

# SPONSOR PROFILE

# WAYPOINT RESIDENTIAL

Waypoint Residential, LLC, is a vertically integrated real estate investment firm specializing in the rental housing sector. With six offices nationwide, the company acquires and develops conventional multifamily, student housing and senior housing properties throughout the United States. Waypoint seeks to generate attractive risk-adjusted returns through a combination of current yield and long-term value appreciation. Our investment focus is concentrated on risk mitigation and downside protection through modest use of leverage and a long-term view on market ownership.

The firm began investing in value-added, conventional multifamily assets in the Southeast in 2011. Since then, Waypoint has extended its presence into 21 states, added student housing and senior housing assets to its portfolio, and established development and property management capabilities. Waypoint has also expanded its management capabilities to include its student housing portfolio. In 2018, Waypoint acquired 10 operating properties and 5 development projects with a total capitalization of approximately \$587 million.

## MANAGEMENT EXPERIENCE

Waypoint's Senior Management Team averages over 25 years of investment experience. This team of seasoned professionals has deep investing, financing and operating experience enabling comprehensive acquisition, development, financing and asset management capabilities.

## INVESTMENT LEADERSHIP



**Scott Lawlor**  
Chairman & CEO



**Jeremy Pemberton**  
Chief Acquisition Officer

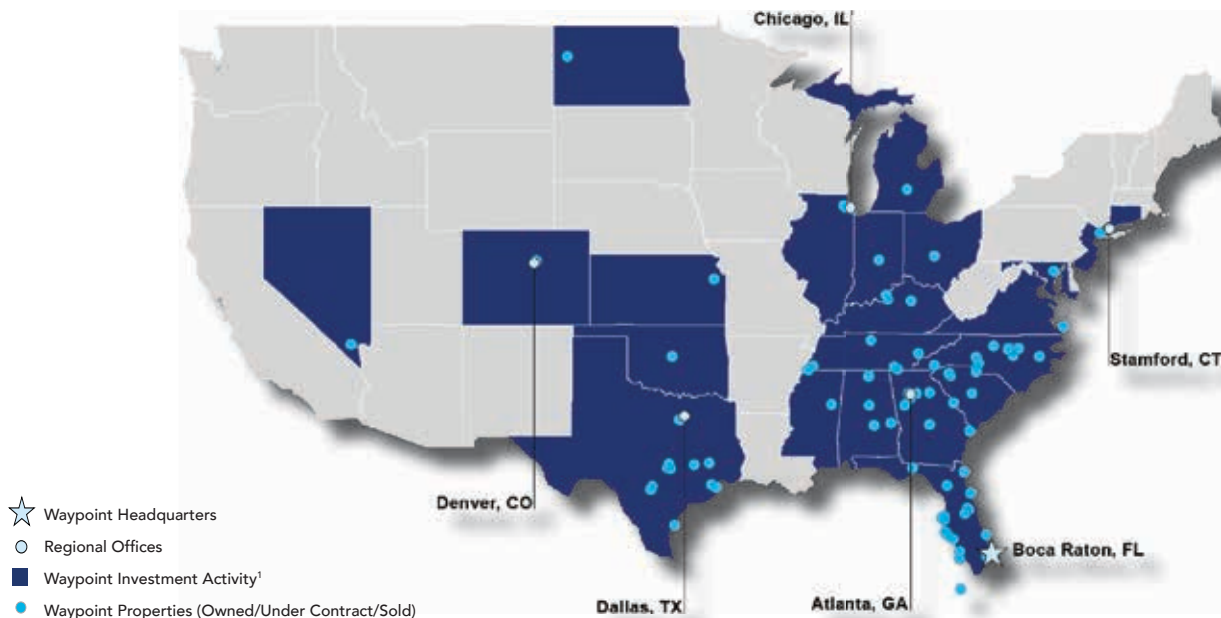


**Eric Hade**  
Chief Development Officer

## INVESTMENT ACTIVITY

<b>95+</b> Properties	<b>\$3B+</b> Total Investment
<b>22,000+</b> Units	<b>21</b> States
<b>21%</b> Avg. Net IRR	<b>32</b> Realized Assets

## CURRENT MARKETS



- ☆ Waypoint Headquarters
- Regional Offices
- Waypoint Investment Activity<sup>1</sup>
- Waypoint Properties (Owned/Under Contract/Sold)

<sup>1</sup>Includes markets where Waypoint currently owns a property, has a property under contract or previously owned a property and subsequently sold it.

## OUR VALUE PROPOSITION

### Stable Asset Class

- Favorable long-term fundamentals
- Outperformance of other property types and asset classes

### Vertically Integrated Platform

- Acquisition
- Development
- Financing
- Asset & Property Management

### Steady Deal Flow

- Access to on-going investment opportunities
- Diverse range of investment products

### Favorable Tax Treatment

- Potential 1031 exchange optionality
- Depreciation mitigates tax on current income
- Opportunity Zone Investments

### Conservative Strategy

- Low volatility property type
- Conservative leverage with high debt service coverage ratios

### Transparency

- Quarterly reporting
- Interactive annual and deal launch calls

## INVESTMENT ACTIVITY

### OWNED

	DEALS	UNITS	TOTAL CAPITALIZATION
Acquisition	43	9,966	\$1,336,850,525
Development	13	3,032	\$578,842,367
<b>TOTAL</b>	<b>56</b>	<b>12,998</b>	<b>\$1,915,692,892</b>

### FULL CYCLE

	DEALS	UNITS	TOTAL CAPITALIZATION	IRR <sup>2</sup>
Acquisition	23	5,467	\$567,166,750	21%
Development	9	2,347	\$284,434,800	21%
<b>TOTAL / AVG.</b>	<b>32</b>	<b>7,814</b>	<b>\$851,601,550</b>	<b>21%</b>

### PIPELINE

	DEALS	UNITS	TOTAL CAPITALIZATION
Acquisition	3	504	\$83,640,250
Development	5	1,253	\$239,593,169
<b>TOTAL</b>	<b>8</b>	<b>1,757</b>	<b>\$323,233,419</b>

### TOTAL

	DEALS	UNITS	TOTAL CAPITALIZATION
Acquisition	69	15,937	\$1,987,657,525
Development	27	6,632	\$1,102,870,336
<b>TOTAL</b>	<b>96</b>	<b>22,569</b>	<b>\$3,090,527,861</b>

Information above is as of 4Q 2018.

<sup>2</sup> Performance results based on application of Waypoint's standard broker-dealer fees but without outside selling commissions.



CONVENTIONAL MULTIFAMILY



STUDENT HOUSING



SENIOR HOUSING

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FINANCIAL GROUP

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