



V I K I N G C A P I T A L

# DEAL DYNAMICS SUMMARY

## PARK 33



### 188 UNITS | PREMIER APARTMENT HOMES

Built in 2018, Park 33 features 188 units, 14.1 acres, with a 96% occupancy rate. The average market rent is \$1,689, while the average effective rent is \$1,574 and the average square foot is 1,178.

### Three-Tiered Equity Structure Allows Investors to Match Investment Goals

#### Class A



**Prioritized Cash Flow**  
**9% Preferred Return**  
**No Profit Share**

Minimum investment  
**\$50,000**

#### Class B



- **7% Preferred Return**
- **70/30 Profit Share**

Minimum investment  
**\$50,000**

#### Reserve Class

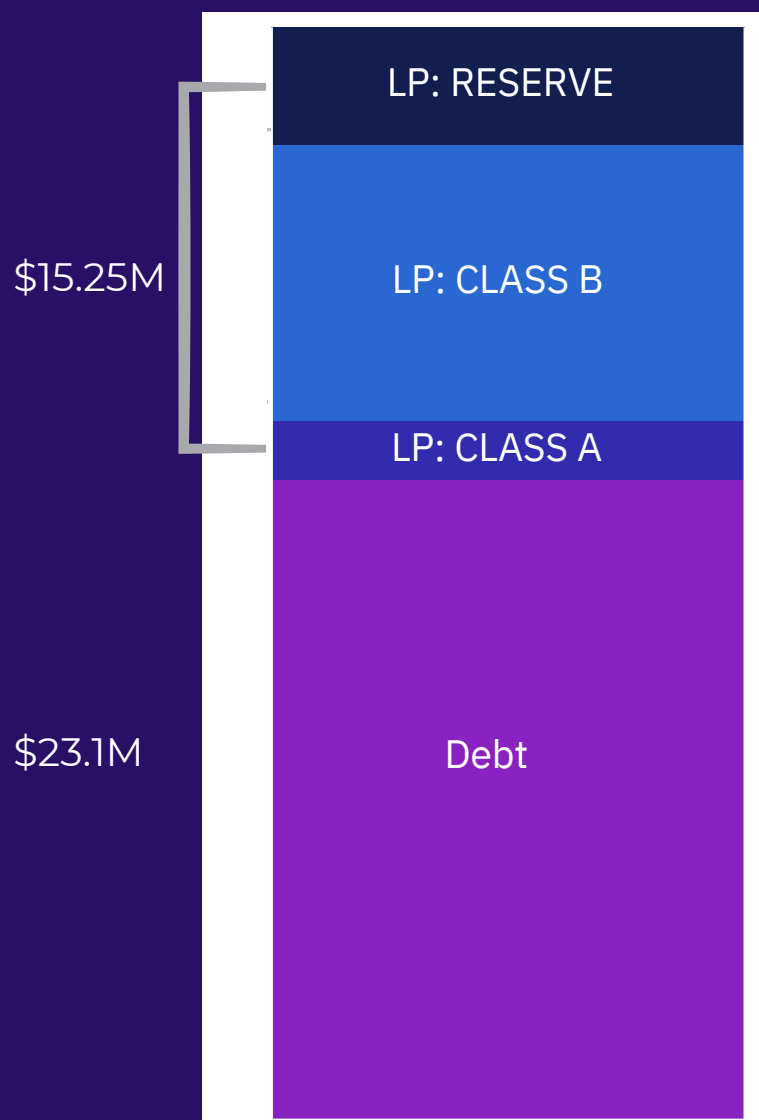


- **8% Preferred Return**
- **80/20 Profit Share**

Minimum investment  
**\$500,000**

# INVESTMENT OFFERING

## Capital Structure



Purchase \$33,250,000  
 Price Debt \$23,100,000  
 Total Equity \$15,250,000



	Class A	Class B	Reserve Class
LP Equity	\$1,525,000	\$9,800,000	\$3,825,000
Pref.	9%	7%	8%
Hold Period	5 Years	5 Years	5 Years
Equity Multiple	1.45x	1.6 - 1.8x	1.8- 2.0x
Avg. CoC	9%	6.2%	6.2%

## INVESTOR RETURNS: \$100,000 INVESTMENT

	Year 1	Year 2	Year 3	Year 4	Year 5	
<b>Class A \$100k</b>	<b>Annual Percent Return</b>	9%	9%	9%	9%	9%
	<b>Cash on Cash Return</b>	\$9,000	\$9,000	\$9,000	\$9,000	\$9,000
	<b>Equity Split</b>					\$0
	<b>Total Expected Return Including Return of Principal (\$100k)</b>					\$145,000
<b>Class B \$100k</b>	<b>Annual Percent Return</b>	5%	6%	6%	7%	7%
	<b>Cash on Cash Return</b>	\$5,000	\$6,000	\$6,000	\$7,000	\$7,000
	<b>Equity Split (70/30)</b>					\$39,000
	<b>Total Expected Return Including Return of Principal (\$100k)</b>					\$170,000
<b>Reserve Class \$500k</b>	<b>Annual Percent Return</b>	5%	6%	6%	7%	7%
	<b>Cash on Cash Return</b>	\$25,000	\$30,000	\$30,000	\$35,000	\$35,000
	<b>Equity Split (80/20)</b>					\$795,000
	<b>Total Expected Return Including Return of Principal (\$500k)</b>					\$950,000

# WHO WE ARE

Viking Capital founded in 2015 and has become a premier multifamily investment firm with agile investment sourcing, structuring, execution and asset management capabilities.



**VIKRAM RAYA**  
CEO / Founder

**RAVI GUPTA**  
COO / Founder

## OUR WHY (MISSION)

Viking Capital creates extraordinary value and growth by acquiring stable performing assets and implementing a proven value add strategy in Tier 1 Cities in key sunbelt markets

*Create Investor Lifestyle of Wealth, Abundance, and Freedom.*

### CASH FLOW

One of the biggest benefits of real estate investing is cash flow, meaning you receive truly passive income, without having to do any extra work.



### TAX ADVANTAGES

With passive investing, you get huge tax advantages through accelerated depreciation and cost segregation, all without having to deal with the hassles of being a landlord.



### EQUITY

The beauty of multifamily real estate is that the rental income covers the debt and expenses, meaning that the tenants are helping you build equity.



### DIVERSIFICATION

With passive investing, you get to leverage our team's expertise and boots on the ground, which means that you can easily diversify into more markets and assets without having to manage them yourself.



### APPRECIATION

Because we invest in value-add assets in growing markets, you get the benefit of appreciation, which means that you're maximizing your returns.



# OUR TEAM



**Vikram Raya**  
CEO, Co-Founder



**Ravi Gupta**  
COO, Co-Founder



**Judah Fuld**  
VP of Acquisitions



**Amanda Loveless**  
Director of Operations



**Art Cordova**  
Director of Finance



**Ed Monarchik**  
Director of Asset Management



**Chris Parrinello**  
Director of Investor Relations



**Nathan Loy**  
Director of Strategic Planning



**Amir Nassar**  
Investor Services Manager



**Ashley Penrod**  
Marketing Manager



**Amber Butler**  
Investor Concierge

## OUR TRACK RECORD



*Properties Acquired*



*Units*



*Average LP AAR*

### CURRENT & PREVIOUS PROJECTS

Property	Sold/Curren	Market	Units	Market Value
Wildcreek	Sold 2018	Atlanta	242	\$22,350,000
Villas of South Cobb I	Sold 2018	Atlanta	188	\$17,782,494
Villas of South Cobb II	Sold 2018	Atlanta	152	\$15,317,506
Ascent at Riverdale I	Sold 2019	Atlanta	118	\$7,600,000
Ascent at Riverdale II	Sold 2019	Atlanta	62	\$5,900,000
The Hills at East Cobb	Sold 2021	Atlanta	268	\$35,000,000
Town Oaks Townhomes	Sold 2021	Tyler, TX	90	\$7,000,000
Reserve at Walnut Creek	Sold 2022	Austin	284	\$36,300,000
The Avery	Sold 2022	Dallas	304	\$41,000,000
Estates at Las Colinas	Sold 2022	Dallas	415	\$61,750,000
Park Village Apartments	Current	Dallas	350	\$31,350,000
The Hype	Current	Atlanta	16	\$6,700,000
Veritas at East Cobb	Current	Atlanta	192	\$25,800,000
The Griffin	Current	Washington, DC	49	\$19,300,000
Marbella Place	Current	Atlanta	368	\$55,000,000
Elevate Twenty-Three	Current	Atlanta	222	\$41,000,000
Elevate on Main	Current	Indiana	400	\$76,000,000
Elevate at the Pointe	Current	Atlanta	181	\$37,000,000
Elevate at Huebner Grove	Current	San Antonio	210	\$26,000,000
Kings Cove	Current	Houston	192	\$34,000,000
Elevate Woodstock	Current	Atlanta	120	\$19,600,000
Elevate Eagle's Landing	Current	Atlanta	167	\$39,250,000
Elevate Greene	Current	Atlanta	252	\$57,250,000
<b>TOTAL</b>			<b>4,842</b>	<b>\$715,000,000+</b>

# UPDATES & MOMENTUM

1

## HISTORIC LOW FIXED DEBT

Loan Principal	\$23,100,000
Loan to Value	69.5%
Interest Rate (Fixed)	3.08% <small>(blended 3.89%)*</small>
Fixed or Adjustable	Fixed
Amortizing Period	30 years
Interest Only	1.5 years

2

PHYSICAL OCCUPANCY  
AVERAGE =

**98%**

3

"TOP 150 CITIES FOR JOB GROWTH"

**Forbes**

4

Occupied Units with Income

181

Total Income

**\$3,578,629**

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## VIKING PROVEN BUSINESS STRATEGY

2021 \$76M  
Purchase



\$86M 2023  
Valuation



Elevate on Main

The results of Viking Capital's proven value-add business plan on Elevate and Main  
*(27 miles away from Park 33)*

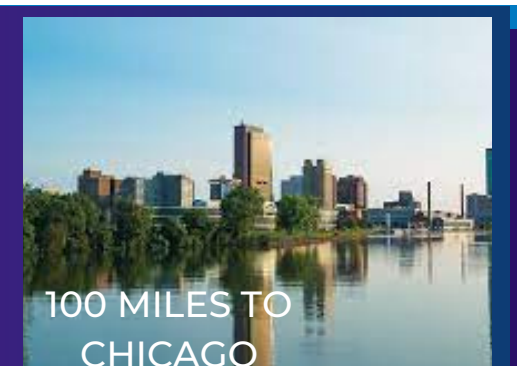
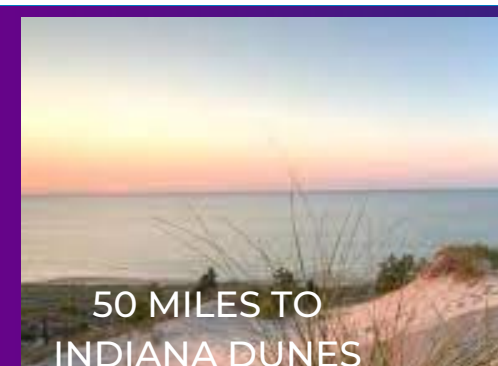
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## TWO-PHASE VALUE ADD

- Finalize RUBS implementation
- Charge tenants for cable and internet service
- Bill-back tenants for valet trash
- Upgrade unit interiors

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## SOUTHBEND GROWTH ENGINE



# UPDATES & MOMENTUM

## PARK 33 EPICENTER OF SOUTH BEND GROWTH

INDUSTRIAL  
DEVELOPMENT

INDIANA ATTRACTS MORE THAN \$22.2B IN  
CAPITAL INVESTMENT

LIMITED HOUSING



TAXES

LOW BUSINESS  
TAXES

HIGH BOND RATINGS



TWO HOUR DRIVE TO  
CHICAGO

250% INCREASE IN  
JOB CREATION

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The closest comparable property is 12 miles away, with higher rent comps in the surrounding area providing headroom for rent increases.

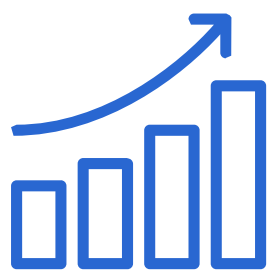


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### MULTIPLE EXIT OPTIONS

- Combining operations for two properties in the same area provides multiple exit strategies including an exit to an institutional investor

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Park 33 is being offered at \$33.25M/\$177K per unit, with a 6% T-3 cap rate. The exceptional existing assumable loan has very favorable terms including a 3.08% interest rate including an anticipated \$4.8M supplemental loan offered by Freddie Mac at a 3.89% blended rate.

## NEED BONUS DEPRECIATION IN 2023?

2023

100%

2024

80%

2025

60%

2026

40%

2027

20%





# BUSINESS PLAN



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## TWO-PHASE VALUE-ADD BUSINESS STRATEGY:

### PHASE 1: OPERATIONAL

- ✓ Charge tenants for cable and internet service currently being provided free of charge.
- ✓ Finalize the RUBS implementation Seller has started wherein tenants reimburse utility costs.
- ✓ Valet trash is another revenue-generating service which the comp set charges for but is not currently being reimbursed by tenants.

### PHASE 2: INTERIOR

- ✓ Smart Tech (\$50 Premiums locks/thermostats)
- ✓ \$4,000 per unit: Upleveling interiors –backsplash, Quartz style countertops, LED lighting package, modern paint scheme



Earn Rent Premiums and Bolster Park 33's Best in Class Status



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# INVEST IN PARK 33 TODAY



#1

In the Nation for Year-Over-Year Rent Growth

 YardiMatrix

