



# CLEARWATER

CAPITAL PARTNERS

## BUILDING A FINANCIAL FORTRESS WITH APARTMENTS & STORAGE FACILITIES

Our team executes a specific plan for acquiring under performing multifamily properties, whether through inefficiencies that exist on the property side or on the management side. Assets are repositioned with a value-add plan to meet growing market demand for safe, clean and affordable living.





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## OUR APPROACH

1. Provide safe, clean and efficient living conditions for retail and blue-collar workers
2. Ultimately improve the quality of life our customers
3. Build long term residents that result in higher occupancy rates
4. Renovate any deferred maintenance and create desirable living conditions.
5. Implement a professional management team with a focus on customer service





## WHY INVEST IN MULTIFAMILY?

Cash Flow | Tax Advantages | Equity Appreciation | Loan Pay Down | Alternative Asset

### CASH FLOW

Checks are periodically distributed to investors as income from rents

### TAX ADVANTAGES

Recover investment and income returns through tax benefits from owning real estate

### ALTERNATIVE ASSET

Historically stable asset class

### EQUITY APPRECIATION

Improve the management and conditions of a property to increase its value

### LOAN PAY DOWN

After refinance, rents pay down the debt, which will be recaptured at the sale of the property



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[www.ccpus.com](http://www.ccpus.com)

# STRATEGY

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## THE FIRM SEEKS TO REPOSITION REAL ESTATE ASSETS

Targeting Tier 1 markets



### EMPLOYMENT DRIVERS

Strong employment drivers provide stable rent income and lower the risk of the investment by keeping occupancy rates high



### GDP GROWTH

Avoiding markets nearing a potential bust and are currently experiencing low cap rates



### MULTIFAMILY RENTAL TRENDS

Growing rents serve as an important indicator of a healthy and stable economy with lower associated risk of investment



### SUPPLY CONSTRAINTS

Submarket must have high barriers to entry and a population growth sufficient enough to absorb scheduled future supply



### MULTIFAMILY CAP TRENDS

In order to achieve double digit annual returns, the economics of the metro area must be very strong



### MULTIFAMILY OCCUPANCY TRENDS

Healthy occupancy rates signal a growing population that is outpacing the current supply of new apartments

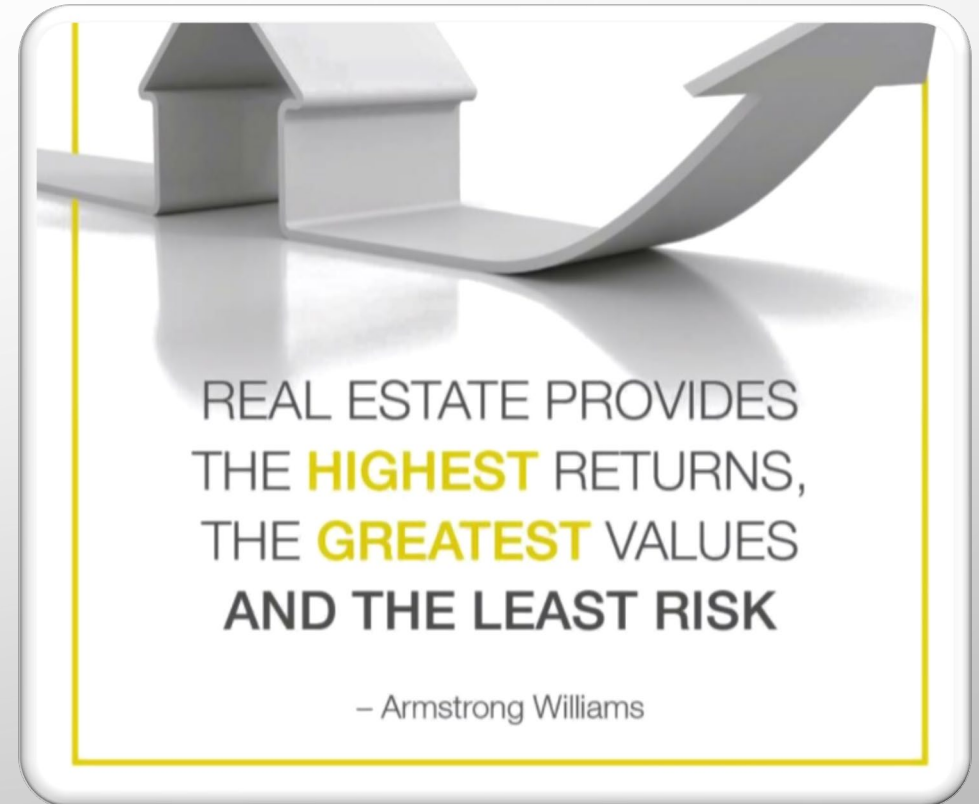




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# DEAL CRITERIA TARGET METRICS

- **MINIMUM UNIT COUNT OF 50**
- **ANNUAL RETURNS GREATER THAN 15% (NOT INCLUDING SALE)**
- **20-30% ANNUALIZED RETURN TARGET (AFTER SALE)**
- **3-TO-5-YEAR HOLD PERIODS**



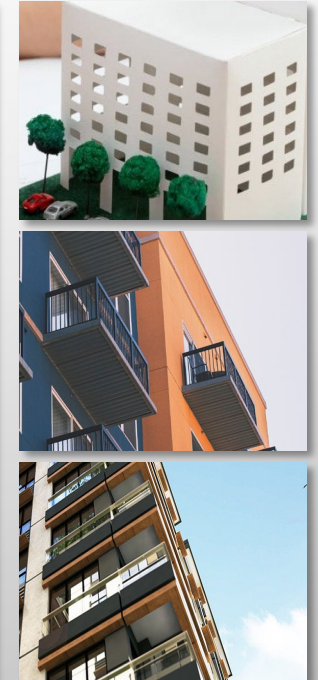
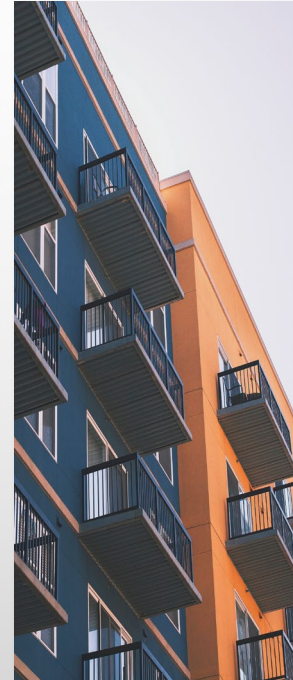


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# OUR PROCESS

## 7 STEP INVESTMENT LIFE CYCLE

- STEP 1** → **STEP 2** → **STEP 3** → **STEP 4** → **STEP 5** → **STEP 6** → **STEP 7**
- Buy property      Reposition property      Increase Occupancy at market rate      Implement Rubs      Raise Remaining Rents      Refinance or Sell Property      Duplicate Process





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## KEY APARTMENT FACTORS

1. Long track record of having the highest risk-adjusted investment returns.
2. Apartment Rental Income, proven to be a resilient during economic downturns.
3. Efficient cash distribution, due to low capital expenditures and technical improvements.
4. Lower cost of capital and wider availability of debt capital.
5. Shorter leases than other commercial property types, allowing for quicker adjustments to changing market conditions.
6. Rental housing need expected to expand while supply subsides, continuing moderate rent and revenue growth in most locations.

THE TEAM MAKING IT HAPPEN

## RYAN WHITEFIELD

Ryan Whitefield possesses over two decades' experience working in Real Estate Development and Construction. With exposure that covers both commercial and residential ventures, both in the U.K. where he originates, and the U.S.

As a successful real estate developer in his own right, having been the principal in over 500 transactions, Ryan's track record has garnered respect from fellow industry participants, further expanding and strengthening his network.

Having Co Founded The Carlton James Group (A large diversified Fund Based in The UK), along with his construction management skills and extensive real estate knowledge, the breadth and depth of the scope which Ryan brings, not only ensures a sound approach coupled with a calculated decision-making process but provides added confidence to all parties conducting business within each transaction.


# LILLIAN & JESSE TRUJILLO

Lillian, Jesse Trujillo and their team, have vast experience in all facets of Real Estate investing, spanning over 20 years.

In that time, they have purchased and sold close to 1000 properties totaling over \$300 Million Dollars. They have accumulated an impressive 319 rental portfolio made up of single family and several large multifamily properties.

They bring so much value to every transaction, with their decades of knowledge in value add, funding & structuring deals, and nationwide project management, they add a layer of comfort to everyone involved in a transaction they are part of.

Jesse & Lillian, attribute their great success, to the direct result of the fantastic relationships they have built across the industry, spanning the country. Good relations is a critical part of the process, being 100% transparent a must.




# MIKE BRANON

Mike Branon has extensive experience in the real estate and construction fields. After graduating with an Honors degree in Economics from the University of North Carolina in 1981, he rose to Vice President of Pre-Engineered Steel, Inc. during his tenure from 1983-1993 before becoming a licensed structural steel contractor and founding Mako Steel in 1993. Under his guidance as CEO, the company became one of the leaders in the industry, constructing millions of square feet of self-storage projects throughout the country. He retired from the firm in 2000 but retained controlling interest until 2009 when he transferred his share of the company to his key employees.

Mike has served on the boards of several non-profits over the past 25 years and has personally helped reconstruct homes after natural disasters throughout the Southeast US and provided health care and other support as a volunteer internationally. He is also a best-selling author, philanthropist, and entrepreneur, having founded a successful manufacturing company and a microbrewery among other business endeavors.

Mike has gone on to invest in and co-develop storage facilities of his own as a limited and general partner and diversified his holdings to include ownership in numerous commercial industrial projects as well. In 2011, he began investing privately with real estate investments companies. Mike currently has ownership interest in numerous commercial and multi-family entities and continues advise and provide his expertise when evaluating deals.



# JAMES AKIN

James has over 30 years of experience in building and leading finance teams in domestic companies of significant operating scale and complexity. He brings invaluable expertise as a CFO with hands-on experience in asset management, property management, funding, and investment activities.

Before joining the Clearwater Capital Partners, USA, James was CFO of Vista Prairies Communities from 2002 to 2012. He was responsible for the complex finance, funding, and investment activities and profitability of 14 assisted, independent and memory care facilities, 8 skilled nursing home facilities, and 8 residential apartment buildings in various states, with an overall value of \$140 million. James also acted as the project manager and provided oversight on behalf of investors on building construction of a \$5 million expansion project. He improved financial stability by refinancing and selling various facilities over ten years totaling 50 million dollars of assets.

As CFO, Akin oversees the accounting, business support, financial planning and analysis, treasury, investor relations, internal audit and tax functions at CCP USA.

Our goal is to find and work with financial corporations, that share our vision for growth, & passion for commercial real estate. We want a partner that we know will support us and continue to work with us as our partner on a long-term basis, and so that as we continue to acquire these great, value add apartment buildings and storage facilities, we do so with confidence in our financial partner. From our discussions, our goals are aligned, we believe that you could be the perfect financial partner.

2023 we are setting some big goals, to contract 1 property a month, and we have our teams in place to accomplish this.

We hope you will give us the opportunity to show our talents to you and build a long-lasting, profitable relationship.

THANK YOU