

# Equity Investment Summary

## The Reserve at Jones Road



**11925 Jones Road  
Houston, Texas 77070**

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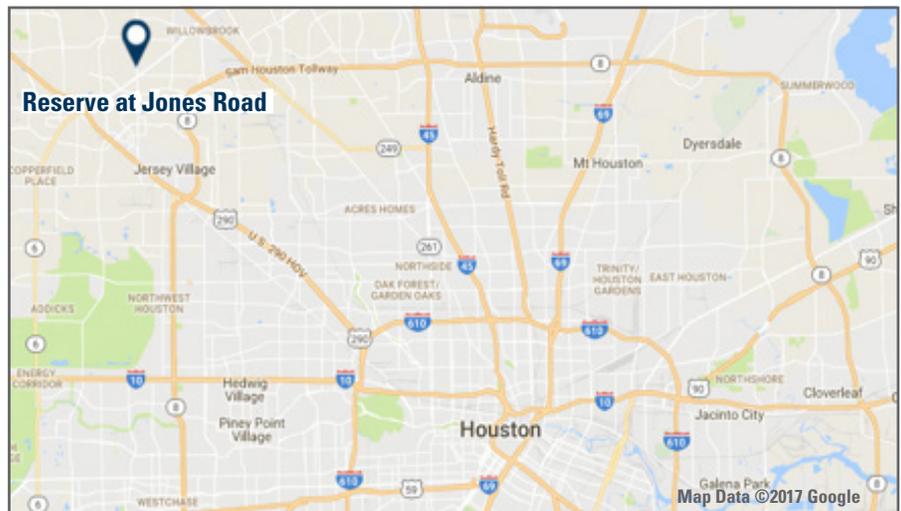
### Investment Summary

RootCorp, LLC (“RootCorp” or the “Company”) is pleased to announce a offering with respect to The Reserve at Jones Road, a 114-unit garden-style rental community located in Northwest Houston.

The Reserve at Jones Road is surrounded by excellent schools, numerous restaurants, and shopping centers including Willowbrook Mall and Cyfair Town Center.

Northwest Houston is one of the fastest-growing areas not only in Houston, but in the country. Exxon Mobil kick-started the surge in population by announcing its three million SF campus, which delivered in 2015. This attracted businesses, new development, and more people. Investment here has continued—the Grand 99 Parkway provides quick access to the Woodlands and West Houston, and new retail and apartment development have made this more of a live/work/play area. Houston was one of the fastest growing cities from 2011-2016.

Submarket	Tomball
Property Class	A
Units	114
Occupancy	92%
Year Completed	2013
Acreage	4.2
Net Rentable Area (SF)	104,961
Average Unit Size (SF)	921
Average Market Rent/Unit	\$1,216
Average Market Rent/SF	\$1.32



RootCorp Investment Management (the “Sponsor”) is seeking equity participation from accredited investors to fund acquisition and light renovation of The Reserve at Jones Road, a 114-unit, class A multifamily community located in Houston, Texas. The Sponsor has recently acquired the asset for a purchase price of \$14,350,000 (\$125,877/unit).

## Property Overview

The property was built in 2013 and is conveniently located in the northwestern corridor of Houston, approximately 25 miles from the downtown central business district. The property is situated directly off of the heavily trafficked Jones Road where the traffic volume exceeds 32,000 vehicles per day. Upon acquiring the asset, RootCorp will implement a light value-add program over the next 2-3 years, that will generate average rent premiums of approximately \$100/unit at a cost of \$2,000/unit. Plus capital reserves for regular unit and external maintenance of \$250 per unit per year for 6 years. The light value add unit upgrades may include laminate wood flooring, stainless steel appliances, enhanced kitchen and bathroom fixtures, and brushed nickel cabinet hardware. The property is 94.7% occupied as of July 17, 2017. The Reserve at Jones Road presents investors with a unique opportunity to achieve

Property Name	The Reserve at Jones Road
Address	11925 Jones Road Houston, Texas 77070
Year Built	2013
Property Class	A
No. of Units	114
Rentable Square Footage	104,961 SF
Average Unit Size	921 SF
Buildings	4
Stories	3
Land Area (Acres)	4.2
Effective Rent (Monthly)	\$1,109 (\$1.20/SF)
Market Rent (Monthly)	\$1,216 (\$1.32/SF)
Occupancy (9/30/18)	94.7%

\* Analysis conservatively assumes market rents of \$1,150 (\$1.25/SF)

## Senior Debt

Fannie Mae has provided the Sponsor with a 12-year fixed-rate mortgage loan of \$8,288,000 (~55% LTV) with 6 years of Interest-Only payments. The loan has an annual interest rate of approximately 4.58% and will generate an amortizing DSCR of approximately 1.40x in year 1. The Manager reserves the right to take out a supplementary loan in approximately 12-36 months, of \$1 to \$3 Million, with a majority of the proceeds intended to be distributed as a partial return of capital to investors.

## Investment Strategy

Upon acquiring the property, RootCorp will implement a light value-add program over 2-4 years, which is expected to achieve average monthly rent premiums of approximately \$100/unit. The light upgrades of \$2000 per unit and capital reserves \$250 a unit for 6 years will cost roughly \$383,000 (total of \$3,500/unit) and may include laminate wood flooring, stainless steel appliances, upgraded kitchen and bathroom fixtures, and brushed nickel cabinet hardware in all units. The unit renovations will be completed through natural lease expirations and terminations beginning in the third month of the holding period. With a target pace of 5 units per month, all renovations are expected to be completed within 25 months of acquisition. Additionally, the Sponsor will immediately start installing 80 carports that are to be rented out at a rate of \$35 per month which will result in \$33,600 of additional income annually.

The Reserve at Jones Road is currently realizing effective money rents of \$1,109/unit (\$1.20/SF), on average. Upon completion of the unit enhancement program, the Subject will rank among the highest quality multifamily properties in its submarket. With comparable properties already demanding rents as high as \$1.39/SF, the Sponsor expects to meet or exceed its rent growth targets with little resistance from the market.

## Management

Based on analysis of the past property manager, RootCorp is of the opinion that the asset can be more efficiently managed, and enhancements to performance of the asset can be made.

## Highlights

- The property's average in place rents are \$1,109/unit (\$1.20/SF) (monthly) and our analysis conservatively assumes market rents of \$1,150 (\$1.25/SF) (monthly). With comparable properties achieving rents of up to \$1.39/ SF, significant rent growth will be achieved through a combination of unit upgrade premiums and organic market growth.
- With light upgrades of \$2000 per unit and capital reserves \$250 a unit for 6 years totaling \$383,000 (total of \$3,500/unit), the Sponsor will implement a unit enhancement program to upgrade the property into the ranks of the submarket's elite and generate rent premiums of about \$100/unit per month.
- The property is strategically situated along Jones Road where over 32,000 vehicles pass on a daily basis.
- The property is conveniently located within walking distance of various banks, grocery stores, and restaurants, and is situated in close proximity to Willowbrook Mall, The Vintage, Cyfair Town Center, and multiple public parks.
- The Borrower has been issued a Fannie Mae loan of \$8,288,000 (~55% LTV) which generates an amortizing DSCR of 1.40x in year 1.
- The Houston market has shown impressive year-over-year population growth and was second only to DFW in the year 2016.



## General Assumptions

The Sponsor is seeking equity investment of roughly \$5.45 million from Limited Partners which equates to approximately 70% of the total equity. The Managing Member and its affiliates will invest approximately \$2,100,000 which equates to approximately 30% of the total equity. The Managing Member reserves the right to take a supplemental loan in approximately 12-36 months for about \$1 - \$3 million, from which the majority of the proceeds are intended to be distributed to investors as a partial return of capital.

Property Name	The Reserve at Jones Road
Unit Renovation Funds Plus Maintenance Reserves	\$3,500/unit
Renovation Period	24-36 months
Upgrade Premium (Monthly)	\$100/unit
Rent Growth	3% in Year 1; 3% thereafter
Economic Vacancy Factor*	8.0%
Exit Cap Rate**	5.25%
Exit Value per Unit	\$176,425/unit
Hold Period	5 Years

\* Includes physical vacancy (7.0%) and bad debt (1.0%)

\*\* For the purpose of the analysis, the Year 5 NOI is capped for the disposition



### SUMMARY OF RETURNS

Target Investor IRR	12.11%
Investor Multiple	1.7x
Cash-on-Cash Yield (Year 1)	4.0%
Average Cash-on-Cash Yield	5.1%

# THE Reserve

## AT JONES ROAD

LUXURY APARTMENT HOMES



### FNMA LOAN APPLICATION SUMMARY

Loan Amount:	\$8,288,000
Loan/unit:	\$72,701
Loan-to-Purchase:	57.8%
Loan-to-Cost:	52.2%
Term:	12 years
Interest Rate Type:	Fixed
Amortization:	360 months
Interest-Only:	6 years

### SOURCES OF FUNDS

DEBT	AMOUNT	LTV
Senior Debt	\$8,288,000	55%
EQUITY	AMOUNT	% OF EQUITY
GP Equity	\$2,100,000	Approximately 30%
LP Equity	\$5,464,385	Approximately 70%
Total Sources of Funds	\$15,852,385	

### USES OF FUNDS

USES	TOTAL	
Purchase Price	\$14,350,000	\$125,877/unit
Legal	\$80,000	0.55% Of Acquisition Costs
Imposition Escrows (Insurance Escrow, Tax Escrow)	\$232,400	1.6% Of Acquisition Costs
Financing Fee - Debt Signing Fee	\$71,750	0.75% Of Loan Amount
Closing Costs / Due Dilligence	\$166,325	1.1% Of Acquisition Costs
Acquisition Fee	\$287,000	2.00% Of Acquisition Costs
Equity Raise Cost Reimbursement	\$124,260	2.00% Of Equity Raise
Loan Expenses, Costs & Fees	\$157,650	1.6% Of Loan Amount
Interior Renovations & Capital Reserves	\$212,000	\$2,000/unit
6 Years of Maintainence Reserves	\$171,000	\$250/unit/year
<b>Total Uses of Funds</b>	<b>\$15,852,385</b>	<b>\$139,056/unit</b>

## Property Overview

Address	11925 Jones Road Houston, Texas 77070
Year Built	2013
No. of Units	114
Rentable Square Footage	104,961 SF
Average Unit Size	921 SF
Land Area (Acres)	4.22
Parking Spaces	134 Free Surface
Parking Ratio	1.18 per Unit
Density	27.14 Units per Acre
Stories	3
Eff. Rent	\$1,109 (\$1.20/SF)
Current Occupancy	94.7% as of 7/17/17

## Community & Unit Amenities

Business Center	Upgraded Cabinetry/Lighting
Clubhouse & Lounge	Stand-Alone Showers*
Controlled Gate Access	Garden Tubs*
Fitness Center	Additional Storage Space
Free Weights	Walk-in Closets
Laundry Facilities	In-Unit Washer/Dryer Wood
Package Service	Plantation Blinds Private Bal-
Storage Space	cony, Deck, or Patio
Garage Parking Available	* In Select Units
Pet Park	
Swimming Pool & Sun Deck	
Intrusion Alarm System	
Built-in Computer Desk	
Granite Countertops	
Hardwood Floors	

## SITE MAP



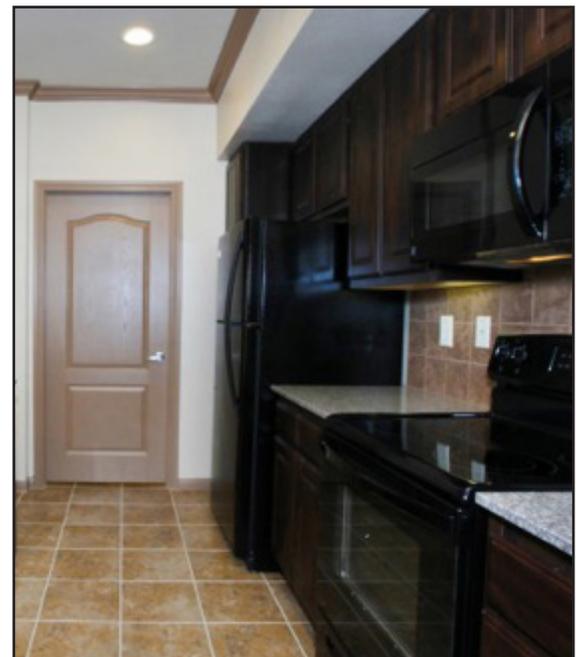
## OCCUPANCY AS OF 6/15/16

Occupied	92%
Vacant	8%
Total Units	100%

## UNIT MIX

### THE RESERVE AT JONES ROAD (AS OF 07/17/17)

Unit Type	# of Units	SF	In-Place Rent/	In-Place Rent/SF	Market Rent/Unit	Market Rent Per SF
1B/1B	57	762	984	\$1.29	\$1,082	\$1.42
1B/1B	9	831	1,004	\$1.21	\$1,099	\$1.32
2B/2B	48	1,126	1,278	\$1.14	\$1,397	\$1.24
<b>Totals/Avg</b>	<b>114</b>	<b>921</b>	<b>1,109</b>	<b>\$1.20</b>	<b>\$1,216</b>	<b>\$1.32</b>



# RootCorp is a leading Investment Manager focused on Global Real Estate and Renewable Energy, with presence in the United States, the United Kingdom, and In-

## TARGETED INVESTMENTS

RootCorp targets investments that offer superior returns on a risk adjusted basis. Strong emphasis is placed on deals with a margin of safety and defined exits within 3-5 years. RootCorp has access to a steady flow of deals through its experienced acquisition teams, its Strategic Alliance Partner network and direct relationships with CEO's of property companies.



### Suresh Nichani

Suresh Nichani is CEO of RootCorp and Director of Nichani Investments, which is a part of the Nichani Group, a 70 year old organization with holdings in Real Estate, Information Technology, Equities, and Motion Picture finance and distribution. Suresh graduated from the Owner/ President Management Program at the Harvard Business

School, the Program on Finance for Executives at MIT Sloan School of Management, and holds an M.S. in computer science from the University of Cincinnati. In 1995, Mr. Nichani founded Exinom Technologies, one of the leading systems integrators of business intelligence and data warehouse solutions in the Northeastern United States. As President and CEO, Mr. Nichani led his technology company to be named by INC Magazine in the INC 500 List as one of the fastest growing companies in North America for two consecutive years in 2001 and 2002. Exinom Technologies was acquired in 2003 by NEC Solutions America which merged the company with Niteo Partners and named Mr. Nichani as Chief Operating Officer. Since that time, Suresh has led a number of real estate acquisitions with a focus on residential, commercial, and land properties in the United States and India.

## EXPERIENCED TEAM

RootCorp is led by an experienced team of directors, advisors, and managers with over 150 years of combined extensive investment and business experience. RootCorp's team includes leaders and professionals from finance companies, investment managers, fund managers, real estate development firms and property advisory companies.

## GLOBAL REACH

Through its global network, RootCorp is well supported by its founders, advisors, and Board of Directors with a presence in multiple locations in the United States, the United Kingdom, and India. This combination gives RootCorp a wide reach of investors and opportunities in Core markets such as London and the United States and emerging markets such as India and the rest of Asia.



### Alan Bell

Alan has been active in the Residential and Mixed-Use Property and Hospitality Development sector for 27 years, and his professional experience now covers a wide range of activities, including Project Development Management; Transactions, Sales & Marketing; Market Research; Feasibility Analysis; Real Estate Project Finance Appraisals; Conducting

Due Diligence on potential new projects and Strategic Master Planning Consulting. Over the past 15 years whilst based in London, Alan has been involved in large-scale projects internationally, covering Montenegro; The Caribbean; Spain; France; Dubai; Argentina, and India.



### Shankar Iyer

Shankar Iyer is an entrepreneur with over 25 years of experience in building companies with a global, while creating and monetizing value for its stakeholders. During his career he has executed a few cross-border mergers and acquisitions in culturally and geographically diverse markets. He owns and has transacted hotels and office complexes. Shankar holds a Master's degree in

Business Management and a Bachelor's Degree in Solid State Electronics from Mumbai University.

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