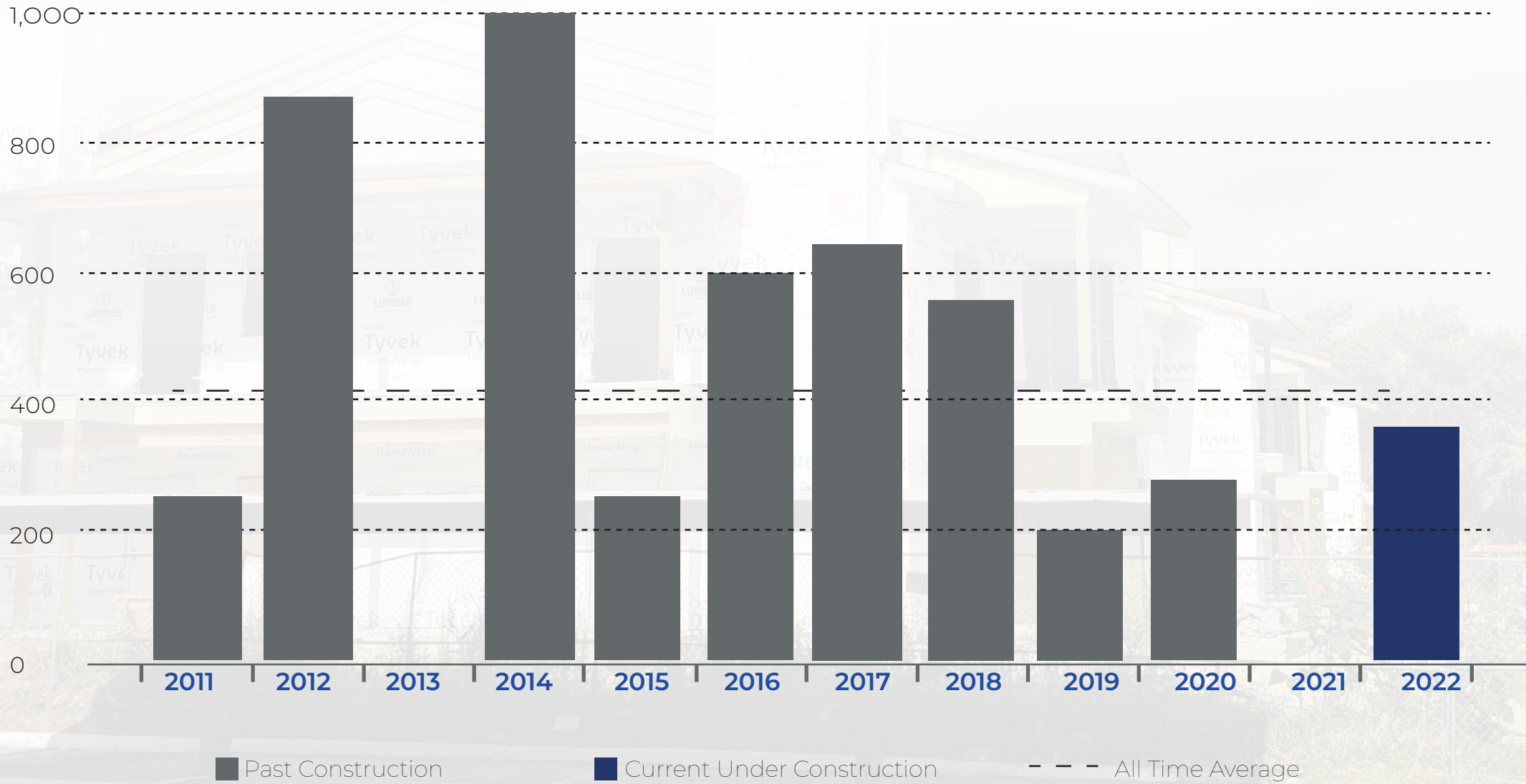
SAN ANTONIO (MSA)

San Antonio has a diversified economy with a gross domestic product (GDP) of approximately \$121 billion in 2018. San Antonio's economy focuses primarily on military, health care, government–civil service, professional and business services, oil and gas, and tourism. Since the beginning of the 21st century, the city has become a significant location for American-based call centers and has added a sizable manufacturing sector centered around automobiles. The city also has a growing technology sector. Located about 10 miles northwest of Downtown is the South Texas Medical Center, a conglomerate of various hospitals, clinics, and research (see Southwest Research Institute and Texas Biomedical Research Institute) and higher educational institutions.

Over twenty million tourists visit the city and its attractions every year, contributing substantially to its economy, primarily due to The Alamo and the River Walk. The Henry B. Gonzalez Convention Center alone hosts over 300 events annually with more than 750,000 convention delegates from around the world. Tourism provided over 130,000 jobs, and it had an economic impact of \$13.6 billion in the local economy according to information gathered in 2017. The city of San Antonio received \$195 million in the same year from the hospitality industry, with revenues from hotel occupancy tax, sales taxes and others.

- ✓ Microsoft is currently building a \$140MM facility 8 miles from the site. Additionally investing in a \$1 billion building, totaling 1 million sq ft of data center space.
- ✓ Port San Antonio, a 1,900 acre site, is expanding onto 400 acres to handle the influx of companies to San Antonio. Anchor tenants include Lockheed Martin, Boeing, Standard Aero and many more.
- ✓ Port San Antonio is expanding its economic influence from \$2.5B to \$4.4B in the next 3+ years.
- ✓ Lackland Air Force Base employs 40,000 people and graduates 30,000 cadets annually. Lackland boasts a \$1.9B impact to the region annually.
- ✓ An analysis by Axios of LinkedIn data shows that San Antonio, roughly from 2020 to 2021, experienced a 23.6% increase in net migration of tech workers — the third largest increase for a metro area in the country.
- ✓ 8 minutes from the site is University of Texas San Antonio, the largest university in San Antonio with 34,742 students. Expansion is set to be totaling 45,000 students by 2028. The university has an economic impact of \$2.4 billion, and UTSA closed out the fiscal year 2020 with \$134M in research expenditure, the highest total amount in UTSA's history.

UNITS UNDER CONSTRUCTION



- ✓ **San Antonio** has seen the job market increase by 1.6% over the last year. **Future job growth over the next ten years is predicted to be 39.6%** which is higher than the US average of 33.5%.
- ✓ The population of the San Antonio metro area is expected to **top four million people by 2050**. Bexar County's population alone is expected to increase to **3,353,060 people by 2050**, more than one million people more than who live in the county now.

#1
Among Best Cities
FOR CONFERENCES

3rd
third among Texas'
**BIGGEST METRO
AREAS IS SAN
ANTONIO**

#1
U.S. city with
biggest
**NUMERIC
POPULATION
GROWTH FROM
2020 TO 2021.**

47%
Future job growth
**OVER THE NEXT
TEN YEARS IS
PREDICTED
TO BE 47.0%**

24%
MEDIAN
**HOME PRICE
INCREASE**

SAN ANTONIO MAJOR EMPLOYERS

RANK	EMPLOYER	EMPLOYEES	PRIMARY FACILITY TYPE
1	Joint Base San Antonio (Three Military Bases)	80,000	Military
2	H-E-B	20,000	Educational Institution/Healthcare
3	USAA	18,300	Corporate HQ (FORTUNE #23)
4	Methodist Healthcare System	9,600	Healthcare
5	Randolph Air Force Base	11,000	Military
6	Toyota/Related Suppliers	6,500	Automobile Manufacturer
7	City of San Antonio	5,181	Government
8	Harland Clarke	5,000	Division HQ
9	Wells Fargo	5,000	Financial Services Company
10	JP Morgan Chase	5,000	Commercial Bank
11	Northside Isd	4,984	Educational Institution
12	University of Texas At San Antonio	4,076	Educational Institution
13	Neisd	3,721	Educational Institution
14	Migma-Acmpe	3,471	Healthcare
15	Oracle Corporation	3,653	Computer Technology Corporation
16	Rackspace	2,000	Cloud Computing Company



Major Employers Include:

United States Department of the Air Force	12,398
United States Department of the Army	8,953
Heb Grocery Company, LP	6,701
City of San Antonio	5,181
Northside Isd	4,984
University of Texas At San Antonio	4,076
Neisd	3,721
Wells Fargo & Company	3,517
Mgma-Acmpe	3,471
United Health Group Incorporated	2,604
University Health System	2,215

Bexar County, Texas

POPULATION

2020 total population	2,009,324
2010 total population	1,714,773



MILLENNIALS
21% OF POPULATION
VS. 17% U.S. AVERAGE



OVER 400
HEADQUARTERS



100K EXPECTED
NEW JOBS
2020 TO 2025

- ✓ Healthy job market credited to diverse industries: established financial services, rapidly growing life sciences, new energy, and a booming IT and cybersecurity presence.
- ✓ Top market for job seekers: steady employment growth and low unemployment levels

International Trade Center

- Ideally positioned along the NAFTA corridor, handling 50%+ of Mexico-U.S. trade flow
- Logistical functionality bolstered by 1,900-acre multimodal Port San Antonio hub
- Large multinational corporate presence including Boeing, Lockheed Martin and Xerox

IT & Cybersecurity Hub

- Recognized by the NSA as one of the nation's leading cities for cybersecurity activity
- Global employers including EY, PwC, Booz Allen Hamilton, Lockheed Martin and The Hut Group are expanding cybersecurity operations in San Antonio

Strong Military Presence

- Known as "Military City" due to its long history of multiple military and defense installations
- Home to one of the greatest concentrations of active and retired military populations in the nation: 283,000+ military & military service employees in the MSA
- Four major military bases comprise Joint Base San Antonio (JBSA): Randolph Air Force Base, Fort Sam Houston, Lackland Air Force Base and Camp Bullis



37 MILLION
ANNUAL VISITORS



\$15 BILLION
ANNUAL ECONOMIC
IMPACT FROM VISITOR
SPENDING



10 MILLION +
ANNUAL PASSENGERS
IN 2018

"Many corporations have relocated to the Greater San Antonio area, which is the home of several Fortune 500 Companies like Valero Energy Corp., Tesoro Corporation, USAA, CST Brands Inc., NuStar Energy, and Clear Channel Communications as well as the Methodist Healthcare System and four military bases."



Corporate Relocations to Texas

In 2021



62 Corporate Relocations to Texas in 2021



17 Origin States



3 Origin Countries



25 Corporate Relocations from California

Source: YTexas, U.S. Global Investors

- ✓ According to PayScale, the cost of living in San Antonio is 14% below the national average.
- ✓ Tech industry in San Antonio generates annual economic impact of nearly \$11 billion.
- ✓ A 2021 report from commercial real estate firm CBRE found San Antonio’s tech workforce grew 9.4% in the preceding three years.

LOW TAX AND PRO BUSINESS ENVIRONMENT
ATTRACTING GROWTH

No Personal Income Tax
No Corporate Income Tax
No Payroll Tax
10 Year Abatement in Certain Growth Areas
100% Tax Abatement in Certain Industries



\$438,750

MEDIAN HOME SALE PRICE
(SOURCE: REDFIN.COM)

\$187

AVERAGE SALE PRICE
PER SQ FT
(SOURCE: REDFIN.COM)

93.2%

HOME OWNERSHIP
(SOURCE: DATAUSA.IO)

\$1,358

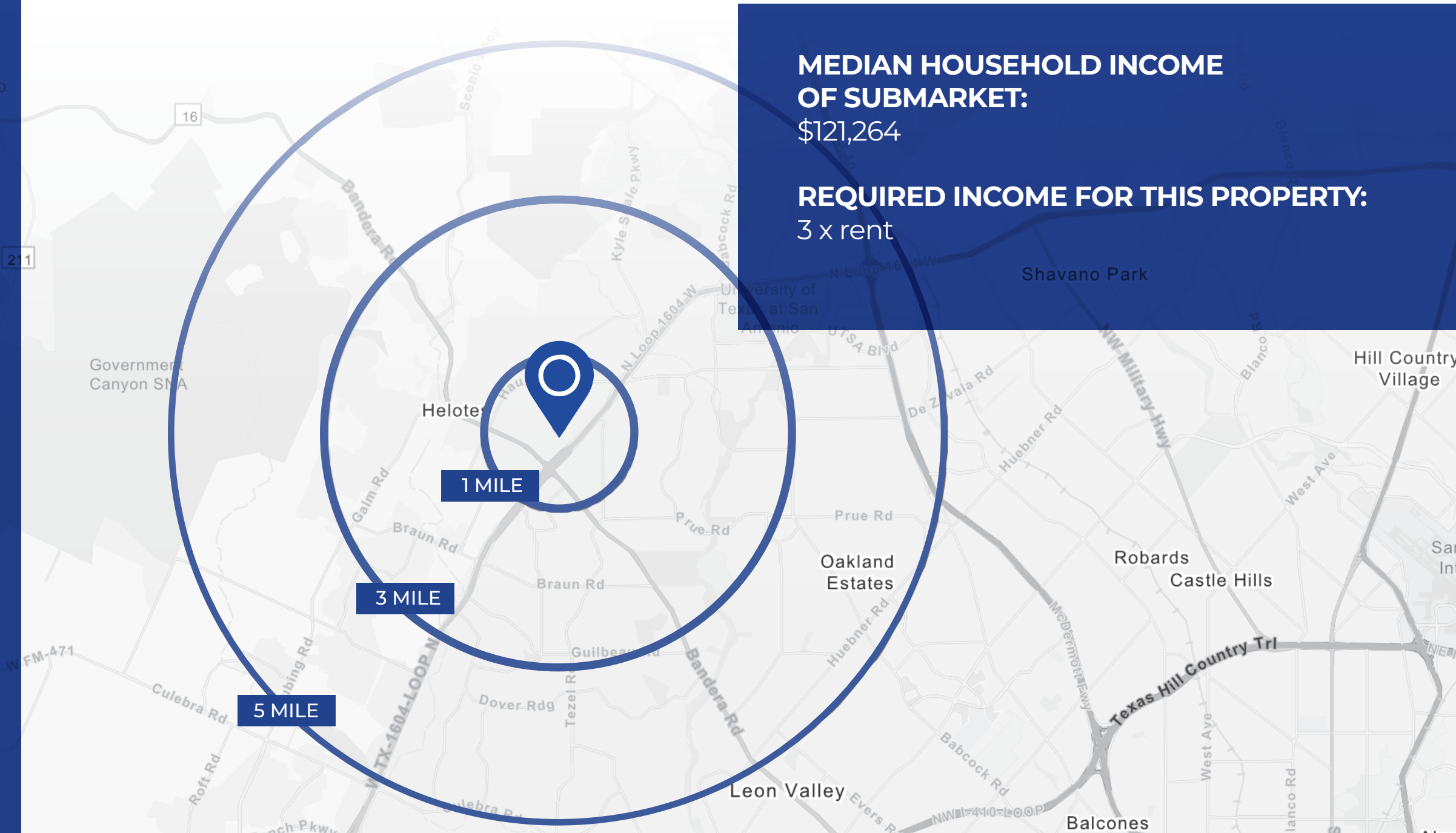
AVERAGE AREA RENT
(SOURCE: RENTCAFE.COM)

865

AVERAGE AREA
APARTMENT SIZE
(SOURCE: RENTCAFE.COM)

MEDIAN HOUSEHOLD INCOME
OF SUBMARKET:
\$121,264

REQUIRED INCOME FOR THIS PROPERTY:
3 x rent





TERRACES AT TINSLEY VILLAGE

PROPERTY DETAILS





- Resort style clubhouse
- Top grade landscaping and gated entry
- Demonstration kitchen
- Mail room
- 1st phase pool
- 800 sq ft gym w/ weight training and cardio equipment
- Some Units with small yard
- Smart Home Features
- 9' ceilings throughout
- Granite counters
- Ceiling fans in bedrooms/LR
- Garages
- Common space w/ TV's, pool table and lounge
- Valet Trash
- Pendent lighting in kitchen
- Covered parking
- Additional storage

**Subject to change*

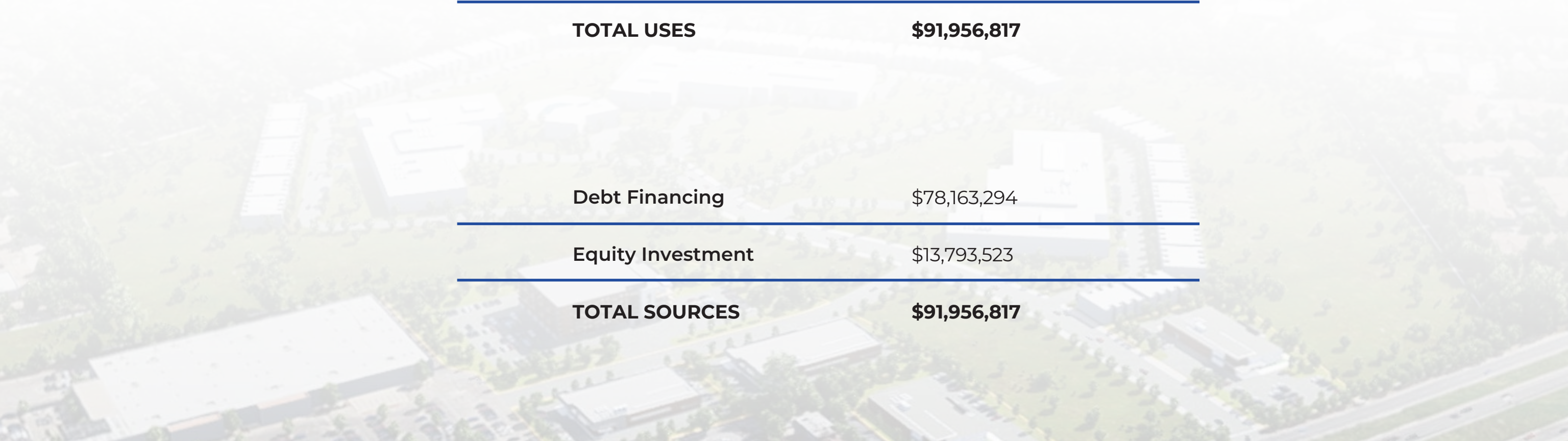


TYPE	SQ FT	# OF UNITS
E1 - 1BR/1BA	575	40
A1 - 1BR/1BA	675	96
A2 - 1BR/1BA/STUDY	825	64
B1 - 2 BR/ 1 BA	875	64
B2 - 2BR/2BA	950	80
B3 - 2BR/2BA	1,050	56
TH1 - 2BR/2.5BA/1 CAR	1,250	50
TH2 - 3BR/2.5BA / 1 CAR	1,350	50
TOTALS/AVG	923	500



TERRACES AT TINSLEY VILLAGE

FINANCIALS



Land Costs	\$10,700,00
Hard Costs	\$66,879,800
Soft Costs	\$14,337,017
TOTAL USES	\$91,956,817

Debt Financing	\$78,163,294
Equity Investment	\$13,793,523
TOTAL SOURCES	\$91,956,817

	TOTAL PROJECT	YEAR 1	YEAR 2	YEAR 3
PROJECT COSTS				
Land Costs	10,700,000	10,700,000	-	-
Site-Work	-	-	-	-
Construction Costs	66,879,800	25,915,923	40,127,880	835,998
Options and Selections	-	-	-	-
Amenities	450,000	174,375	270,000	5,625
Construction Management	-	-	-	-
FF&E	-	-	-	-
Due Diligence	12,000	12,000	-	-
Applications and Permits	100,000	100,000	-	-
Legal	20,000	20,000	-	-
Engineering	-	-	-	-
Architectural	420,000	420,000	-	-
Accounting	-	-	-	-
Finance Costs, Interest & Operations	10,928,313	5,493,002	3,515,250	1,604,715
Insurance and Other OperationsTaxes	282,304	139,465	142,339	500
Marketing	40,000	15,500	24,000	500
Commercial Marketing	-	-	-	-
Other Development Costs	-	-	-	-
Warranty and Reserves	-	-	-	-
Developer Fee	-	-	-	-
Hard Cost Contingency (Excludes Land)	2,019,894	1,010,478	988,815	20,600
Soft Cost Contingency	346,809	173,496	169,776	3,537
Total Fees	2,366,703	1,183,974	1,158,592	24,137
TOTAL PROJECT COST	92,199,120	44,174,239	45,238,061	2,471,475

	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
OPERATIONS					
Net Rental Income	207,112	4,060,431	9,009,308	10,292,808	10,605,874
Net Retail Income	-	-	-	-	-
Utility Reimbursements	5,144	99,807	226,881	266,878	274,996
Parking / Garage / Storage	-	-	-	-	-
Trash Removal	2,980	56,406	125,480	146,291	150,740
Other Miscellaneous Income	5,058	97,278	220,694	259,309	267,197
Bad Debt	(2,071)	(40,604)	(90,093)	(102,928)	(106,059)
Other Income Total	11,111	212,886	482,962	569,551	586,874
EFFECTIVE GROSS INCOME	218,223	4,273,318	9,492,270	10,862,359	11,192,748

	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
OPERATIONS					
Controllable Expenses	648,189	1,338,699	1,550,668	1,643,527	1,693,516
Real Estate Taxes	123,965	924,583	1,891,286	2,192,320	2,136,148
Real Estate Tax Abatement	-	-	-	-	-
Franchise Tax	727	14,243	31,638	36,204	37,305
Association Dues	-	-	-	-	-
Insurance	136,876	418,926	431,668	444,797	458,326
Ground Lease	-	-	-	-	-
Management Fee	6,547	128,200	284,768	325,871	335,782
Asset Management Fee	229,892	275,870	275,870	275,870	275,870
Total Operating Expenses	1,146,196	3,100,521	4,465,898	4,918,589	4,936,949
Net Operating Income	(927,973)	1,172,797	5,026,372	5,943,769	6,255,799
Less Reserves	-	-	45,415	138,999	143,227
NOI LESS RESERVES	(927,973)	1,172,797	4,980,956	5,804,770	6,112,572
Yield on Total Project Cost	-1.0%	1.3%	5.4%	6.3%	6.6%

SALE PROCEEDS

Taxes Methodology Cap NOI, Actual Taxes

	Apartments	Retail	Blended
Today's Cap Rate	4.5%	5.5%	4.5%
Exit Cap Rate	5.0%	5.9%	5.0%

	With Adjusted Taxes	Without Adjusted Taxes	Selected Method
Pre-Tax Free Cash Flow / Post Tax Free Cash Flow	8,356,682	6,189,668	-
Exit Cap Rate	7.31%	4.99%	-
Value of Abatement	-	-	-
Gross Proceeds	\$114,285,470	\$124,010,561	124,010,561
Gross Proceeds / Unit	\$228,571 /unit	\$248,021 /unit	\$248,021 /unit
Cost of Sale	\$(2,857,137)	\$(3,100,264)	(3,100,264)
Repayment of Preferred Debt	\$2 /unit	\$2 /unit	2
Repayment of Debt	\$(87,358,976)	\$(87,358,976)	(87,358,976)
Net Distributable Proceeds	\$24,069,360	\$33,551,323	33,551,323

TAXES AT SALE		
Ratio	85.00%	0.00%
Millage	2.73%	0.00%
Discount	0.00%	0.00%
Abatement	0.00%	0.00%
Net Tax Impact	2.32%	0.00%



What are the investor requirements to invest in this opportunity?

ALL investors must be accredited investors.

What is the minimum/ maximum amount I can invest?

The minimum investment will be \$100k.

Can I invest money from my IRA?

Yes, we are taking IRA and/or Solo 401(k) funds.

What is the time horizon for this investment?

This investment will be closing September 20, 2022.

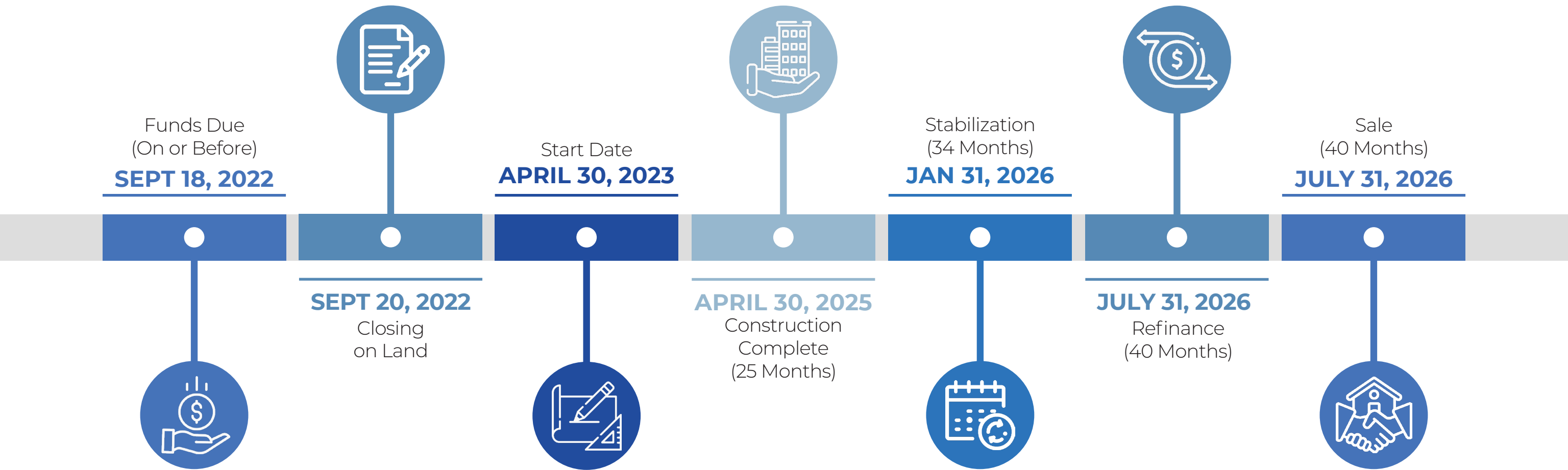
What happens with cost segregation?

There is no cost segregation until we do our refinance.



What is the time horizon for this investment?

Shares in our investments typically fully subscribe quickly.
Please be aware investors are taken on a first come first served basis.
To ensure your position, please complete your investment as early as possible.





LOOP 1604

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JOHN VAN DER GIESSEN

John@remcapital.com

Book time to connect:

<https://calendly.com/investwithrem>

