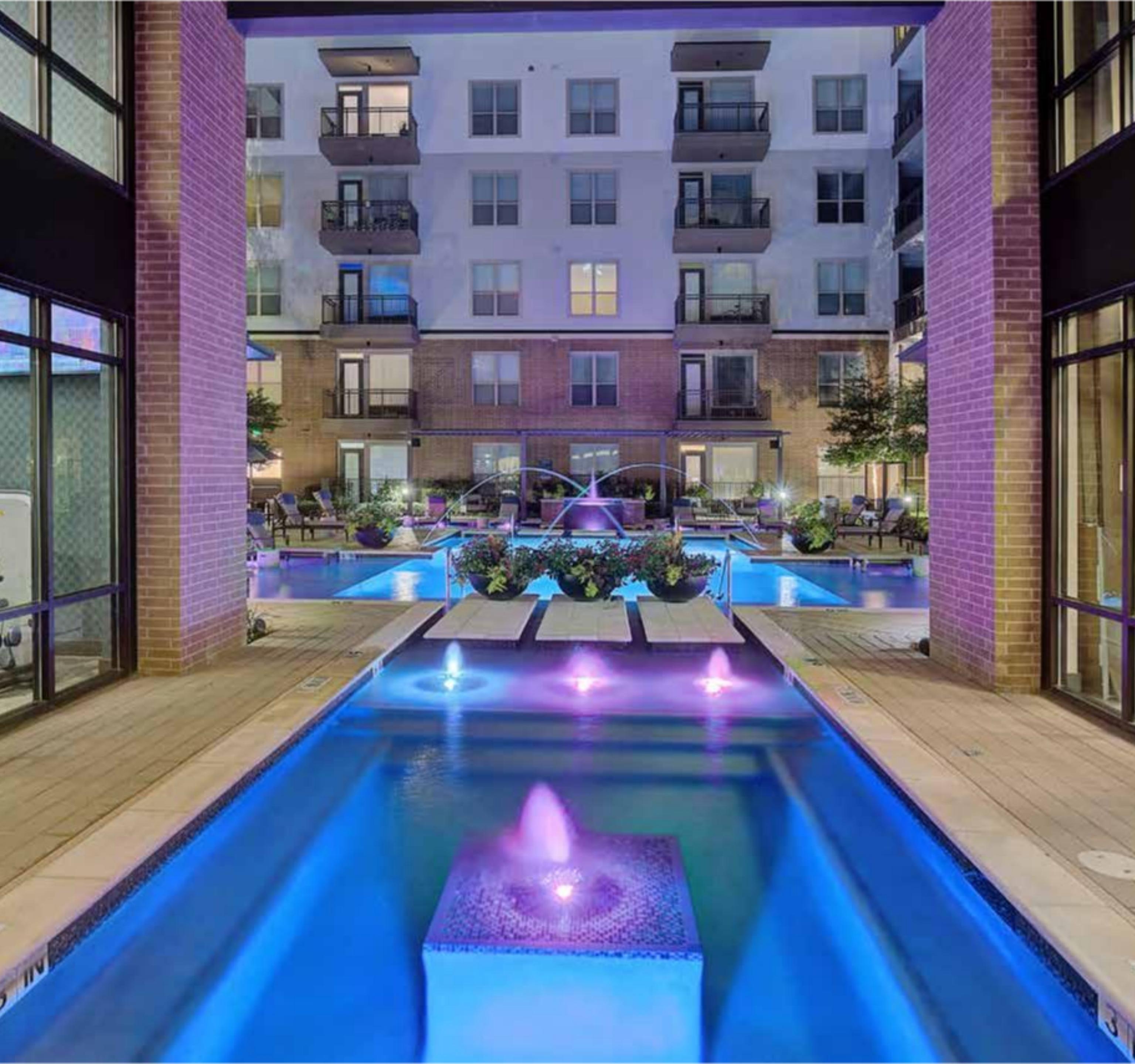


# RILEY Apartments

Investment Opportunity





## **PROPRIETARY STATEMENT**

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# THE RILEY

THE RILEY is a 262-unit, Class A multifamily community located in the heart of the CityLine mixed-use development in Richardson, Texas.



RILEY consists of five retail spaces totaling 18,613 square feet. Rile's prime location is the definition of a "live, work, play" environment and is walkable to over 3 million square feet of office, numerous high-end retailers and restaurants, and a Whole Foods market.

Richardson is DFW's second largest employment center and is home to many corporate headquarters, including State Farm and Raytheon (located within CityLine).





# INVESTMENT DETAILS

17.5 MM Equity

5 Year Hold

8% Annualized Cash Flow

16% IRR (Equity)

## SOURCES AND USES

### SOURCES

Debt	71.5%	\$	44,085,168
GP Equity	3.2%	\$	2,000,000
LP Equity	25.3%	\$	15,579,846
<b>Total Sources</b>	<b>100.00%</b>	<b>\$</b>	<b>61,665,014</b>

### USES

Purchase Price	94.1%	\$	58,006,800
Financing Costs	2.4%	\$	1,488,461
Soft Costs	2.1%	\$	1,305,153
Renovation Costs	1.4%	\$	864,600
<b>Total Uses</b>	<b>100.00%</b>	<b>\$</b>	<b>61,665,014</b>

# CITY LINE

## LOCATION

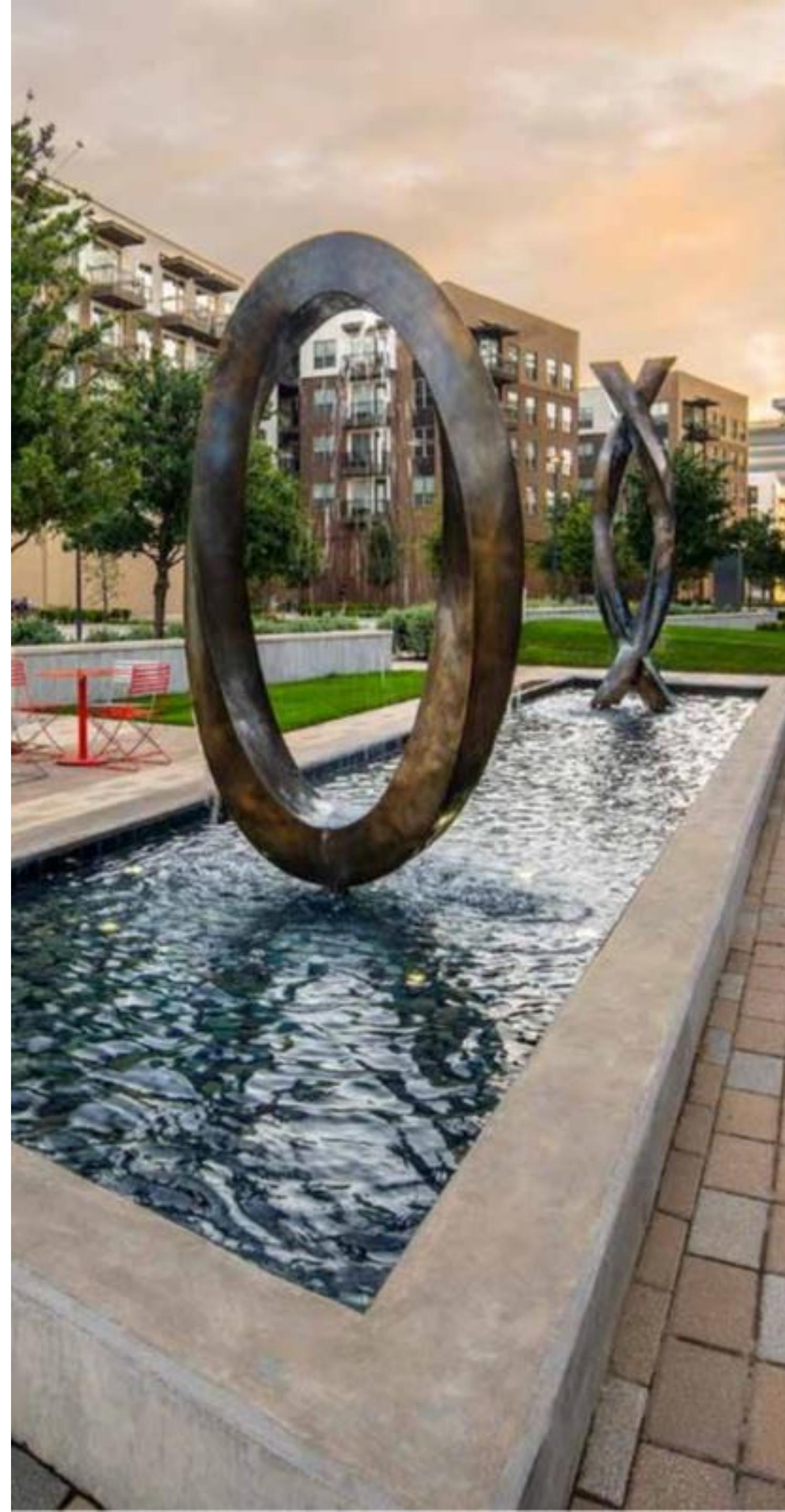
Located on 186 acres at the intersection of President George Bush Turnpike and Central Expressway, the CityLine mixed-use development provides an urban environment with retail, restaurants, office space, residential options, a hotel, and parks and trails.

## JOBS

Home to two Fortune 500 companies, State Farm and Raytheon, CityLine offers 2.5 million square feet of leased Class A office space with 1.8 million square feet coming soon. In addition, Texas Health Resources and Children's Medical Center office within the development, totaling nearly 13,000 on-site employees.

## LIVE - WORK - EAT - PLAY - SHOP

This \$1.5 billion development consists of 231,000+ square feet of retail, dining and entertainment space with convenient retail options including Whole Foods Market, CVS Pharmacy, Wells Fargo, FedEx Office, and more. With an array of restaurants, residents and employees can enjoy variety of dining options.



**GEICO**  
CORPORATE CAMPUS

REAL PAGE

75



CORPORATE OFFICE



BlueCross BlueShield  
of Texas

VERVEBA TELECOM

CANYON CREEK  
\$450K AVG HOME

27,000 STUDENTS



75

SPRING CREEK  
NATURE PRESERVE

PLANO ROAD



SPRING CREEK  
TRAIL ENTRANCE

RENNER ROAD

STARBUCKS

FEI WEI

CVS  
pharmacy



smashburger

WHOLE  
FOODS  
MARKET

CITYLINE  
DRIVE

CITY  
LINE

Fernando's  
MEXICAN CUISINE

GOOD  
UNION



JASPER'S

State Farm  
HEADQUARTERS

Texas Health  
Resources

MINT dentistry

STATE STREET

THE • RILEY



STATE FARM CITYLINE



THE PLAZA PARK

## PROPERTY HIGHLIGHTS



Located in the heart of the CityLine live-work-play development and adjacent to State Farm (10,000+ employees)

Walkable to Whole Foods, CVS Pharmacy, Starbucks, Chick-fil-A, and numerous parks and trails

Positioned within the highly acclaimed Plano Independent School District

Minutes to numerous major employment centers: Telecom Corridor, Legacy Central, Granite Park, Legacy West, and the Frisco North Platinum Corridor, with convenient access to Downtown Dallas and Las Colinas via the DART

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## S.W.O.T. ANALYSIS

### STRENGTHS

Location & Asset Quality

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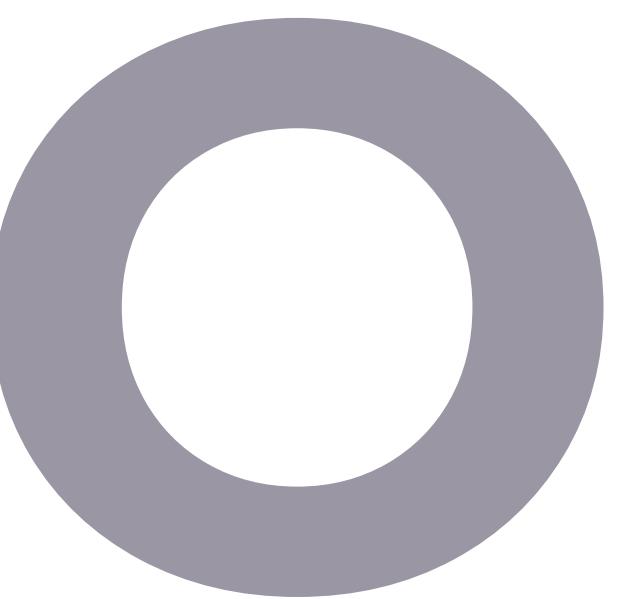
### WEAKNESS

Concessions & Loss to Lease

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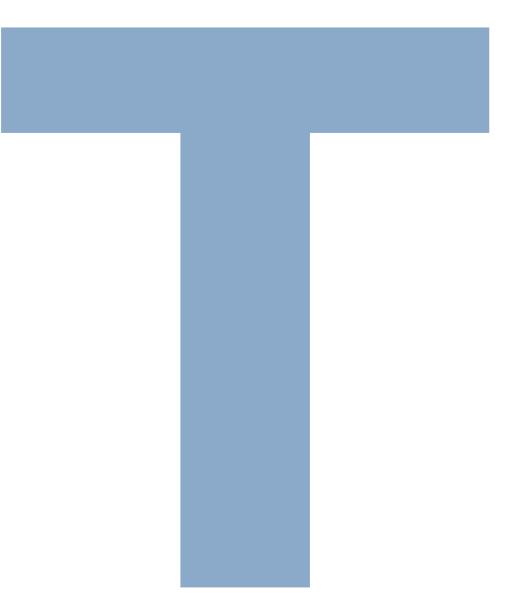
### OPPORTUNITY

Retail Lease Up & Expense  
Reduction

A large, stylized grey circle centered in the lower left quadrant of the slide.

### THREATS

Office Closures & Shutdowns

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# BUSINESS PLAN

- 1. INCREASE INCOME BY 10%**
- 2. REDUCE EXPENSES BY 10%**
- 3. INCREASE NOI BY 25%**

01

02

03

## BURN-OFF CONCESSIONS

Riley has 9% Concessions

Burn-off Concession in 12 Months

Increase Income by 9%

## REDUCE EXPENSES

Reduce Payroll & Admin by 30% and Marketing expenses by 70% to achieve an overall 10% expense reduction

## LEASE UP RETAIL

Burn-off Retail concession on existing spaces & finish lease-up remaining spaces to get 250K NOI Bump

# PROACTIVE MARKETING

**IMPROVE OUTREACH MARKETING  
TO FIND NEW TENANTS BY  
LEVERAGING**

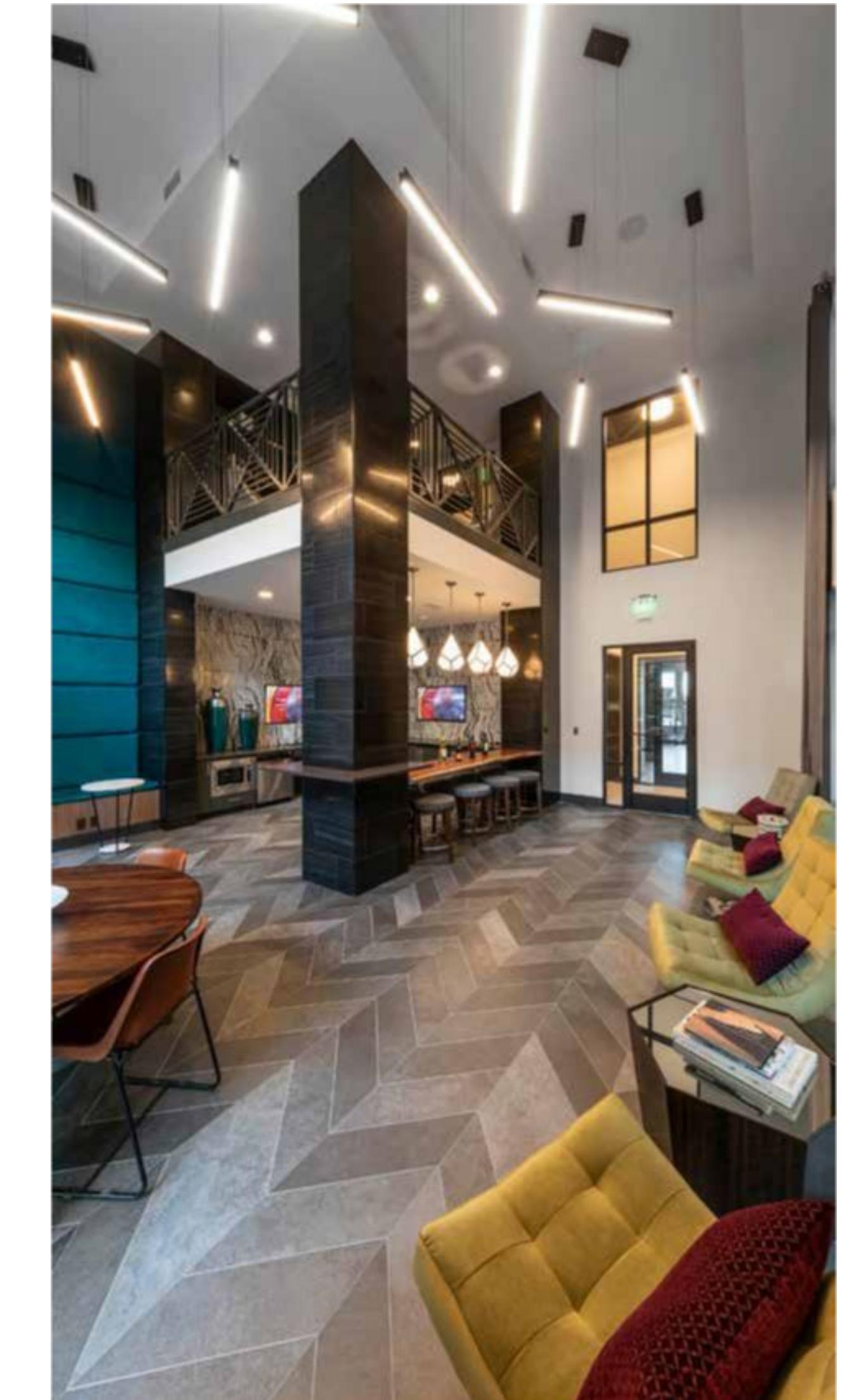
1. Social Media Advertising
2. Organize Community Events
3. Incentivize Tenant Referrals
4. Create Amazing Brochures
5. Upgrade Property Listings



# OPERATIONAL EFFICIENCY

## INTRODUCE TIERED BONUS STRUCTURE

Incentivize onsite team by offering a tiered bonus structure for meeting income, expense, NOI and capex goals.



## RETAIL UPSIDE



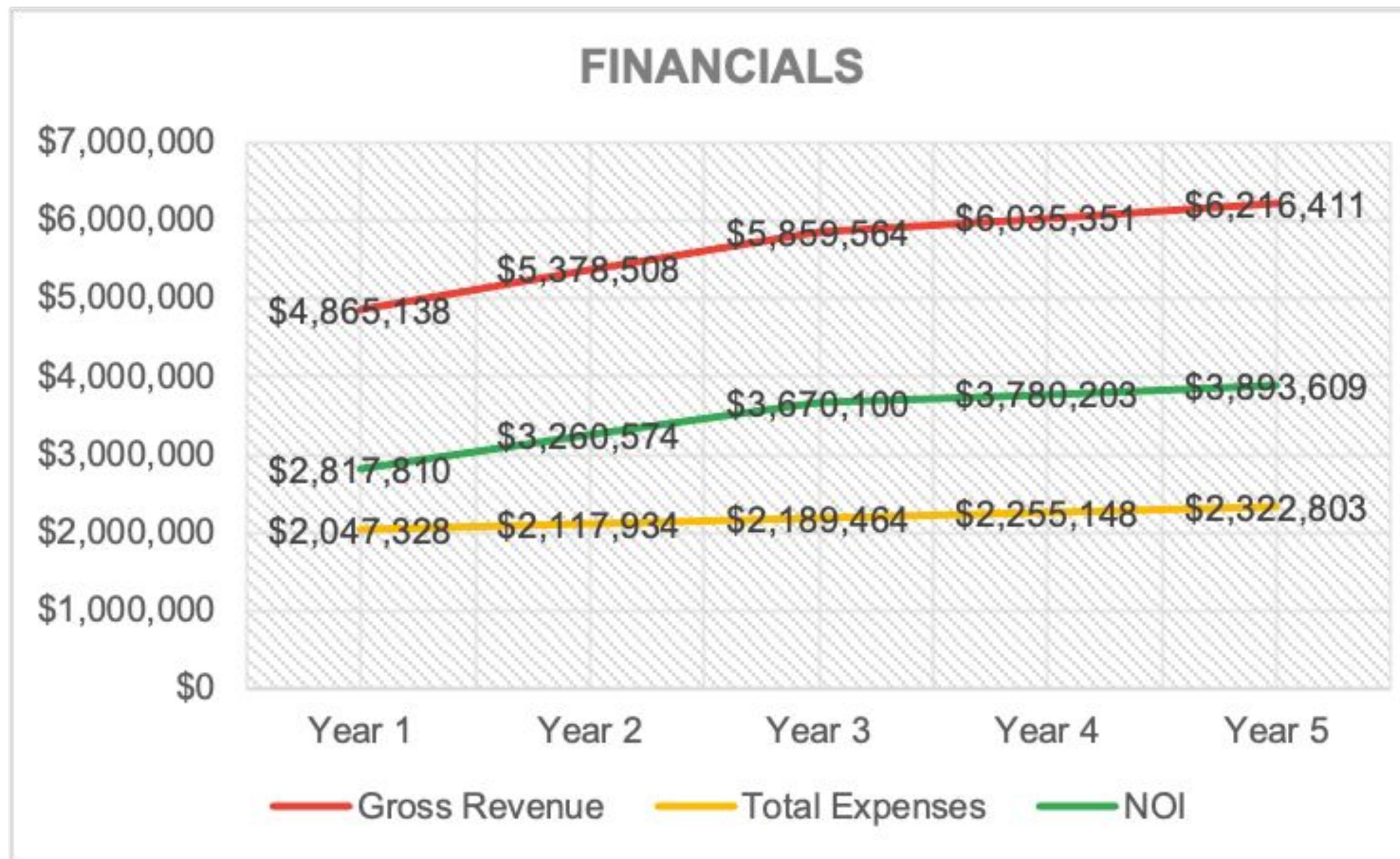
BURN-OFF RETAIL  
CONCESSIONS BY YEAR 2



FINISH REMAINING SPACES  
LEASE UP BY END OF YEAR 2  
(100K/SPACE FOR FINISH & TI)

## FINANCIAL METRICS

Over \$250,000 of income upside can be captured by leasing the remaining 8,954 square feet of retail space.



# MARKET COMPARABLES CHART

PROPERTY	BUILT	UNITS	AVG SF	MARKET		LEASED		OCCUPANCY*
				AVG RENT	RENT/SF	AVG RENT	RENT/SF	
1 <i>The Register</i>	2020	306	856	\$1,650	\$1.93	\$1,523	\$1.78	37%**
2 <i>The Lyla</i>	2018	237	892	\$1,521	\$1.71	\$1,521	\$1.71	88%
3 <i>CityLine Park</i>	2019	435	879	\$1,597	\$1.82	\$1,496	\$1.70	94%
4 <i>Vantage at Spring Creek</i>	2019	420	947	\$1,651	\$1.74	\$1,609	\$1.70	95%
5 <i>Windsor CityLine</i>	2015	299	949	\$1,605	\$1.69	\$1,605	\$1.69	93%
<b>6 <i>The Riley</i></b>	<b>2018</b>	<b>262</b>	<b>905</b>	<b>\$1,561</b>	<b>\$1.72</b>	<b>\$1,527</b>	<b>\$1.69</b>	<b>94%</b>
7 <i>Anthem Cityline</i>	2014	233	898	\$1,487	\$1.66	\$1,487	\$1.66	94%
8 <i>The Standard at CityLine</i>	2016	403	856	\$1,408	\$1.65	\$1,408	\$1.65	91%
9 <i>Reserve at Spring Creek</i>	2019	456	922	\$1,544	\$1.67	\$1,503	\$1.63	91%
10 <i>Axis 110</i>	2017	351	878	\$1,539	\$1.75	\$1,411	\$1.61	91%
11 <i>Alexan Crossings</i>	2018	354	851	\$1,372	\$1.61	\$1,258	\$1.48	93%
<b>Wtd. Averages</b>			<b>894</b>	<b>\$1,541</b>	<b>\$1.72</b>	<b>\$1,489</b>	<b>\$1.66</b>	<b>92%</b>

\*Average occupancy excludes properties currently in lease up.

\*\*Indicates leased percentage. *The Register* opened mid-July 2020.



THE RILEY





# TENANT PROFILE

AGE GROUP 25 - 35

The Riley attracts young, high-earning professionals that enjoy a live, work, play environment without the commute from Uptown and Downtown

HOUSEHOLD INCOME

Resident Average Household Income is **\$95,000+**

SAMPLE OF RESIDENT EMPLOYERS:



BlueCross BlueShield  
of Texas

**Raytheon**



at&t



REAL PAGE



Coca-Cola

 Plano



SAMSUNG



# COMMUNITY AMENITIES

The Riley offers residents a highly desirable amenity set, making the community an extremely attractive place to live.

The main courtyard features a unique, resort-style pool with a covered veranda and expansive tanning areas, along with an outdoor lounge with inviting seating areas and TVs.

**ENTERTAINMENT LOUNGE**

**CONFERENCE CENTER**

**PACKAGE LOCKERS**

**BUSINESS CENTER**

**WELLNESS CENTER**

**OUTDOOR GRILLING AREAS**

**CONVENIENT PET PARK**

**RESORT-STYLE SWIMMING POOL**

**MULTI-LEVEL PARKING GARAGE**







# INTERIOR FEATURES

Residents enjoy designer finishes such as granite countertops, stainless-steel appliances, modern cabinetry and backsplash, hand-scraped hardwood floors, private balconies, expansive 10' and 11' ceilings, walk-in closets with custom shelving, and ceramic tile surrounding tub and shower.









# MEET THE SPONSORS



## RAVIKIRAN T.

Ravikiran is an accomplished real estate investor. He specializes in the areas of acquisition, repositioning, and capital restructuring. He owns/manages a portfolio of 2000+ Apartments in SE US.



## VENU I.

Venu has 15+ years of experience in apartment construction and ownership, he has successfully syndicated several deals and has raised equity over 40MM, he currently manages a portfolio of 200MM in SE US.



## SVEIN D.

Svein Dyrkolbotn has over 23 years of experience working in real estate. He has managed and developed over 2,000+ multi-family units throughout the SE US.

# MEET THE ADVISORY TEAM



## STEVEN H.

Steven is a former director of special projects at Bank Austria, he currently manages his own Family Office and his Family Foundation and is the Founder and Principal of a traditional European-style merchant bank, investing globally in growth companies.



## NEGIN B.

Negin is the founder and CEO of EEE Corporate Group. She founded EEE in 2012 after her departure from a leading US investment bank. She runs her own partner owned advisory and family office in London and California.



## ORNA S.

Orna manages her family office and advises and consults with other family offices and high net worth individuals for providing startup and venture capital in high tech ventures and real estate investments.

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# MEET THE ASSET MANAGEMENT TEAM



## CHITRA T.

Chitra has 12+ years of experience in managing MF portfolios, currently owns and manages SFH & MF portfolios with over 1300 units in TX, SC and FL markets.



## KUMAR S.

Kumar is an experienced property and asset manager, he currently owns and manages a portfolio of SFH, Lands and Multi-family investments over 1,300 units in SE and SW US.

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## MEET THE OPERATIONS TEAM



### JOHN M.

John brings 35 years of experience in the Multi-Family housing industry, his background spans through all disciplines of property management including new construction, rehabilitations, tax credit and A+ communities.



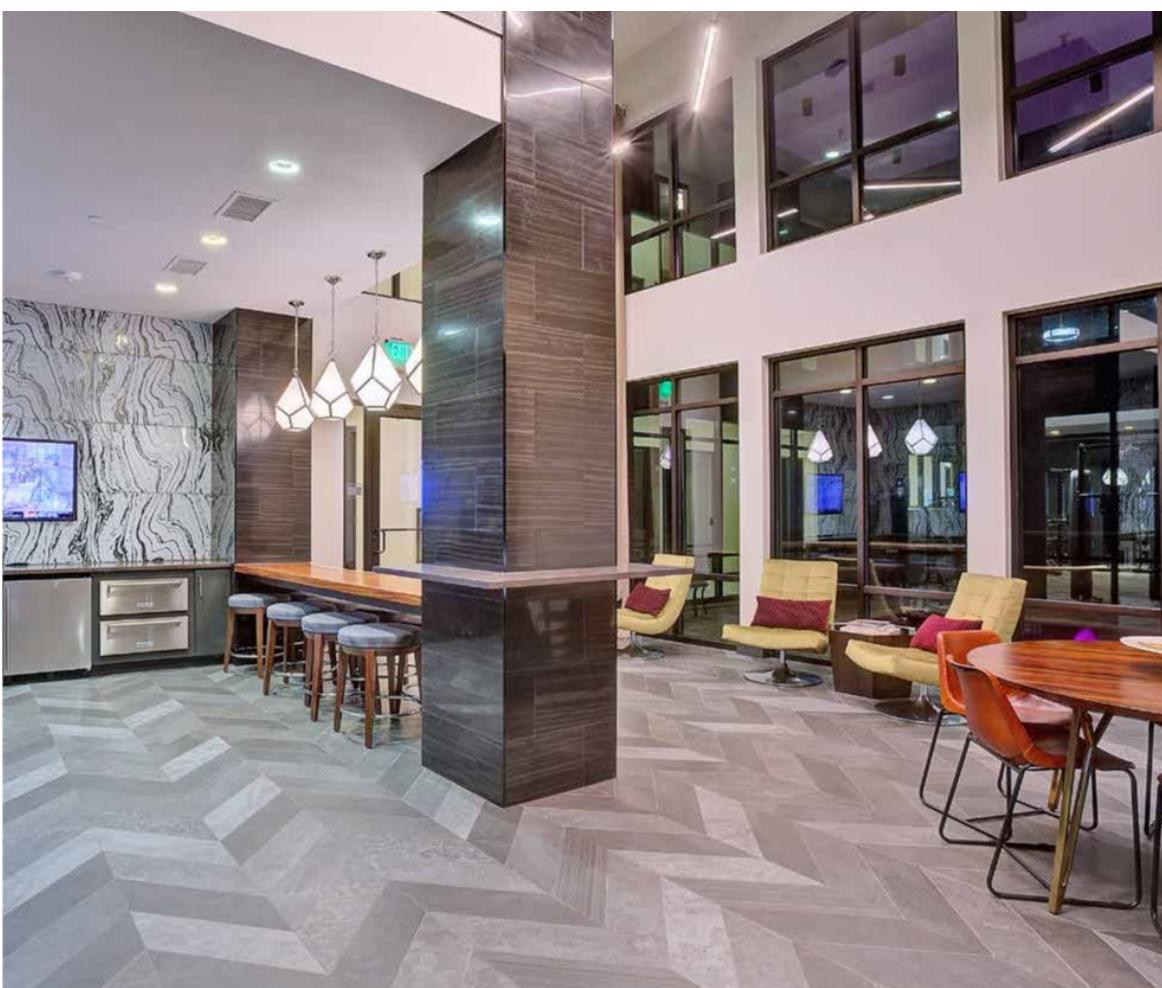
### RACHEL H.

Rachel has 10+ years of experience in property and portfolio management. She has a proven track record in managing class A assets and with operating margin at 60% or more and achieving 10%+ NOI growth.

## CONCLUSION

The Riley is a truly walkable, contemporary asset featuring custom home-style finishes and top-of-the-market, highly desirable community amenities. The modern architecture aligns perfectly with the surrounding CityLine development, providing exceptional curb appeal. The property exudes luxury from the inside out.

Current concessions and retail lease up provides an excellent value add play for an institutional quality asset, combining with projected 3% rent growth in DFW makes Riley an excellent investment.





**INTERESTED?**

Email us at [investors@tticapital.com](mailto:investors@tticapital.com)

**QUESTIONS?**

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