

MIDLAND GAINESVILLE

214-Unit Multifamily Development
Located in Downtown Gainesville, Georgia



PRESENTED BY:



MULTIFAMILY DEVELOPMENT OPPORTUNITY

OCTOBER 2021



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EXECUTIVE SUMMARY

McNeal Development and The Macallan Group are seeking \$16.5 million of investment capital for the acquisition, development and construction of 214 Class A Multifamily units in Gainesville, GA.

TARGETED RETURNS

UnTrended Return on Cost	6.35%	Trended Return on Cost	7.03%
Project Level IRR	48.86%	Project Level Multiple	2.33x

PROPERTY HIGHLIGHTS

- Project includes 214 apartment units located in three buildings on approximately 4.5-acres.
- Unit Features include open Kitchens with Granite Countertops & Tile Backsplash, Stainless Steel Appliances, Luxury Vinyl Plank Wood Flooring, Large Balconies, and High Speed Internet Service.
- Located just south of the Gainesville square with direct access to the Midtown Greenway Park.
- Amenities include a Rooftop Clubroom & Outdoor Deck, a Resort-Style Swimming Pool with Outdoor Covered Porch, Pet Spa, Onsite Garage & Storage Units, and Indoor Mailroom with Package Concierge.

GAINESVILLE MARKET HIGHLIGHTS



NORTH GEORGIA HEALTHCARE EPICENTER

Ranked the #1 hospital in Georgia for Overall Care, the Northeast Georgia Medical Center serves a population of more than 1.8 million people. The \$700MM expansion of the Gainesville campus is scheduled for a 2024 completion.



HIGHER EDUCATION HOTSPOT

Expanding post-graduate medical programs at Brenau University and the recently completed best-in-class Lanier Technical College Gainesville Campus are fueling expanded growth in the local economy.



BOOMING POPULATION GROWTH

The City of Gainesville has experienced 5.0% population growth per annum over the past 10-years. This growth has outpaced multifamily development 22:1, creating unmet demand for additional housing.



DESIRABLE LOCATION

Fronting the Midtown Greenway Park adjacent to Downtown Gainesville and minutes away from the Northeast Georgia Medical Center, the property location offers a walkable option to restaurants and nightlife that today's renters desire.

PROJECT TIMELINE



SPONSORS



- McNeal Development was formed by William Norris to develop ground-up multifamily residential projects in the Southeast.
- William brings 16+ years of industry experience, working in leadership positions with a real estate investment company, Hatteras Sky (formerly Sixty West), and with a regional apartment developer and ownership group, Tribridge Residential.
- Founded in 2002, The Macallan Group principals have over 60 years of experience in residential and commercial development.
- Portfolio group of companies that are responsible for the acquisition, entitlement, planning, marketing, and development of more than 5,000 single family residential lots, as well as multiple office, retail and senior living projects across the southeast.

PROJECT TEAM



Developer

McNeal Development | The Macallan Group



Architecture & Interior Design

Dynamik Design



Civil Engineer

Rochester & Associates



General Contractor

Prestwick Construction



Property Management

RangeWater Real Estate

LOCATION & MARKET SUMMARY

PROPERTY HIGHLIGHTS

The Property is located in the Downtown Gainesville neighborhood known as Midtown. As a part of the City's plan to encourage redevelopment of the area, the Midtown Greenway Park was recently completed. The park is part of the Highlands to Islands Trail System that connects Gainesville to Lake Lanier.

Gainesville is the home of the Northeast Georgia Health System (NGHS) that serves a population of more than 2 million residents of North Georgia and neighboring states. The healthcare sector, centered around the main hospital located within a mile of the proposed development, currently employs more than 15,000 people. A \$700MM expansion of the Gainesville NGHS campus was announced in early 2021.

In addition to the strong employment of the healthcare sector, Gainesville is home to three Universities: Brenau University; University of North Georgia Gainesville; and Lanier Technical College. All three schools have seen growth in enrollment, with Brenau University recently expanding its medical post-graduate degree offerings.

The region has seen strong growth in manufacturing and logistics jobs. The Northeast Georgia Inland Port, part of the Georgia Ports Authority, is scheduled to open a 104-acre tract just outside of Gainesville in late 2021. This will provide a direct rail connection to the Port of Savannah.

The Property is well positioned to take advantage of an under-supply of new Class A product. Only two new projects have been built in Gainesville since 2004, with both reaching stabilization in record time. These projects are garden-style with limited ability to access nearby amenities without driving, making their locations comparatively less desirable.

Terwilliger Pappas is currently under construction on Solis Gainesville Phase I (223 units) that is scheduled to deliver in the summer of 2022.

The Project will benefit from the continued growth of the Gainesville-area economy, providing residents a Class A rental option in a desirable location.



LOCATION & MARKET SUMMARY

The Downtown location provides great access to the Gainesville square restaurants and retail. Gainesville adopted open container rules in 2019, allowing residents in the Downtown entertainment district to consume drinks purchased at local businesses in the areas around the square. Residents will be able to access 30+ miles of trails that are part of the Highlands to Islands trail system. The pathway provides direct access to the shore of Lake Lanier via Longwood Park.

HIGHLANDS TO ISLANDS

Brenau University

Northeast Georgia Health System

GAINESVILLE RENAISSANCE

CARROLL DANIEL CONSTRUCTION

BOURBON BROTHERS
SMOKEHOUSE & TAVERN

SOLIS Phase I

MIDLAND GAINESVILLE

SOLIS Phase II

DOWNTOWN BUSINESSES

- Scott's Downtown Casual Fine Dining Restaurant • Bar • Lounge
- ATLAS PIZZA
- INMAN PERK COFFEE
- chopBLOCK Food & Spirits
- H
- Wild Cafe
- COURTYARD BY MARRIOTT
- deg
- Diletto
- THE ARTS COUNCIL
- LUNAS
- Zeh

Northeast Georgia Health System has announced a planned \$700 MM addition to the Northeast Georgia Medical Center in Gainesville. The planned tower will add 144 acute-care beds to the existing 557 acute-care beds. The new tower is planned to open as early as summer of 2024.

LOCATION & MARKET SUMMARY

RAPID-GROWING & INCREASINGLY DIVERSE ECONOMY

Anchored by Northeast Georgia Health System and numerous large manufacturers, Hall County ranks among the nation's top 50 fastest growing areas and boasts an increasingly diverse economic base and an unemployment rate that's among the lowest in GA.

ECONOMIC GROWTH

- In 2019 and 2020, Gainesville-Hall County expanded and added a total of 26 new businesses accounting for 1,484 new jobs and \$492M in capital investment.
- Gainesville-Hall County's population grew by 13.8% from 2010-2019 and is expected to grow to 245,000 by 2030.
- Gainesville-Hall County has a trade area that serves over 1.8M people in Northeast Georgia and is the region's major retail and employment center.



3.8M SF of New Developments
1,484 New Jobs in
\$492M In Capital Investments

GAINESVILLE RENAISSANCE MIXED-USE DEVELOPMENT



INFRASTRUCTURE IMPROVEMENTS AND NEW DEVELOPMENTS

To further open up commercial development and accommodate burgeoning growth, Gainesville has several expansions underway.

- Georgia Ports Authority is adding an inland port in Gainesville. The Northeast Georgia Inland Port will be open in 2021 on 104 acres in the Gateway Industrial Centre near Hwy. 365.
- Ramps opened in early September 2020 on the Exit 14 project off I-985 in Flowery Branch. The **\$33M project** became known as "The Atlanta Falcons Training Camp Interchange."
- Solis Gainesville, a \$48M mixed-use project including retail/restaurant space and 220 apartments, is planned to be complete in May 2022.
- The City of Gainesville has plans to construct a second parking deck in Downtown Gainesville to accommodate for the expanding activity.
- Gainesville Renaissance, a \$22.4M mixed-use development in Downtown Gainesville, has started construction. The project includes 20K SF of



UNIVERSITY OF NORTH GEORGIA

- 8,500+ students
- \$6.3B statewide economic impact



LANIER TECHNICAL COLLEGE

- 5,000+ students
- New 89-acre youth sports complex announced October 2019
- \$135M, 95-acre, campus opened January 2019



BRENAU UNIVERSITY

- 3,500+ students
- 70+ undergraduate and graduate degrees



LOCATION & MARKET SUMMARY

NORTHEAST GEORGIA HEALTHCARE SYSTEM EXPANSION

The Northeast Georgia Healthcare System, about 1 mile from the site, stretches across four hospital campuses with more than 700 beds and 1,200 medical staff. The medical center is planning a \$700M expansion at the Georgia Medical Center Gainesville, one of the biggest healthcare projects in the state in recent years.

NORTHEAST GEORGIA ECONOMIC IMPACT

Northeast Georgia Medical Center is the Top Employer for Healthcare in the county, accounting for approximately 9,000 employees. The Northeast Georgia Medical Center has surpassed the \$2B mark in local and state economic impact, seeing over 1.5M patients annually. In May of 2019, NGHS broke ground on a 72K SF medical office building (Medical Park 2) just four miles from Legacy at Lanier.

\$700M EXPANSION ANNOUNCED

The Northeast Georgia Health System announced in February 2021 plans to expand Northeast Georgia Medical Center Gainesville. The project will be the second largest healthcare expansion outside of Children's Healthcare of Atlanta \$2B campus.

The project will include the addition of a new, multi-story tower as early as 2024 and is also opening a new graduate medical education building, welcoming nearly 200 new students. An estimated 700-2K workers will be on site during construction.



NORTHEAST GEORGIA MEDICAL CENTER

#1 Hospital in Georgia for Overall Care
94th Percentile for Cancer Care Treatment Centers in the US
\$2.0B Local and State Economic Impact

NEW GRADUATE MEDICAL EDUCATION (GME) BUILDING & MEDICAL PARK 2

72K SF New Medical Office Building
\$66M Expected Economic Impact from 2019-2023 from the GME
200 Students Expected to Enroll by 2025

NEW DEVELOPMENTS TO ENRICH ECONOMY

Gainesville's expanding economy is anchored by the core sectors of manufacturing, health care and energy. Located just north of Atlanta and within close proximity to South Carolina, Gainesville is home to more than 320 manufacturing and processing companies and 50 international company locations.

Since 2015, 118 new and expanded businesses have announced 5,750 jobs and \$1.5 billion in capital investment in Gainesville. Firms expanding their North American business to Gainesville-Hall County include ALBAform, Alflex USA, Amazon, American Yazaki Corporation, Boehringer Ingelheim, Geveko Markings, KAB Health, Marel, Mars Wrigley Confectionary, PPG, Syfan Logistics and Testrite.



CoStar named Gainesville-Hall County the "#1 Metro Area in Georgia for Year-Over-Year Job Growth" in 2020. Further, Area Development magazine included Gainesville-Hall County among its cities for "Year-After-Year Growth".

ECONOMIC ANNOUNCEMENTS

- Cottrell:** A locally based manufacturer will invest \$125M to build a second 500K SF facility. They currently employ over 1,000 people and will look to hire more after the second facility is built.
- Fox Factory Holding Corp:** Created 800 jobs and invested more than \$65M in their new manufacturing HQ in 2020. They expect to hire 400 additional employees for a total of 1,200 new jobs in Gainesville-Hall County.
- Mars Wrigley Confectionery:** has added 126 new jobs and \$62M in their new equipment facility in Hall County.



- Amazon:** In May 2020, Amazon opened a new delivery station at Lanier Logistics Center. The 1M SF delivery station created over 200 full time jobs in Buford-Hall county.
- Kubota:** is investing \$85M in a 300-acre expansion which will create over 580 new jobs. The company expects the expansion facility to open in April 2022.
- Agile Cold Storage:** is constructing a 150K SF cold storage facility in Gainesville, creating approximately 100 jobs. The \$35M facility will serve a large network of food and pharmaceutical manufacturers.

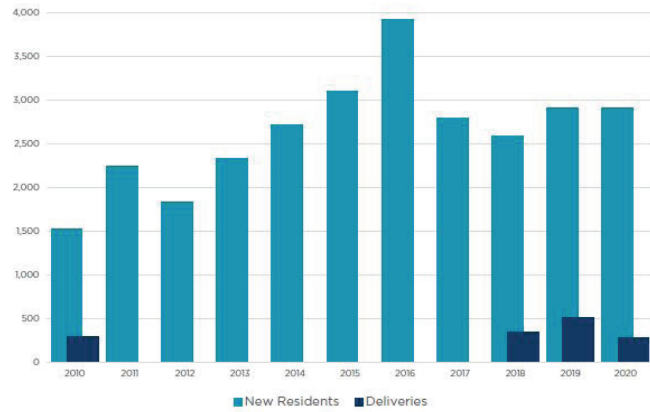


LOCATION & MARKET SUMMARY

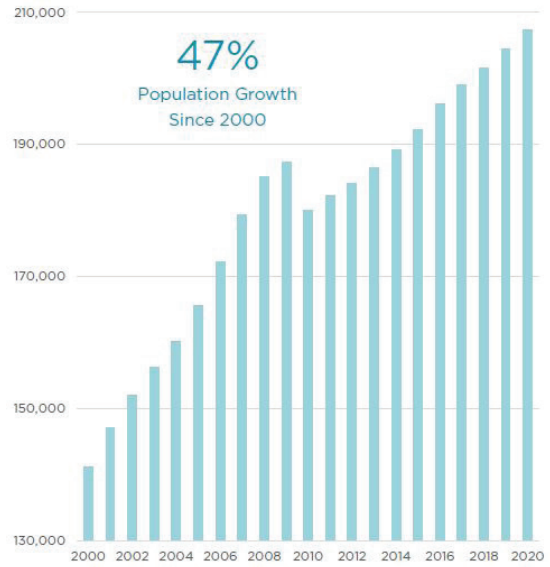
HALL COUNTY'S SOUGHT-AFTER MULTIFAMILY METRICS

Hall County has experienced significant population growth over the past decade, while delivering less than 1,500 units. The lack of new supply funnels demand new Gainesville properties.

POPULATION GROWTH VS DELIVERIES (HALL COUNTY)



HALL POPULATION GROWTH



HALL COUNTY BY THE NUMBERS

22:1

Population Growth to Deliveries Since 2010

1,446

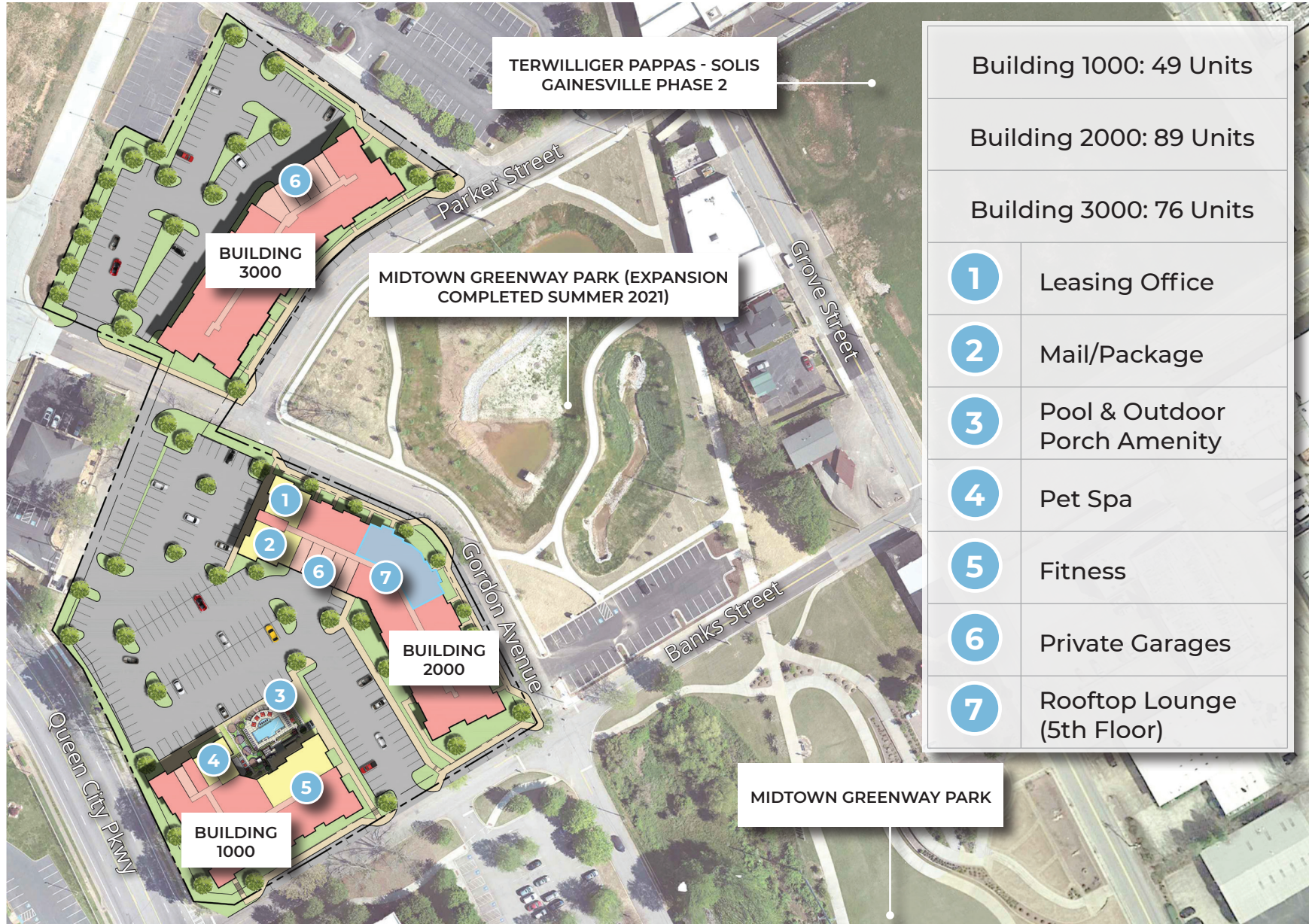
Hall County Multifamily Units Since 2010

47%

Population Growth (2000-2019)



PROPERTY LAYOUT



LEASING OFFICE DESIGN CONCEPT

MIDLAND GAINESVILLE / 11



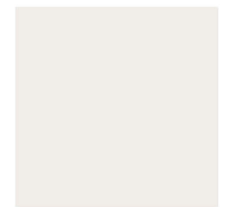
OVERALL DESIGN & CONCEPT IMAGE



DECORATIVE PENDANT



CEILING ACCENT



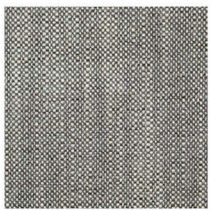
CEILING



UPHOLSTERY



THROW PILLOWS



UPHOLSTERY



THROW PILLOWS



FURNITURE CONCEPT



OVERALL DESIGN & CONCEPT IMAGE



CARPET INLAY



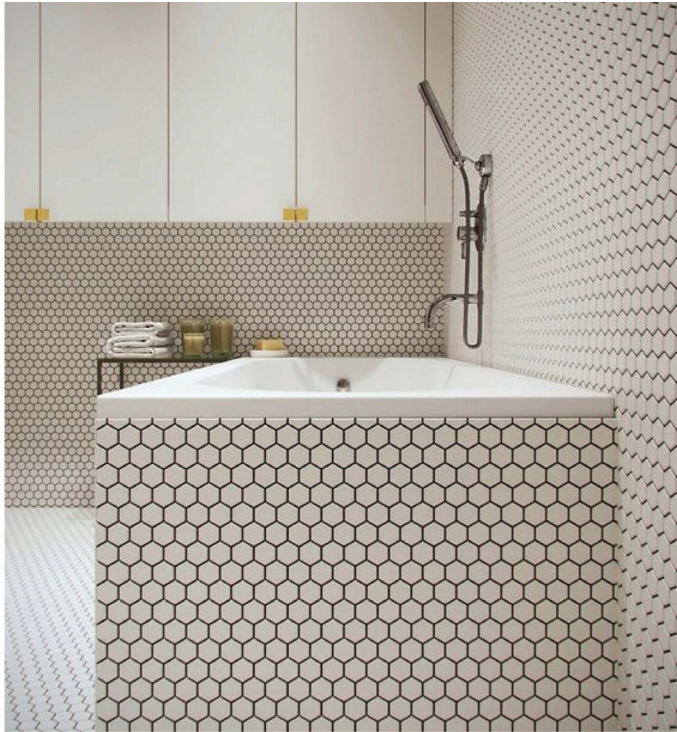
McNEAL
DEVELOPMENT



THE
MACALLAN
GROUP

PET SPA AMENITY CONCEPT

MIDLAND GAINESVILLE / 12



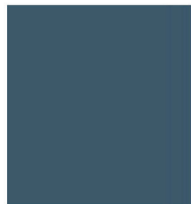
ACCENT WALLCOVERING



LIGHT FIXTURE



COUNTERTOP



WALL



SHOWER KIT



BUILT-IN TILE



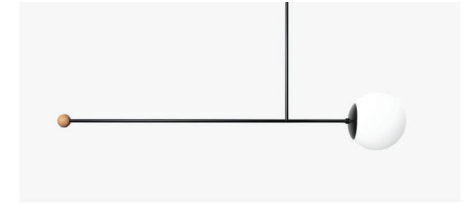
DOG LEASH HOOK



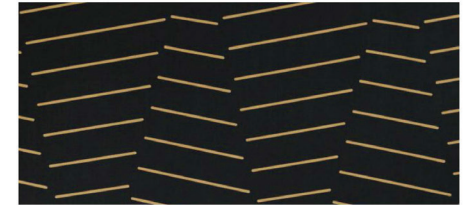
MAIN FLOOR TILE

ROOFTOP / CLUBROOM CONCEPT

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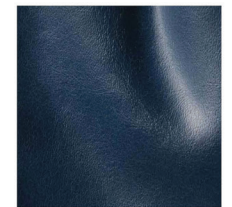
DECORATIVE PENDANT



ACCENT WALLCOVERING



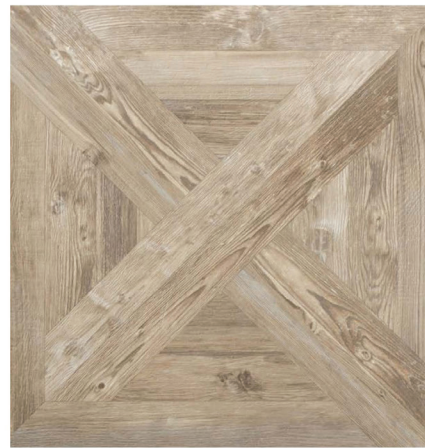
UPHOLSTERY



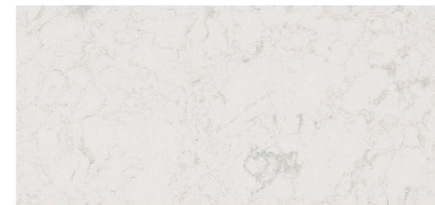
UPHOLSTERY



LOUNGE SEATING



MAIN FLOOR TILE



COUNTERTOP

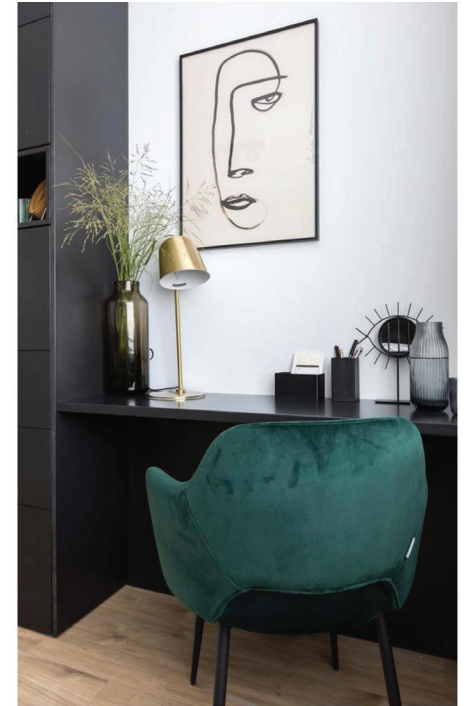


ISLAND BACK SPLASH TILE

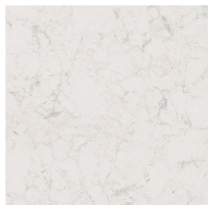


BANQUETTE DESIGN CONCEPT

ROOFTOP CO-WORKING & FOCUS ROOM CONCEPT



STUDY ROOM CONCEPT & DESIGN IMAGE



COUNTERTOP



CABINET



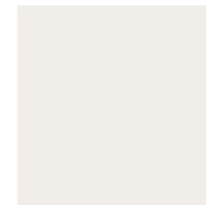
WALLCOVERING



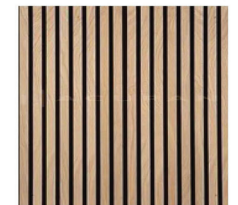
WALLCOVERING IN FOCUS ROOM



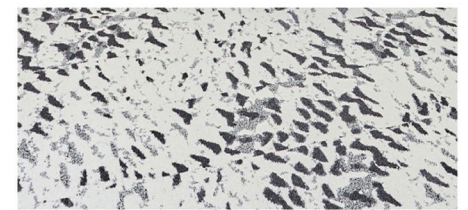
PENDANT IN CO-WORKING



CEILING



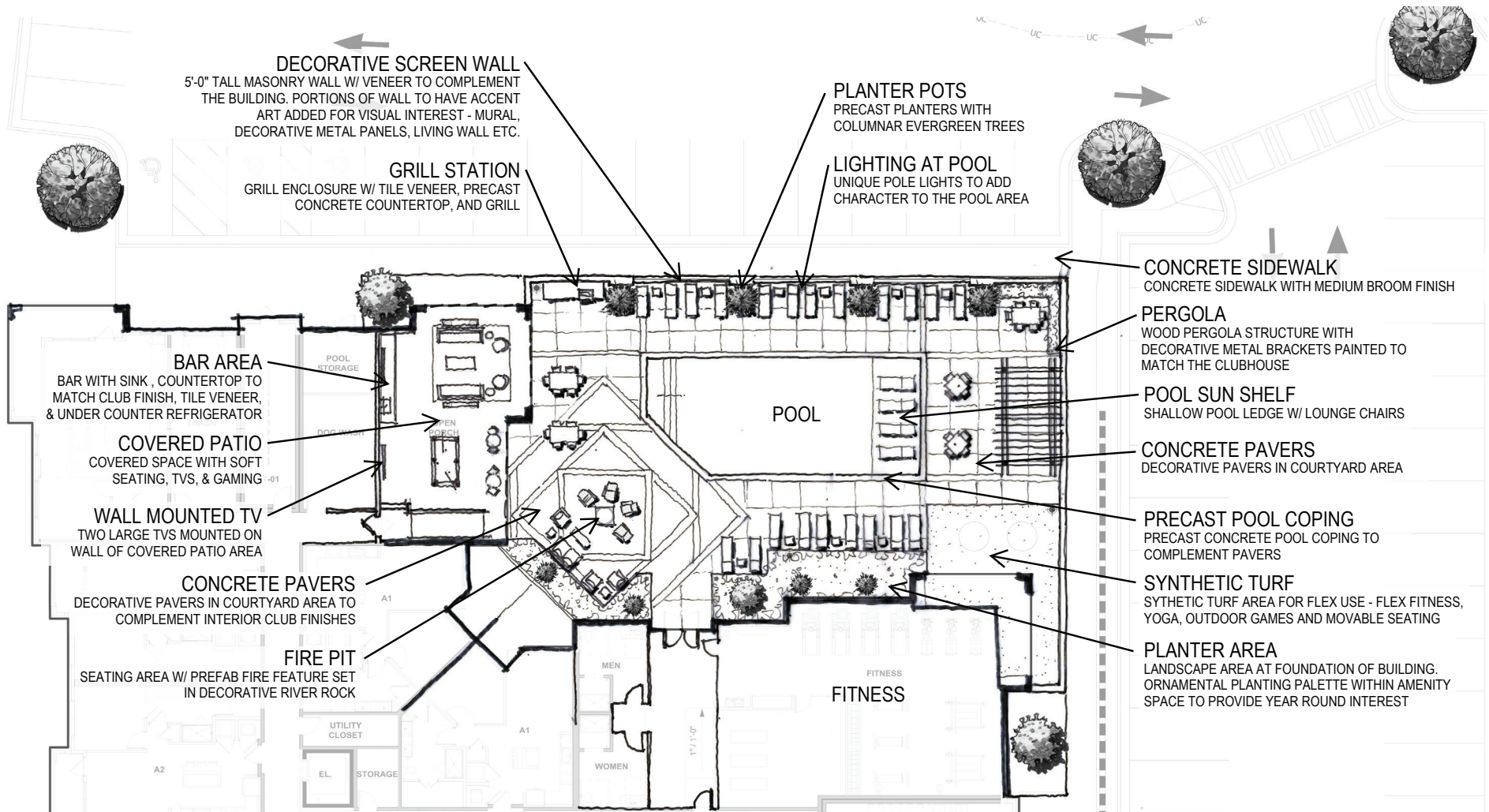
CEILING ACCENT



CARPET INLAY

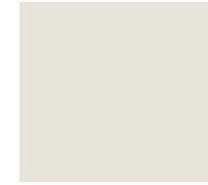


POOL DECK CONCEPT



FITNESS CONCEPT

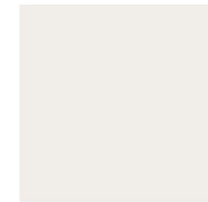
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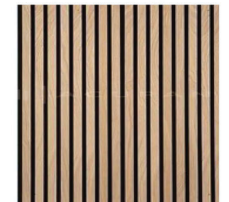
WALL, TRIM & CASING



ACCENT WALL



CEILING



CEILING ACCENT



CEILING FAN



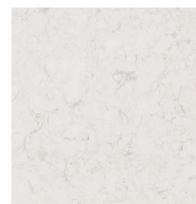
ACCENT FLOORING



MAIN FLOOR TILE



BACKSPASH



COUTERTOP



CABINET



YOGA WALLCOVERING



YOGA OVERALL DESIGN

SOURCES & USES

TARGETED RETURNS

UnTrended Return on Cost	6.35%	Trended Return on Cost	7.03%
Project Level IRR	48.86%	Project Level Multiple	2.33x

LOAN METRICS

LOAN BASIS	\$27,528,000
LOAN TO COST	60.0%
STABILIZED NET CASHFLOW	\$3,179,705
STABILIZED DSCR	1.87x
STABILIZED DEBT YIELD	11.6%
STABILIZED VALUE *	\$63,594,091
LOAN TO STABILIZED VALUE	43.3%

* Stabilized value based on 5.0% CAP Rate.

SOURCES

GP EQUITY	\$1,835,200	4.0%
LP EQUITY	\$16,516,800	36.0%
TOTAL EQUITY	\$18,352,000	40.0%
CONSTRUCTION LOAN	\$27,528,000	60.0%
TOTAL DEBT	\$27,528,000	60.0%
TOTAL SOURCES	\$45,880,000	100.0%

USES

COST ITEM	TOTAL	PER UNIT
LAND COSTS	\$4,581,900	\$21,411
CLOSING COSTS	\$245,345	\$1,146
TAXES	\$50,000	\$234
LEGAL	\$275,000	\$1,285
INSURANCE	\$230,050	\$1,075
MUNICIPAL FEES	\$867,364	\$4,053
ARCHITECTURE & DESIGN	\$825,000	\$3,855
ENGINEERING & SURVEY	\$260,000	\$1,215
FF&E and MARKETING	\$830,000	\$3,879
OTHER DEVELOPMENT COSTS	\$100,000	\$467
OPERATING DEFICIT RESERVE	\$285,979	\$1,336
DEVELOPMENT FEE	\$1,547,376	\$7,231
SOFT COST CONTINGENCY	\$535,000	\$2,500
HARD COSTS	\$33,170,000	\$155,000
HARD COST CONTINGENCY	\$1,658,500	\$7,750
FINANCING COSTS	\$155,140	\$725
FINANCING INTEREST EXPENSE	\$263,345	\$1,231
TOTAL PROJECT COSTS	\$45,880,000	\$214,393



UNIT MIX

PROPERTY UNIT MIX - UNTRENDED RENTS

UNIT TYPE	HEATED SF	RENT/MONTH	RENT/SF	# OF UNITS	% OF UNITS
Studio	638	\$1,353	\$2.12	4	1.87%
Studio	651	\$1,380	\$2.12	23	10.75%
Studio	720	\$1,526	\$2.12	3	1.40%
Studio	760	\$1,611	\$2.12	1	0.47%
One Bedroom	736	\$1,509	\$2.05	8	3.74%
One Bedroom	741	\$1,519	\$2.05	58	27.10%
One Bedroom	749	\$1,535	\$2.05	10	4.67%
One Bedroom	769	\$1,576	\$2.05	8	3.74%
One Bedroom	797	\$1,634	\$2.05	22	10.28%
One Bedroom	802	\$1,644	\$2.05	1	0.47%
Two Bedroom	1,106	\$1,991	\$1.80	26	12.15%
Two Bedroom	1,162	\$2,150	\$1.85	50	23.36%
Total	879	\$1,721	\$1.96	214	100.00%

Market Study Feedback

The market study completed by Noell Consulting noted a solid medical job core within a short commute of the Gainesville Midland project. It also noted strong population growth for the City of Gainesville at an annual pace of 5.0% from 2010 to 2019. With the continued investment and job creation, similar growth is projected over the next five years.

Another key item noted in the market study was the concentration of jobs located within the 985-corridor. Approximately 40% of the area's jobs fall within the City of Gainesville far exceeding any other sub-market concentration along this corridor.

Proximity to recreation, shopping, and nightlife are key factors in where the 'Renter by Choice' demographic prefers to live. The Property's proximity to these amenities are projected to provide a strong, sustained pool of qualified renters.

The Property's rents will be achieved by targeting a diverse mix of young professionals, couples, medical workers, empty nesters & retirees, young families and maturing singles who are seeking easy regional access to job cores and lifestyle cores.

OPERATING PROFORMA

MIDLAND GAINESVILLE / 19

OPERATING PROFORMA - QUARTERLY CASHFLOWS

Month	Month 1	Month 6	Month 12	Month 15	Month 18	Month 21	Month 24	Month 27	Month 30
End of Period	April-22	October-22	April-23	July-23	October-23	January-24	April-24	July-24	October-24
Revenue	<i>Construction Start</i>		<i>Under Construction</i>		<i>First Unit Delivery</i>		<i>Final Unit Delivery</i>		
Gross Potential Rent				\$397,002	\$1,191,006	\$1,191,006	\$1,191,006	\$1,226,736	\$1,226,736
Vacancy				(\$350,623)	(\$851,514)	(\$550,979)	(\$220,206)	(\$61,337)	(\$61,337)
Concessions During Lease-up				(\$33,393)	(\$100,178)	(\$100,178)	(\$33,393)	\$0	\$0
Total Rental Revenue				\$12,986	\$239,314	\$539,849	\$937,407	\$1,165,400	\$1,165,400
Other Revenue				\$2,212	\$19,905	\$39,811	\$490,484	\$58,216	\$58,216
Total Revenue				\$15,198	\$259,220	\$579,659	\$992,965	\$1,223,616	\$1,223,616
Operating Expenses		<i>Begin Pre-Leasing</i>							
Operating Expenses (excluding items below)				(\$42,381)	(\$129,685)	(\$129,685)	(\$129,685)	(\$143,110)	(\$166,787)
Management Fee				(\$10,000)	(\$30,000)	(\$30,000)	(\$30,000)	(\$31,883)	(\$36,708)
Insurance				\$0	\$0	(\$9,867)	(\$9,867)	(\$9,867)	(\$10,065)
Property Taxes				\$0	\$0	(\$165,593)	(\$165,593)	(\$165,593)	(\$168,905)
Capital Reserves				\$0	\$0	(\$5,083)	(\$9,583)	(\$14,527)	(\$17,254)
Operating Deficit (Capitalized Cost)				\$52,381	\$144,488	\$81,009	\$0	\$0	\$0
Total Operating Expenses				(\$0)	(\$15,198)	(\$259,220)	(\$344,728)	(\$364,980)	(\$399,718)
Net Operating Income				\$0	\$0	\$0	\$234,931	\$627,985	\$823,897

NET OPERATING INCOME & PROJECT SALES ANALYSIS

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NET OPERATING INCOME & PROJECT SALE ANALYSIS

Net Operating Income

<u>Operating Statement</u>	<u>Un-Trended</u>	<u>Trended to Stabilization</u>	<u>T-3 At Sale</u>
Gross Potential Rental Income	\$4,419,833	\$4,764,025	\$4,906,945
Gross Potential Amenity & Other Income	\$211,800	\$227,186	\$232,865
Total Gross Potential Income	\$4,631,633	\$4,991,210	\$5,139,811
LESS: Vacancy 5.00%	(\$220,992)	(\$238,201)	(\$245,347)
Effective Gross Income	\$4,410,641	\$4,753,009	\$4,894,463
LESS: Operating Expenses	(\$1,497,849)	(\$1,573,304)	(\$1,598,873)
Residential Net Operating Income	\$2,912,792	\$3,179,705	\$3,295,590
Commercial Net Operating Income	\$0	\$0	\$0
Net Operating Income:	\$2,912,792	\$3,179,705	\$3,295,590

Project Sale Analysis

<u>Proceeds at Sale</u>	<u>T-3 At Sale</u>	<u>Per Unit</u>
Net Operating Income	\$3,295,590	\$15,400
	<u>CAP Rate</u>	
Value - Residential	5.00%	\$65,911,798
Value - Commercial	7.00%	\$0
Value - Remaining TAD Payments		\$4,204,486
Total Sales Price		\$70,116,285
Cost of Sale 2.00%		(\$1,402,326)
Total Sale Proceeds		\$68,713,959
LESS: Construction Debt		(\$27,528,000)
Net Proceeds		\$41,185,959

Deal Level Returns

IRR	48.9%
Multiple	2.33x
Profit	\$24,407,983
Peak Equity	\$18,352,000

Total TAD Request: \$ 5,445,002

SPONSOR COMPARABLE SALES

MIDLAND GAINESVILLE / 21

COMPARABLE SALES

#	Project	Location	Year Built	No. Units	Property Type	Sale Date	Sale Price	Price / Unit	2024 Value*
1	Gainesville Midland	Gainesville, GA	2023	214	High Density Surface Park	October-24	Development Cost: \$214,393		\$307,999
2	Solis Gainesville**	Gainesville, GA	2022	223	High Density Surface Park		Development Cost: \$233,183		
3	The National**	Gainesville, GA	2023	143	Midrise 10-story		Development Cost: \$245,767		
4	The Mill at New Holland	Gainesville, GA	2020	284	Garden	January-21	\$64,000,000	\$225,352	\$251,265
5	The Harrison at Braeselson	Braeselson, GA	2019	248	Garden	July-21	\$69,000,000	\$278,226	\$306,079
6	Siena Suwanee Town Center	Suwanee, GA	2018	240	High Density Surface Park	January-21	\$70,000,000	\$291,667	\$325,204
7	Skye Suwanee Town Center	Suwanee, GA	2020	233	High Density Surface Park	April-21	\$64,000,000	\$274,678	\$304,230
8	Broadstone Sugar Hill	Sugar Hill, GA	2020	316	High Density Surface Park	May-21	\$84,600,000	\$267,722	\$295,865
9	The Venue at Big Creek	Alpharetta, GA	2015	372	Garden	February-21	\$100,300,000	\$269,624	\$299,940
10	Advenir at Dawson Hills	Dawsonville, GA	2021	240	Garden	September-21	\$64,400,000	\$268,333	\$293,829
11	Artesia Big Creek	Alpharetta, GA	2020	269	Garden	May-21	\$82,045,000	\$305,000	\$337,063
12	Halcyon Grand	Alpharetta, GA	2020	300	Wrap	March-21	\$103,500,000	\$345,000	\$382,997

* 2024 Value based on 3.00% annualized growth rate from Sale Date.

** Solis Gainesville and The National are currently under construction.

*** Excludes Halcyon Grand.

Weighted Average***:

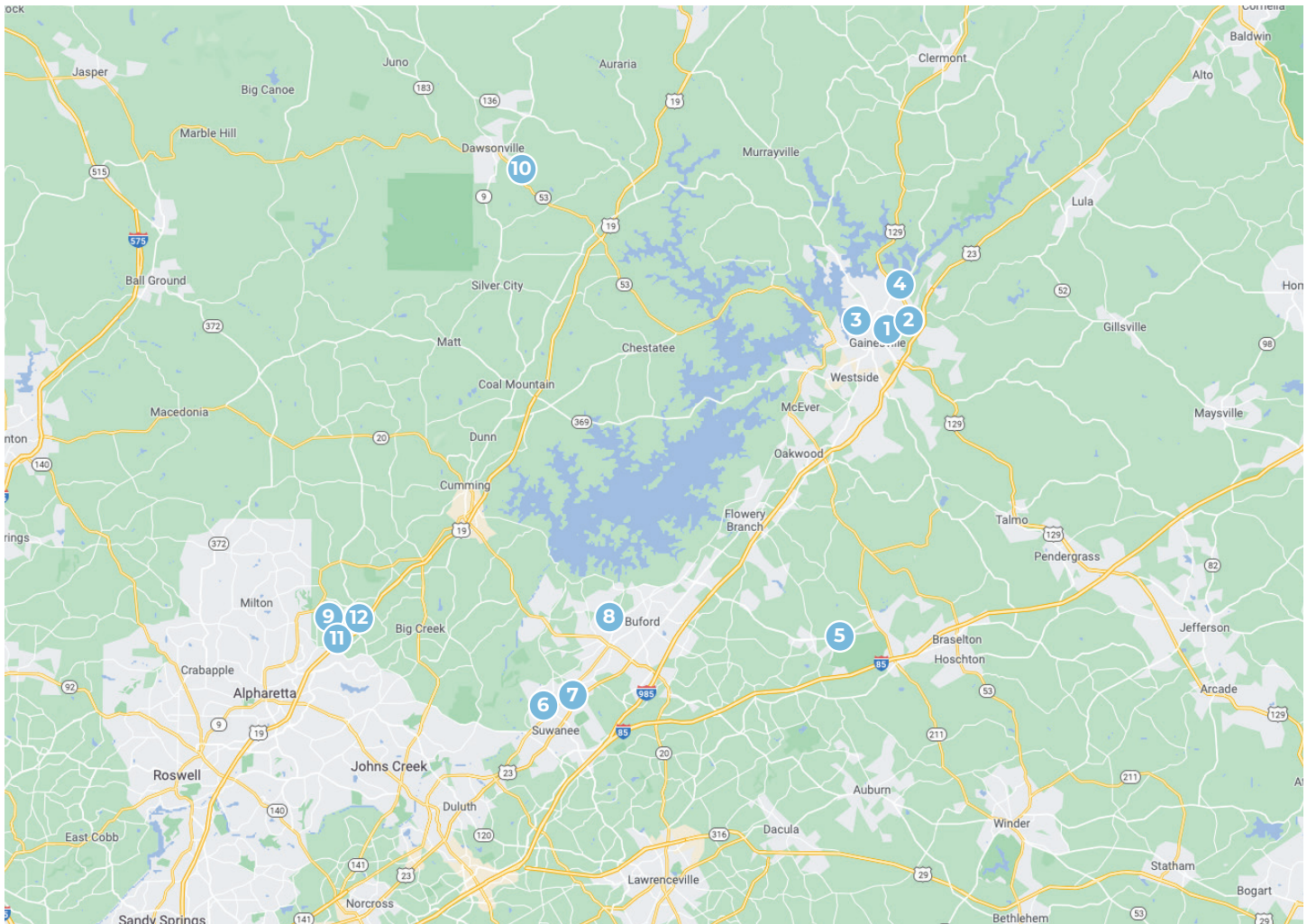
\$271,728

High Density Surface Park - Weighted Average:

\$277,060

\$300,845

\$307,260



SPONSOR EXPERIENCE McNEAL DEVELOPMENT

MIDLAND GAINESVILLE / 22



WILLIAM MCNEAL NORRIS, PRINCIPAL

McNeal Development was formed by William Norris to develop ground-up multifamily residential projects in the Southeast.

William brings 16+ years of industry experience, working in leadership positions with a real estate investment company, Hatteras Sky (formerly Sixty West), and with a regional apartment developer and ownership group, Tribridge Residential.

Prior to these roles, William was an Owner's Rep with the national RE consulting firm Marx|Okubo and an Architect with Niles Bolton Associates. Select project experience listed below.

Professional Highlights

- Developed 1,230 Multifamily Units in Florida, North Carolina, and Tennessee.
- Owner's Rep for the development of 2,000+ Multifamily Units in the Southeast on behalf of an institutional investor.
- Architect with Niles Bolton Associates completing the design and construction administration of 3,000+ Multifamily Units in 7 states.

BLUWATER APARTMENTS

Jacksonville Beach, Florida

170 Units

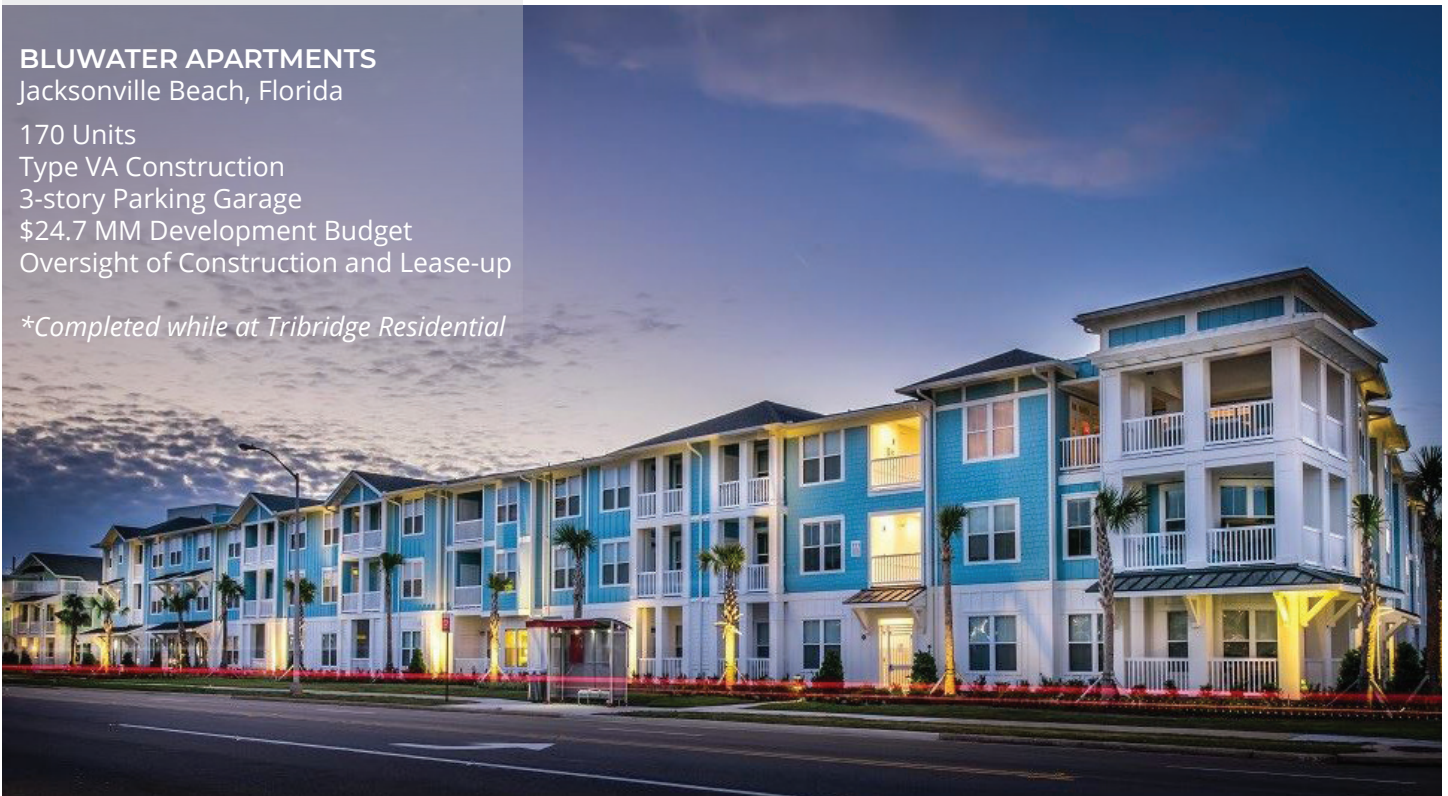
Type VA Construction

3-story Parking Garage

\$24.7 MM Development Budget

Oversight of Construction and Lease-up

**Completed while at Tribridge Residential*



SPONSOR EXPERIENCE McNEAL DEVELOPMENT

MIDLAND GAINESVILLE / 23



LEIGH HOUSE

Raleigh, North Carolina

245 Units

Type VA Construction

Surface Parked

\$40.0 MM Development Budget

Pre-Development, Construction, and
Lease-up

**Completed while at Tribridge Residential*



ONE305 CENTRAL

Charlotte, North Carolina

281 Units

Type III Construction

5-story Parking Garage

\$50.4 MM Development Budget

Pre-Development, Construction, and
Lease-up

**Completed while at Tribridge Residential*



THE GRIFF

Nashville, Tennessee

258 Units

Type III Construction

5-story Parking Garage

\$58.4 MM Development Budget

Pre-Development, Construction, and
Lease-up

**Completed while at Tribridge Residential*

SPONSOR EXPERIENCE THE MACALLAN GROUP

MIDLAND GAINESVILLE / 24



JAMES L. RHODEN, III, MANAGING PRINCIPAL

Jay Rhoden is a founding principal of The Macallan Group and focuses on leading the development and implementation of the overall portfolio strategy, business development, community relations, and diligence with respect to new company formation and development opportunities. Jay also oversees all asset and program management, legal, compliance, and serves as the Managing Broker of Macallan Real Estate, LLC (licensed in Georgia, Florida, Alabama and South Carolina).

Previously, Jay was the Chief Development Officer of a master-planned community residential development company in metropolitan Atlanta where he oversaw the acquisition and development of over 10,000 lots across multiple communities. Jay began his career in the development group of Carter, a leading Atlanta based developer of high rise office and mixed use projects across the Southeastern United States. He served at Carter as a Senior Project Manager overseeing projects valued in excess of \$250 million.

An Atlanta native, Jay holds Juris Doctor, Master of Business Administration and Bachelor of Arts degrees from the University of Florida, and has focused his career on commercial and residential real estate construction and development. Jay also is heavily involved in civic and community affairs and currently serves as a member of the Urban Land Institute, the Council for Quality Growth, the Florida Bar, and is a Board Member and current Chairman of the Board of Atlanta Neighborhood Development Partnership, Inc. He also is past president of The Commerce Club's New Century Forum, a regular participant in the Atlanta Regional Commission's annual LINK program, and is a graduate of Leadership Cobb, Regional Leadership Institute, and the ULI Center for Leadership. In addition, Jay has served for over two decades as a local reserve law enforcement officer and is an active volunteer leader with his church and with the Boy Scouts of America.

EDUCATION

UNIVERSITY OF FLORIDA

Gainesville, Florida

Bachelor of Arts,
Political Science

Masters of Business
Administration

Juris Doctor with Honors

PROFESSIONAL AFFILIATIONS & DESIGNATIONS

Member, Florida Bar

Licensed Real Estate Broker

-State of Georgia
-State of Alabama
-State of Florida
-State of South Carolina

Atlanta Commercial Board of
Realtors, Member

National Association of Realtors,
Member

Cobb Chamber of Commerce

Council for Quality Growth

Urban Land Institute

Professional Highlights

- General Partner Role in multiple Senior Living Projects in the \$30 Million - \$40 Million range with institutional partners including The Carlyle Group.
- Formation and leadership of a Land Group Initiative to identify, contract and in some cases develop single family properties for sale to builders or to build to rent developers.
- Partner role in developing a new C-Store concept for expansion and eventual sale of stabilized portfolio in the NNN market.
- Acquisition, Entitlement and horizontal development of over 10,000 residential lots in Metro Atlanta in multiple master planned communities.
- Assemblage of multiple tracts for high-end residential development in Buckhead area of Atlanta, Georgia.
- Acquisition and investment sale of a 50,000 SF warehouse property to a long term NNN Tenant.
- Opportunistic acquisition and re-positioning of multiple properties including a 36,000 SF Suburban Atlanta office building.
- Analysis and disposition strategy recommendations of multiple REO portfolios for private equity client.
- Downtown Development Authority consulting contract for downtown redevelopment project in Holly Springs, Georgia.
- Development of 1,000,000 SF of high-rise office in Atlanta, Georgia.

SPONSOR EXPERIENCE THE MACALLAN GROUP

MIDLAND GAINESVILLE / 25



MICHAEL S. MINUTELLI, MANAGING PRINCIPAL

As a founding principal of The Macallan Group, Mike Minutelli leads the Macallan portfolio of companies from an operational, financial, business development and overall strategic growth standpoint. Throughout his career, Mike has been instrumental in the start-up, acquisition and disposition of more than a dozen companies and today Mike is responsible for providing senior leadership to the construction, home building and technology sectors of The Macallan Group.

Mike began his career as a Project Manager with Brasfield & Gorrie where he managed multiple high-profile office, healthcare and senior living projects throughout Georgia. Mike was also a Partner of The Macauley Companies, which developed more than 10,000 residential lots in master planned communities throughout metro Atlanta.

Professional Highlights

- Lead Development Partner for Laurel Canyon, a 1,000-acre master-planned community including 1,500 lots and over \$50 million of infrastructure. This project was a public/private partnership with City of Canton, Georgia for the development of a new golf course.
- Lead Development Partner for Carmichael Farms, a master-planned equestrian community with 340 lots and \$25 million of infrastructure.
- Co-Development Partner for Harmony on the Lakes, the #1 selling master-planned community in Atlanta for three years. Harmony is a lake community with over 1,500 lots and \$40 million of infrastructure.
- Lead Project Manager for Spring Harbor Assisted Living Community, Columbus, GA. A multi-family project with 450,000 SF of concrete structure, including 296 living units and 36 independent garden villas on a 40-acre site. Cost: \$55 Million
- Lead Project Manager for Saint Joseph's Hospital DOB IV, Atlanta, GA. An eight-story, 210,000 SF medical office building including a five level, 220,000 SF parking deck. Cost: \$30 Million
- Project Manager for BellSouth Midtown, Atlanta, GA. A nineteen-story, 460,000 SF office building including seventeen floors of complete tenant build-out and an additional eight-story office building. Cost: \$125 Million Development of 1,000,000 SF of high-rise office in Atlanta, Georgia.in the Southeast on behalf of an institutional investor.

EDUCATION

GEORGIA INSTITUTE OF TECHNOLOGY
Atlanta, Georgia

Bachelor of Science,
Building Construction

GEORGIA STATE UNIVERSITY
Atlanta, Georgia

Masters of Business Administration

PROFESSIONAL AFFILIATIONS & DESIGNATIONS

Licensed Unlimited Tier General
Contractor, State of Georgia

LEED Accredited Professional

Urban Land Institute

Atlanta Business Chronicle,
40 Under 40

Licensed Real Estate Agent
-State of Georgia

SPONSOR EXPERIENCE THE MACALLAN GROUP

MIDLAND GAINESVILLE / 26



DEAN de FREITAS, MANAGING PRINCIPAL

Dean is a principal of The Macallan Group and is primarily responsible for managing the operations. Dean joined Macallan in 2007 and has been employed in the Construction and Real Estate Development Industry for over 30 years. His project management abilities and operational experience have proven invaluable at both the corporate and project management levels.

After graduating from The Tulane University of Louisiana with a degree in Civil Engineering, Dean began his career with George Hyman Construction Company (now Clark Construction) in Bethesda, Maryland. While at Hyman he worked in the Foundation Group, engineering and constructing specialty foundation projects including work for the Baltimore Metro System. He later joined Beers Construction Company (now Skanska USA) of Atlanta, Georgia in 1992, and after a short stint in their Healthcare Group, he joined their Heavy Civil division. Dean worked as a Project Engineer and Project Manager in the Group, managing a number of projects including dams, water & wastewater treatment plants and bridges, before ultimately leaving as a Senior Project Manager.

EDUCATION

TULANE UNIVERSITY
New Orleans, Louisiana
Bachelor of Science,
Civil Engineering

PROFESSIONAL AFFILIATIONS & DESIGNATIONS

Licensed Utility Manager,
State of Georgia

LEED Accredited Professional

Professional Highlights

- Oversight of over \$100MM in commercial construction as Operations Manager for The Macallan Group.
- Management of over \$90 million in site work construction contracts including complex projects in urban settings and large university campuses. Clients include the Centers for Disease Control, MARTA, Carter & Associates, Cousins Properties, Emory University, and Turner Broadcasting.
- Management of sales and construction of spec home development at Harmony on the Lakes in Canton, GA. Harmony is a master-planned community with over 1,500 lots and was the #1 selling master-planned community in Atlanta for three years.
- Senior Project Manager for a \$40 million water treatment plant project in Greenville, SC including 30,000 CY of self performed cast in place concrete, and eight process structures with associated treatment equipment and piping.
- Project Manager for the \$38 million Georgia International Plaza, an elevated park constructed for the Georgia World Congress Center Authority prior to the 1996 Olympic Games on multiple elevated bridge structures spanning active railroad and MARTA tracks. The project received an ACI Award for Concrete Construction.
- Project Manager for Lower Towilaga and Long Branch Dams in Henry County including the construction of a roller compacted concrete dam in an active waterway on the Towilaga River and an earthen dam with emergency spillway for a new impoundment of the Long Branch Creek.

SPONSOR EXPERIENCE THE MACALLAN GROUP

MIDLAND GAINESVILLE / 27



Formed in 2002, The Macallan Group is a diversified portfolio of real estate and construction companies based in Atlanta, Georgia. Our portfolio includes:

The Macallan Group, an investment company that utilizes internal and external equity to invest in real estate and other business opportunities. Recent investments include operating businesses in various sectors, land, technology, financial services, construction and retail as well as working with institutional capital to develop new construction Senior Living projects across the Southeast United States.

Macallan Construction, a general contractor whose focus areas include retail/restaurant, Senior living, interiors, historic preservation, higher education, community clubhouses, medical office, parks and recreation as well as religious and non-profit projects.

Macallan Works is a commercial contractor specializing in senior living, historic restoration and commercial renovations.

Macallan Real Estate, a real estate brokerage firm specializing in commercial and land sales across Georgia, Florida, South Carolina and Alabama.

Macallan Properties, a real estate brokerage firm specializing residential sales.

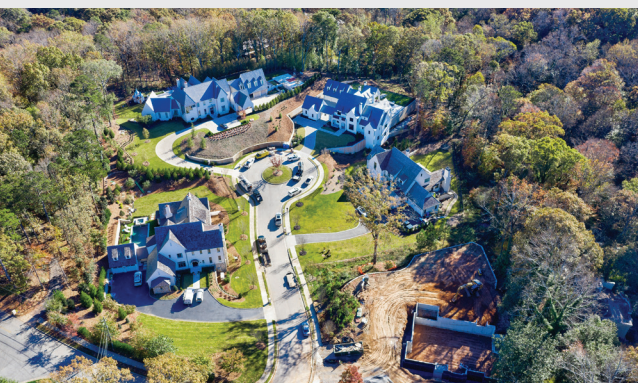
Macallan Homes, a full-service custom home builder dedicated to enhancing the lifestyles of our clients.

Macallan takes pride in its ability to tailor custom solutions to meet the challenging and diverse needs of our clients and partners. We were founded by principals that were able to bring together their complementary skills to form a diversified company with the ability and experience not typically found in a firm our size.

Macallan is a relationship-based company and a large part of the success experienced to date is attributable to our strategy of forming long-term relationships with select clients. We believe strongly in a team approach and offer transparency to clients and partners.

DEVELOPMENT

Our principals have over 60 years of experience in residential and commercial development. Over that time, we have been responsible for the acquisition, entitlement, planning, marketing and development of more than 5,000 single family residential lots, as well as multiple office, retail and senior living projects across the southeast.



DESIGN TEAM DYNAMIK DESIGN

MIDLAND GAINESVILLE / 28

Dynamik Design is an architectural firm providing a full range of services from density studies to master planning, through conceptual design to construction documents and contract administration. Our market expertise includes multifamily, mixed use, retail, hospitality, senior living, student housing and office.

Leading the design effort, we become a dynamic component of the development team – bringing the flexibility, tenacity, energy, innovation and enthusiasm to get the job done on time and on budget, creating places that are functional, meaningful and well designed.

David Yung, AIA, LEED AP BD+C
Chief Executive Officer



YEARS OF PRACTICE

27+

EDUCATION

North Carolina State University (B. Arch.)
Arizona State University (BS Arch)

SPECIALTIES

Mixed Use
Hospitality
Retail
Multifamily
Educational
Student Housing
Office

AFFILIATIONS

American Institute of Architects (AIA)
National Council of Architectural
Registration Boards (NCARB)
International Council of Shopping Centers
(ICSC)
Urban Land Institute (ULI)
U.S. Green Building Council (USGBC)

Russell Sigman, AIA
Associate



YEARS OF PRACTICE

19+

EDUCATION

Virginia Tech (B. Arch)

SPECIALTIES

Multifamily
Mixed Use
Hospitality
Commercial Office
Student Housing
Senior Living
Retail

AFFILIATIONS

American Institute of Architects (AIA)
National Council of Architectural
Registration Boards (NCARB)
U.S. Green Building Council LEED Green
Associate

Lindsey Shockey
Director of Interior Design



YEARS OF PRACTICE

13+

EDUCATION

University of Miami
(M. Architecture)
Florida State University
(B.S. Interior Design)

SPECIALTIES

Multifamily
Student Housing
Corporate Environments
Commercial

AFFILIATIONS

International Interior Design Association
(IIDA)

DESIGN TEAM DYNAMIK DESIGN

MIDLAND GAINESVILLE / 29

ALTA FOUNDRY
Nashville, Tennessee
223 Units
Type III Construction
Pre-cast Parking Garage



SOLIS GAINESVILLE
Gainesville, Georgia
223 Units
Type V Construction
Surface Parking



1230 HENDRICKS AVENUE
Jacksonville, Florida
345 Units
Type III Construction
Pre-cast Parking Garage



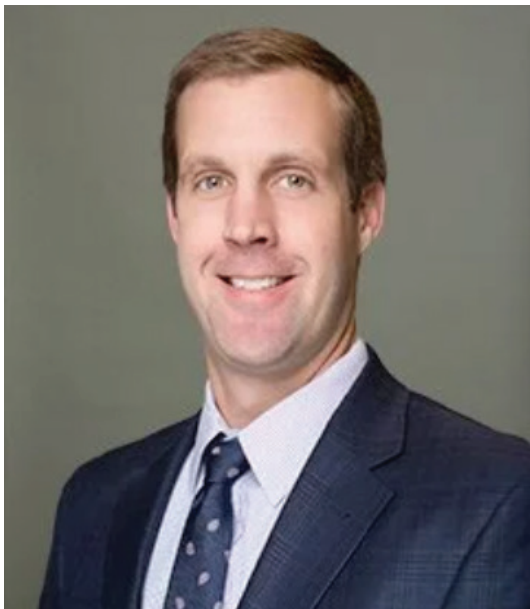
CONSTRUCTION TEAM PRESTWICK

MIDLAND GAINESVILLE / 30

Prestwick Construction Company, LLC is an Atlanta, GA based general contractor specializing in multi-family construction. Whether new construction or rehabilitation, the Prestwick team prides itself in providing the highest standards, quality and integrity for each customer. Our team of superintendents, project managers, estimators and vendors maximize their resources and expertise to add value, meet deadlines, support lease-up and minimize maintenance issues for the long term success of each project. Prestwick

is currently licensed in seven states throughout the Southeast. Prestwick fosters an environment built on success, teamwork, and growth.

In response to the RFP questions listed in the 'Experience' section all answers can be found in the executed AIA form A305. All project related information requested shall be contained within the remainder of this document.



Jonathan Stickler
Vice President

With over 16 years of experience in the construction industry, Jonathan Stickler is the Vice President of Construction at Prestwick Construction.

Before joining PCC, Jonathan worked for Fortune Johnson as a Group Vice President where he managed upwards of \$250 million worth of revenue. He was also a Project Manager for Benning Construction managing multiple retail projects and renovations, and worked for Hathaway Development in a number of capacities ranging from an Estimator to a Superintendent as well as a Development Manager on various multifamily projects.

He has completed award winning projects such as 660 Apartments, which was awarded the "Best New Development," by the multi-housing news in 2010 and Flats at Howell Mill, which was awarded the Judge's Choice & Excellence in Construction winner in 2018.

Jonathan holds a bachelor's degree in Landscape Architecture from the University of Georgia. He also holds a PMP certification and graduated with his MBA from Kennesaw State University.

Matt Schaffer
Director of Construction

With two decades of construction industry experience, Matt Schaffer is the Director of Construction for Prestwick Construction. He joined the Prestwick Construction team in 2017.

Matt has extensive background in multi-family construction and has overseen the construction of thousands of apartment units. Matt utilizes his project management skills to build strong team relationships with a focus on production of timely, cost-effective, and high-quality projects.

As the Director of Construction, Matt is responsible for the daily operations of the construction teams and is committed to ensuring every project reflects our highest standards.

Matt is a graduate of Georgia State University and holds a Master's Degree in Project Management from NEC.



CONSTRUCTION TEAM PRESTWICK

MIDLAND GAINESVILLE / 31

THE EDDY AT RIVERVIEW

Mableton, Georgia

The Eddy at Riverview is a 4 building, 310 unit market rate apartment complex. The project is located on approximately 18 acres in Mableton, GA. It consists of 1, 2 and 3 bedroom units in 4-story buildings with elevators.



CADENCE

Sugar Hill, Georgia

Cadence is a 4 apartment building, 2 “bighouse” building, 293 unit, market rate apartment complex. The Project is located on approximately 12 acres in Sugar Hill, GA. It consists of 1,2 and 3 bedroom units.



982 MEMORIAL

Atlanta, Georgia

982 Memorial is a “wrap style”, 205 unit, 6- story, market rate apartment building for Prestwick Development Company. The project is located on approximately 3 acres in Atlanta, GA. It consists of 1, 2 and 3 bedroom units.

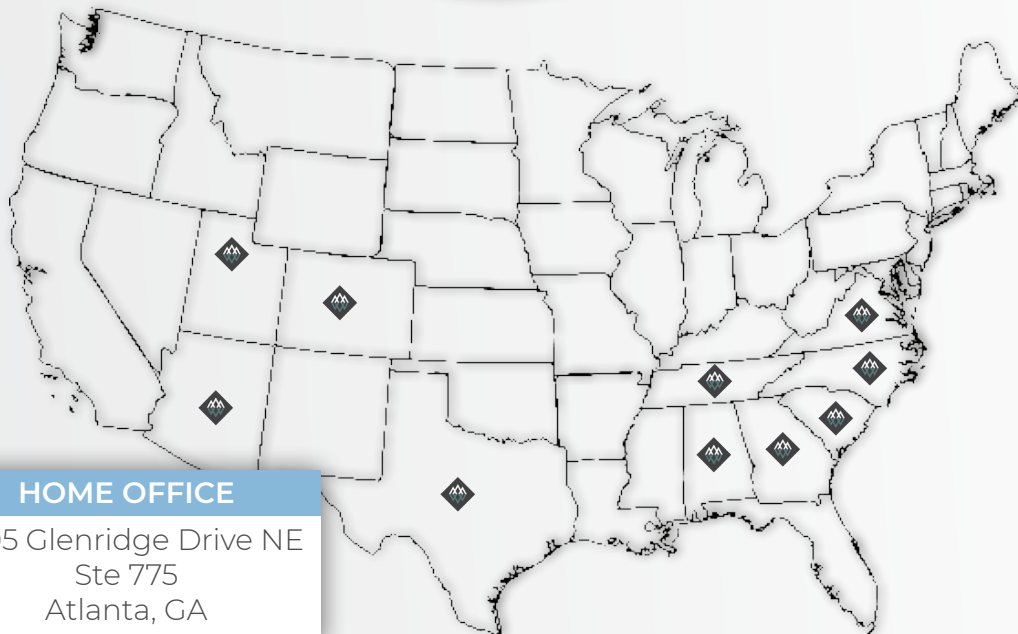


PROPERTY MANAGEMENT TEAM - RANGEWATER

MIDLAND GAINESVILLE / 32

Founded in 2006, privately owned RangeWater Real Estate has over a decade of expertise in acquiring, developing, managing, and investing in multifamily communities across the Southeastern and Southwestern United States. We are the trusted leaders in raising and managing funds for direct investment in real estate. With a portfolio that has developed and acquired an excess of \$5 billion in assets, our track record of success speaks for itself.

WHERE'S RANGEWATER?



PROPERTY MANAGEMENT TEAM - RANGEWATER

MIDLAND GAINESVILLE / 33



Tracy Bowers

Senior Director of Property Management

Tracy is the Executive Managing Director for RangeWater Real Estate. She is responsible for the overall operations of the company along with focus on strategy and client relations.

Tracy joined RangeWater in 2011 with more than 20 years of multifamily experience. During her career, Tracy has managed over 100,000 units across the Southeast and Southwest United States. She has successfully leased up more than 200 new developments, and has orchestrated and executed strategic plans for 85 value add projects. Tracy has extensive experience in the Atlanta, Dallas, Houston, South Florida, Tampa, Jacksonville, Orlando, Ft. Myers, Austin, Richmond, Nashville, Raleigh/Durham, and Charlotte markets. She also works closely with the development teams and is highly involved with the architectural and design processes.

Virginia Lancaster

Senior Director of Property Management

Virginia Lancaster is responsible for developing and managing employee and client relationships for assets located in Georgia, North Carolina, and South Carolina. As Senior Director of Property Management at RangeWater, Virginia's key responsibilities include supporting and mentoring Regional Directors and on site Community Directors, working with investors, and building effective teams who are empowered to deliver exceptional customer service. During her career, Virginia has been responsible for both lease ups and communities undergoing significant value add repositioning. Much of her career in real estate has been focused on the rehabilitation and repositioning of distressed properties through determining the level of capital necessary to sell the asset and realize maximum profit.



Carl Walton

Senior Director of Innovation & Design

Carl Walton is the Senior Director of Innovation and Design for RangeWater Real Estate. In this role, Carl acts as a liaison between the management, development, and construction teams. Carl also serves as the primary point-of-contact and "thought partner" for the rest of the organization to support problem identification, generate ideas, and identify potential innovative technology solutions.

Carl joined RangeWater in 2013 and has been closely involved with budgeting, design and construction of new development projects. Carl is also focused on the smart apartment and short term rental innovations through technology. Additionally, Carl oversees financial and management operations for new developments.



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THANK YOU!



CONTACT INFORMATION

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James L. Rhoden III - Managing Principal

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James Baker - VP Investments

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