



LP Presentation

April 2020



A one of a kind open space mix use
community. A real extension of your
home.



Vanderbuild

CEO - Active Projects

Cash Contributions

Multi family

Verde @ Cooley Station

Vanderbuild, LLC

INMAE REAL ESTATE,LLC

Exhibits

Market based analysis is how the development team focuses its time to study trends, their impact and what changes in the market will cause our actions and analysis to take a different pivoted decisions. The future is the only thing we know for certain, our decisions are based on a short and long term outcome.

Today we have 2 out of 3 strong standing projects that compromise the totally of our pipeline from 2019-2020. Verde is in a very important stage, an aggressive cost control and high management disciplines are what will sculpt the success of this development. Our multifamily land deal will require institutional pressure on Wood Partners to activate and commit to fulfilling the extension for the contract.

The pandemic is real, and so are it's impacts. As to our Multifamily land deal, we are fortunate to have more interest in case Wood Partners were to fold on the contract. As to Verde its roots were created to withstand this pandemic and thrive as an outcome. It is us, the development team, who hold the responsibility and ability to respond to all variables that take into account the success of this project. The capabilities of the PM team and the development team are who hold the key to its success moving forward. Our focus right now is in; cost control, timeline, occupancy, choosing the right construction finance, and high quality communication throughout.





Vanderbuild

CEO - Active Projects

Cash Contributions &
Equity Calls

Multi family

Verde @ Cooley Station

Vanderbuild, LLC

INMAE REAL ESTATE,LLC

Exhibits

Numbers to April 2020

Annual interest 8%

| Contribution Date | Contribution Amount | Capital Balance | Interests to Date | Accrued Interests |
|-------------------|---------------------|-----------------|-------------------|-------------------|
| 30-Nov-18 | \$ 167,500 | \$ - | \$ 19,244 | \$ 19,244 |
| 22-Mar-19 | \$ 65,000 | \$ 232,500 | \$ 5,850 | \$ 25,094 |
| 20-Jun-19 | \$ 72,500 | \$ 305,000 | \$ 5,075 | \$ 30,169 |
| 12-Sep-19 | \$ 25,000 | \$ 330,000 | \$ 1,283 | \$ 31,452 |
| 23-Oct-19 | \$ 45,000 | \$ 375,000 | \$ 1,900 | \$ 33,352 |
| 4-Dec-19 | \$ 60,000 | \$ 435,000 | \$ 1,973 | \$ 35,326 |

- As of April 2020, a total of \$ 435,000 has been contributed, which has generated an interest of \$ 35,326.
- The VII Capital Call is in process for a total of \$38,000. The capital call date is May 28, 2020.
- Considering this capital call the total contributed would reach \$ 473,000.



Vanderbuild

Multi Family

Status

Verde @ Cooley Station

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Exhibits

Summary

Purchase of 9.5 acres south of VERDE

Purchase Price \$3,025,000

Bankers Trust Loan

Amount \$2,275,000

Annual Interest Rate 5.5%

Commitment Fee 1.0%

Monthly payments Interests Only

Maturity April 10, 2021



ACRES FOR SALE

Dennis Shaw CLOSED 3.5 Acres

Disbursement date January 29, 2020.

Wood Partners closing I Q 2021 6 Acres

Bankers Trust / Multi family

| | | |
|------------------------------|---------------------|----------------------------|
| Bankers Trust Loan | \$ 2,275,000 | Original |
| Dennis Shaw Profit | \$ 1,700,000 | Paid |
| Outstanding | \$ 575,000 | Current Balance |
| WP expected Net Income | \$ 3,050,160 | Expected March 2021 |
| Cash for Distribution | \$ 2,475,160 | After BT Settlement |

Cash Flow to Vanderbuild

| | | |
|--------------------|---------------------|---------------------------|
| Reimbursements | \$ 321,187 | |
| Profit | \$ 847,055 | |
| Total to VB | \$ 1,168,242 | Expected cash flow |



Vanderbuild

Multi family

Verde @ Cooley Station

@ Cooley Station

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Exhibits

As we all know, the effects of the pandemic we are experiencing have come to alter the lives of everyone.

For VERDE it was not the exception but it has also helped us to validate our project model. Our open spaces and a central park positions us in the type of place that people will want to go to. The open spaces will give a sense of safety by naturally promoting social distancing.

Main Impacts

Leasing efforts.- Although we have continued to close LOIs and Lease Agreements, we have certainly felt a slower pace, derived from uncertainty.
Please refer to Slide #7

Construction Loan.- institutions with which we were already in the "soft quotes" stage and negotiations have stopped all credit origination processes. We continue to contact them, updating on progress and even discussing scenarios in which the institution can feel comfortable with moving forward in the process.

Their main focus is in increasing the minimum occupancy rate from 50% to 55% and pay special attention to the liquidity of the guarantor partners.



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Multi Family

Verde @ Cooley Station

@ Cooley Station

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Exhibits

To mitigate the impact of Covid19 we have taken the following actions:

1. Controlling burn rate / extending site work to end of 2020
2. We reduced total 2020 hard costs expenses in a 78%. *Please refer to slide #13.*

These first two points force us to delay the grand opening by 7 months to October 2021

3. Continue with Permits for Phase 1 Building (H-I & J, M) & Phase 2 Building (B1, B2, C & E) as well as Initial building design for Phase 3 Buildings (D, G, & F). *Please refer to slide #17.*
4. Communication with Tenants and leasing Efforts:
 - All current leases have signed extensions of delivery of the premises.
 - We continue to have interests of new possible tenants.
 - *We came out with a tenant newsletter where we are updating and advising them to implement post Covid19 measures to positively impact their businesses, such as:*
 - ✓ Sanitizing stations
 - ✓ Plexiglass partitions at checkout
 - ✓ Pick-up window
 - ✓ Contactless payment options
 - ✓ **Innovation: in order to increase revenue streams we have extended their dining rooms into the green spaces**



VERDE @ Cooley Station

Leasing Efforts

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Verde @ Cooley Station

@ Cooley Station

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Exhibits

Signed Lease / LOI

| Tenant | SF | Status | Rent \$ / SF | TI \$ / SF | Building | Phase | Rest / Retail / Office | Comments | Perceived Chance of Closing (1-5, 5- Most Likely, 1-Least likely) |
|---------------------------------------|-------|--------|--------------|------------|----------|-------|------------------------|---------------------|---|
| Cookies & Cream | 1,500 | Lease | \$ 45.00 | \$ 60.00 | E | II | Restaurant | Signed Extension | Closed |
| Desert Soul Boutique | 1,200 | Lease | \$ 35.00 | \$ 35.00 | B2 | II | Retail | Signed Extension | Closed |
| Obon Sushi, Bar & Ramen | 3,000 | Lease | \$ 36.00 | \$ 75.00 | H/I | I | Restaurant | Signed Extension | Closed |
| West Alley BBQ | 4,000 | Lease | \$ 38.00 | \$ 75.00 | J | I | Restaurant | Signed Extension | Closed |
| Parlour One Salon | 2,500 | Lease | \$ 38.00 | \$ 35.00 | C | II | Retail | Signed Extension | Closed |
| Cartel Coffee | 800 | LOI | \$ 40.00 | \$ 80.00 | B2 | II | Restaurant | Lease draft in hand | 5 |
| Crust Simply Italian & Morning Ritual | 7,150 | LOI | \$ 38.70 | \$ 70.00 | C | II | Restaurant | Lease draft in hand | 5 |
| Vitality Bowls | 1,000 | LOI | \$ 40.00 | \$ 55.00 | B2 | II | Restaurant | Lease draft in hand | 5 |
| Dip Nails | 2,000 | LOI | \$ 40.00 | \$ 40.00 | B2 | II | Retail | Lease draft in hand | 4 |
| 23,150 | | | | | | | | | |

Negotiation stage:

| Tenant | SF | Status | Rent \$ / SF | TI \$ / SF | Building | Phase | Rest / Retail / Office | Comments | Perceived Chance of Closing (1-5, 5- Most Likely, 1-Least likely) |
|------------------------|-------|-----------------|--------------|------------|----------|-------|------------------------|--|---|
| Cook & Craft | 3,000 | LOI Negotiation | \$ 40.00 | \$ 65.00 | H/I | I | Restaurant | We expect to have comments back from LOI | 3 |
| Boondocks | 4,000 | LOI Negotiation | \$ 40.00 | \$ 55.00 | H/I | I | Restaurant | We expect to have comments back from LOI | 3 |
| Cocina Madrigal | 3,300 | Negotiation | TBD | TBD | G | III | Restaurant | Stand-by due to Covid19 | 2 |
| Yoga Six by Xponential | 2,400 | Negotiation | TBD | TBD | J | I | Fitness | Stand-by due to Covid19 | 2 |
| Row House | 2,400 | Negotiation | TBD | TBD | J | I | Fitness | Stand-by due to Covid19 | 2 |
| Stride | 2,500 | Negotiation | TBD | TBD | J | I | Fitness | Stand-by due to Covid19 | 1 |
| F45 | 2,500 | Negotiation | TBD | TBD | J | I | Restaurant | Stand-by due to Covid19 | 1 |
| 20,100 | | | | | | | | | |

Considering Phases I & II that accounts for 56,265 sf

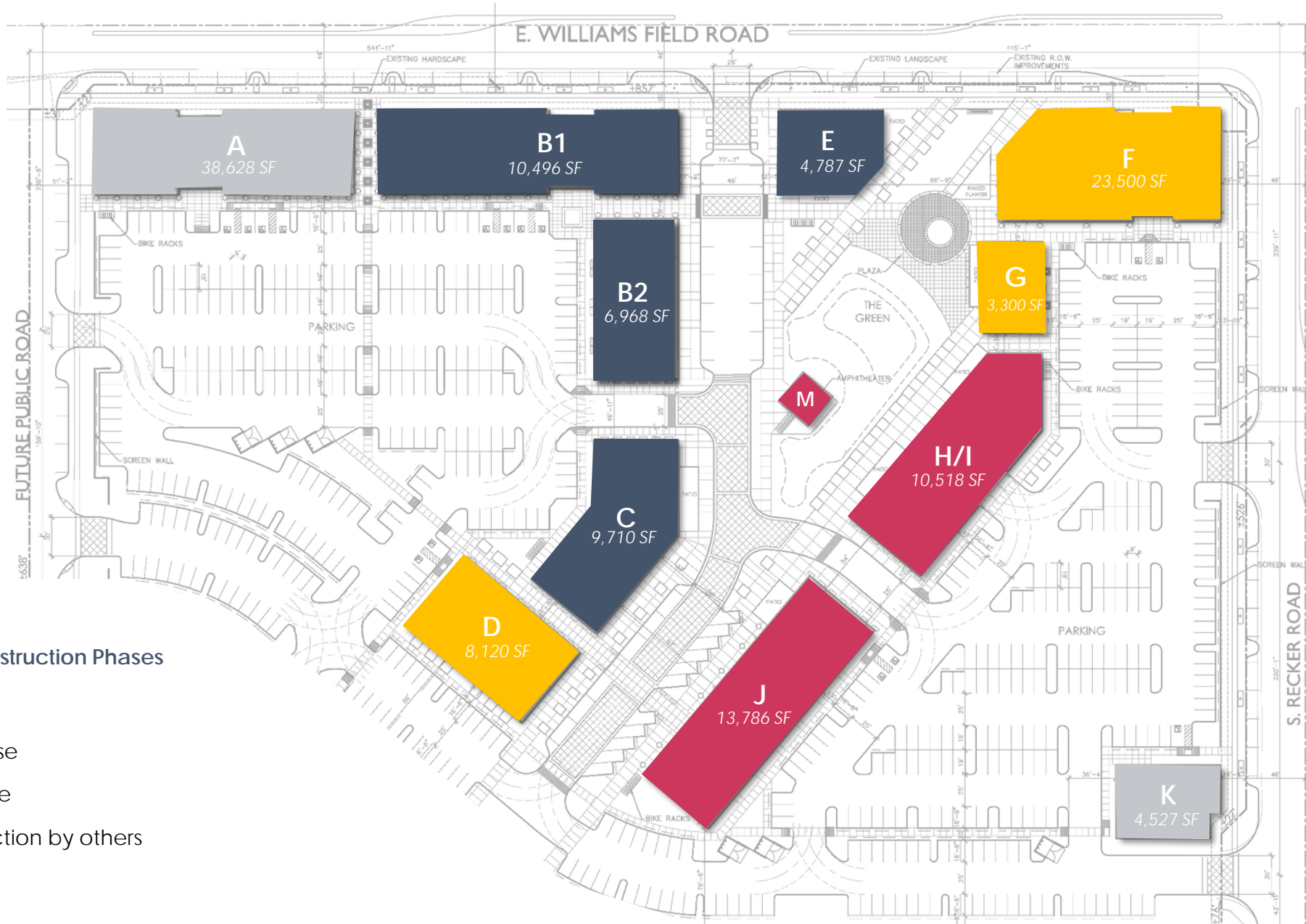
- Signed Leases.- we are currently at 22%
- Signed LOIs.- we have 19%

We need to convert all LOIs to leases and secure additional 4,983 sf to reach the 50% threshold.

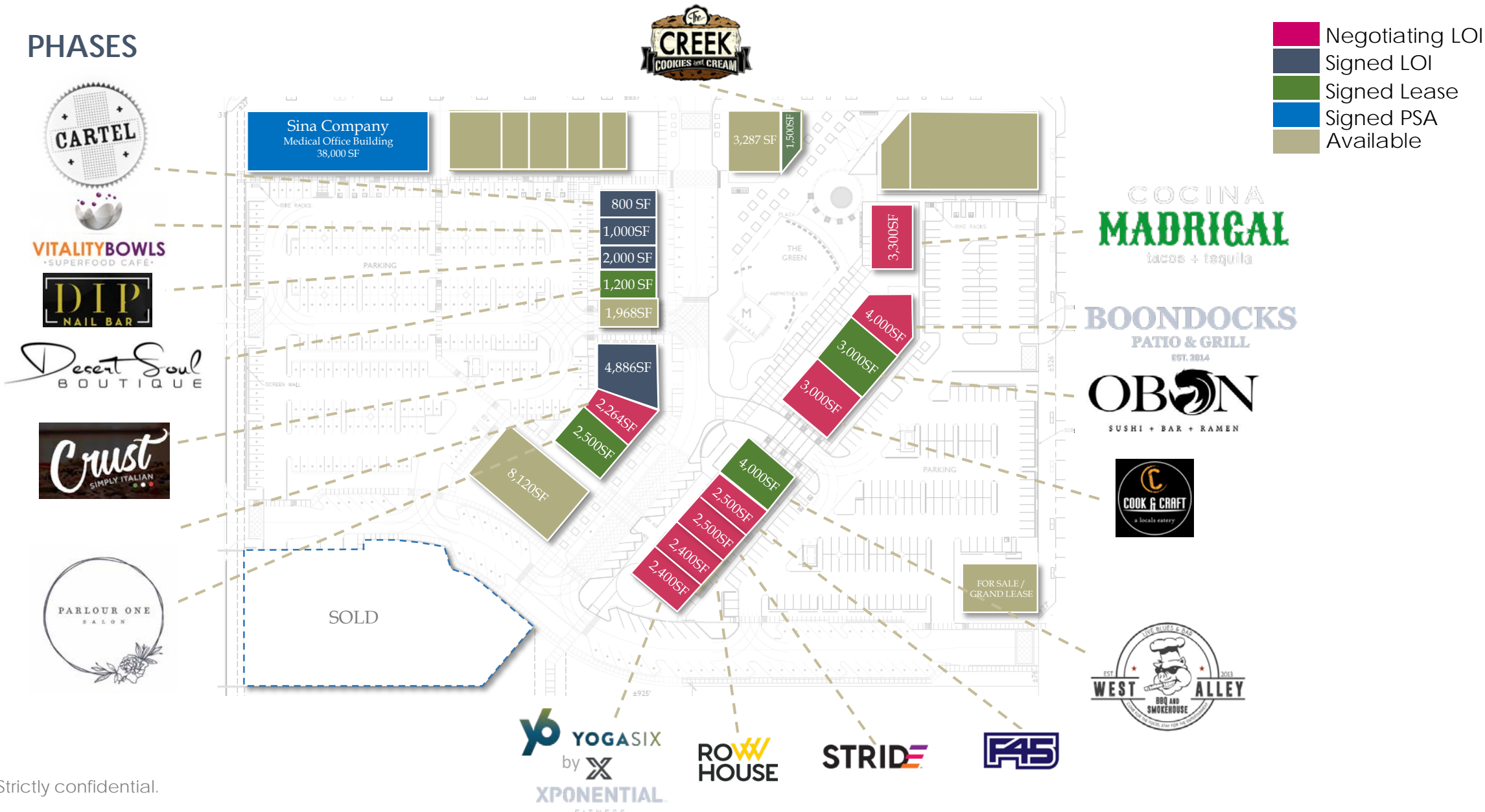
PHASES

Vertical Construction Phases

- 1st Phase
- 2nd Phase
- 3rd Phase
- Construction by others



PHASES





VERDE @ Cooley Station

Budget

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Verde @ Cooley Station

@ Cooley Station

Vanderbuild, LLC

INMAE REAL ESTATE, LLC

Exhibits

| | Initial Budget | Increase | Expected Savings | Contingency Recovery | Expected Budget | Expenditures as of April 30,2020 |
|---------------------|----------------------|---------------------|---------------------|----------------------|----------------------|----------------------------------|
| Hard Cost | \$ 22,283,022 | \$ 710,920 | \$ 1,700,000 | | \$ 21,293,942 | \$ 1,723,059 |
| Land | \$ 4,406,567 | \$ 55,692 | \$ - | | \$ 4,462,259 | \$ 4,462,259 |
| Financial Cost | \$ 2,106,500 | \$ 210,373 | \$ 242,000 | | \$ 2,074,873 | \$ - |
| Leasing | \$ 950,000 | \$ 605,877 | \$ - | | \$ 1,555,877 | \$ 287,883 |
| Soft Cost | \$ 1,290,000 | \$ 1,714,994 | \$ - | | \$ 3,004,994 | \$ 1,859,666 |
| Development Fee | \$ 1,000,000 | \$ - | \$ - | | \$ 1,000,000 | \$ - |
| Project Cost | \$ 32,036,089 | \$ 3,297,856 | \$ 1,942,000 | | \$ 33,391,945 | \$ 8,332,867 |
| Contingencies | \$ 1,500,000 | \$ - | \$ - | \$ 1,500,000 | \$ - | \$ - |
| TOTAL | \$ 33,536,089 | \$ 3,297,856 | \$ 1,942,000 | \$ 1,500,000 | \$ 33,391,945 | \$ - |

Increases:

Main variations are due to the fact that the previously prepared budget was based on documents submitted but not yet approved by the city in its time. The natural process that eventually allows us to access construction permits led us to changes in the project to meet Tow of Gilbert (TOG) requirements. Regulations forced us to comply with additional requirements that affected Hard Costs and Soft Costs.

Hard Costs.- Among others, we were forced to increase the capacity of water retention tanks. This particular item increased the budget by \$ 500,000.

Soft Costs.- requirements for adjustments and design changes in site work and vertical brought us back to the table with our team of Engineers, Architects and Contractors to modify designs and drawings and thus comply with TOG requirements.

Leasing.- This item increased due mainly to the allocation of the commission paid for the purchase of the land (13.66 ac) and the increase in the budgeted commissions of VERDE due to the characteristics reflected in the Leases & LOIs signed to date: *Rent per sf (Avg \$ 40 / sf), Term (10Y) & annual increase rent (3%).*



VERDE @ COOLEY STATION
CURRENT FINANCIALS – LPs
Expected Budget

Vanderbuild

Multi family

Verde @ Cooley Station

@ Cooley Station

Vanderbuild, LLC

INMAE REAL ESTATE, LLC

Exhibits

CASH FLOW

| Period | Year 5 | Year 10 | Year 15 | ROI |
|------------|-------------|-------------|-------------|--------|
| 31/01/2020 | - 6,655,480 | - 6,655,480 | - 6,655,480 | 0% |
| 31/03/2020 | - 1,553,450 | - 1,553,450 | - 1,553,450 | 0% |
| 15/06/2020 | - 704,025 | - 704,025 | - 704,025 | 0% |
| 15/08/2019 | - 704,025 | - 704,025 | - 704,025 | 0% |
| 15/10/2019 | - 630,938 | - 630,938 | - 630,938 | 0% |
| 31/12/2022 | 1,729,285 | 1,729,285 | 1,729,285 | 16.9% |
| 31/12/2023 | 1,496,677 | 1,496,677 | 1,496,677 | 14.6% |
| 31/12/2024 | 10,773,752 | 10,773,752 | 10,773,752 | 105.1% |
| 31/12/2025 | 956,190 | 956,190 | 956,190 | 9.3% |
| 31/12/2026 | 10,977,384 | 1,039,434 | 1,039,434 | 10.1% |
| 31/12/2027 | - | 1,034,333 | 1,034,333 | 10.1% |
| 31/12/2028 | - | 1,114,816 | 1,114,816 | 10.9% |
| 31/12/2029 | - | 1,197,340 | 1,197,340 | 11.7% |
| 31/12/2030 | - | 1,281,958 | 1,281,958 | 12.5% |
| 31/12/2031 | - | 18,285,571 | 1,249,020 | 12.2% |
| 31/12/2032 | - | - | 1,330,204 | 13.0% |
| 31/12/2033 | - | - | 1,413,449 | 13.8% |
| 31/12/2034 | - | - | 1,498,804 | 14.6% |
| 31/12/2035 | - | - | 1,586,325 | 15.5% |
| 31/12/2036 | - | - | 36,201,983 | 353.3% |
| IRR | 18.47% | 18.96% | 19.32% | |

Year 2024 Re Finance Main Assumptions
Cap Rate 7%
Occupancy Rate 95%
LTV 75%



VERDE @ COOLEY STATION

Cap Rate Analysis

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Exhibits

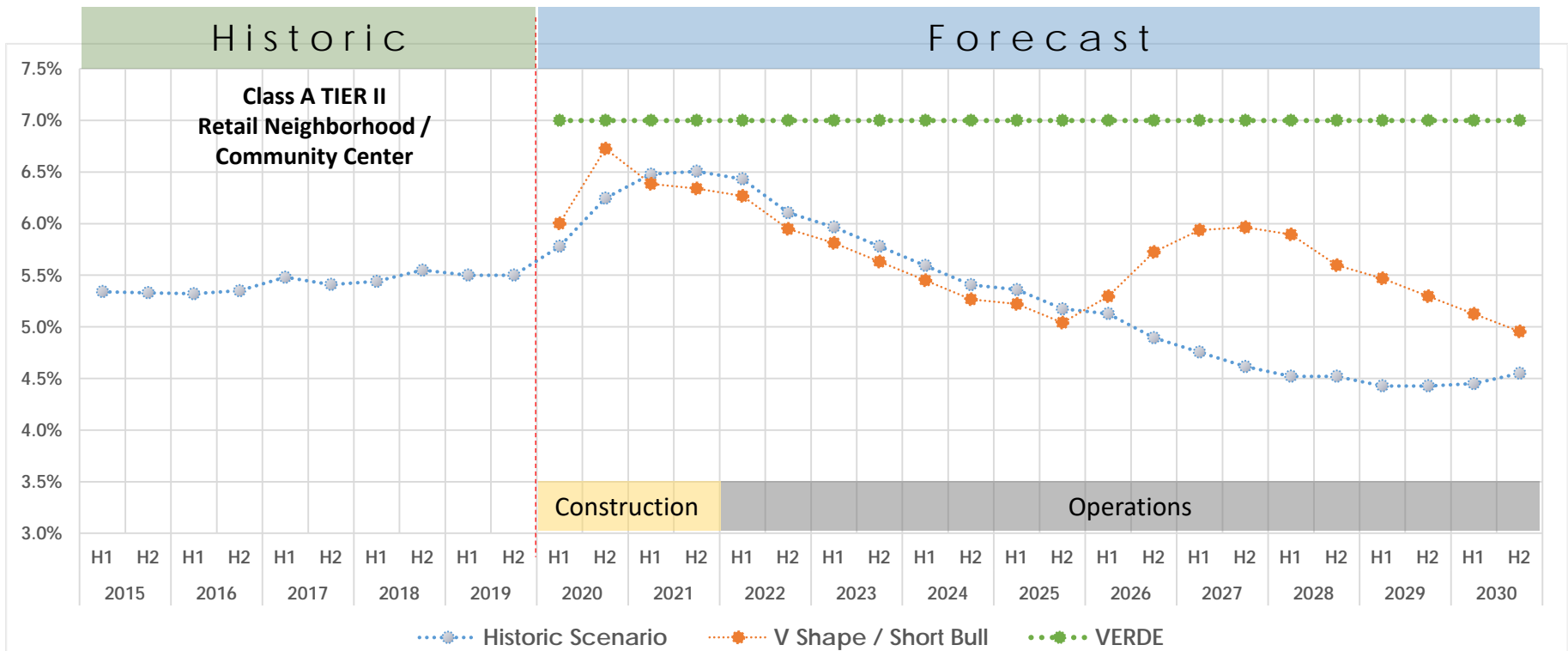
The cap rate we use to project the Sale event of the project is 7%.

We have carried out an analysis based on historical data and two possible projected scenarios:

Scenario 1.- bear market and bull market similar to those derived from the 2007 subprime crisis.

Scenario 2.- A sharper bear market but a V shape recovery, based on the assumption that the financial system is well capitalized, the fundamentals of the economy are sustained and the fact that when the consumer feels safe they will go out to spend what they have saved during these days of confinement.

In both scenarios we are covered with our 7% Cap Rate assumption. 1 percentage point in Cap Rate represents +4.4 percentage points in IRR or +\$ 7,435,000 of value.





Vanderbuild

Multi family

Verde @ Cooley Station

Vanderbuild, LLC

Cash Flow Vanderbuild, LLC

INMAE REAL ESTATE, LLC

Exhibits

Year 0 considers 100% of capital contributions up to VII Capital Call + Developer Fee

| Period | Year 5 | Year 10 | Year 15 | ROI |
|---------|-------------|-------------|-------------|---------|
| Year 0 | - 1,453,131 | - 1,453,131 | - 1,453,131 | 0% |
| Year -2 | - | - | - | 0% |
| Year -1 | 1,168,242 | 1,168,242 | 1,168,242 | 80.39% |
| Year 1 | 153,074 | 153,074 | 153,074 | 10.53% |
| Year 2 | 132,484 | 132,484 | 132,484 | 9.12% |
| Year 3 | 953,678 | 953,678 | 953,678 | 65.63% |
| Year 4 | - | - | - | 0.00% |
| Year 5 | 2,452,083 | - | - | 0.00% |
| Year 6 | | 41,775 | 41,775 | 2.87% |
| Year 7 | | 45,026 | 45,026 | 3.10% |
| Year 8 | | 48,359 | 48,359 | 3.33% |
| Year 9 | | 51,776 | 51,776 | 3.56% |
| Year 10 | | 4,314,149 | 110,562 | 7.61% |
| Year 11 | | | 117,748 | 8.10% |
| Year 12 | | | 125,117 | 8.61% |
| Year 13 | | | 132,672 | 9.13% |
| Year 14 | | | 140,419 | 9.66% |
| Year 15 | | | 8,667,266 | 596.45% |

Cash \$946,000 + Dev Fee \$507,131

Sale WP Capital payback period

VERDE re finance

| | | | | | | |
|----------------|----|-----------|----|-----------|----|------------|
| | | 30.0% | | 26.0% | | 24.8% |
| Multiple | | 3.34 | | 4.75 | | 8.18 |
| Total Received | \$ | 4,859,561 | \$ | 6,908,563 | \$ | 11,888,197 |



VANDERBUILD LLC

25% Limited Partner Cash Flow

Vanderbuild

Multi family

Verde @ Cooley Station

Vanderbuild, LLC

INMAE REAL ESTATE, LLC

25% INMAE REAL ESTATE,LLC
Cash Contributions &
Distributions

Exhibits

| Contribution / Distributions Date | Cash Flow |
|-----------------------------------|-------------|
| 30-Nov-18 | -\$ 167,500 |
| 22-Mar-19 | -\$ 65,000 |
| 20-Jun-19 | -\$ 72,500 |
| 12-Sep-19 | -\$ 25,000 |
| 23-Oct-19 | -\$ 45,000 |
| 4-Dec-19 | -\$ 60,000 |
| 28-May-20 | -\$ 38,000 |
| 15-Sep-20 | -\$ 3,500 |
| 15-Oct-20 | -\$ 3,500 |
| 15-Nov-20 | -\$ 3,500 |
| 15-Dec-20 | -\$ 3,500 |
| Sale WP 31-Mar-21 | \$ 557,773 |
| 31-Dec-22 | \$ 31,335 |
| 31-Dec-23 | \$ 27,120 |
| 31-Dec-24 | \$ 195,222 |
| 31-Dec-25 | \$ - |
| 31-Dec-26 | \$ 559,892 |

Capital + 8%

Verde Re fianance

IRR 30.0%
Multiple 2.82
Total Received \$ 1,371,342

Main Assumptions:

- ✓ All the capital contributed generates simple accumulative interest of 8% per year.
- ✓ All VB cash flow from LP * and GP positions is for LP partners until principal plus interest has been paid in full.

* Distribution of cash flow generated by investing the developer fee: : 25% corresponds to Blueprints, the other 75% flows directly to Vanderbuild and is treated in the same manner mentioned above.

There is the possibility of requiring additional capital under the following circumstances:

- 1.- September - December 2020.- \$ 3,500 per month for working capital
- 2.- IV Q 2020 Escrow Payment of new project \$ 100,000.- in case we have the project ready to make the 1031 strategy and re-invest the multi-family profit and thus defer taxes.



Vanderbuild

Multi family

Verde @ Cooley Station

Vanderbuild, LLC

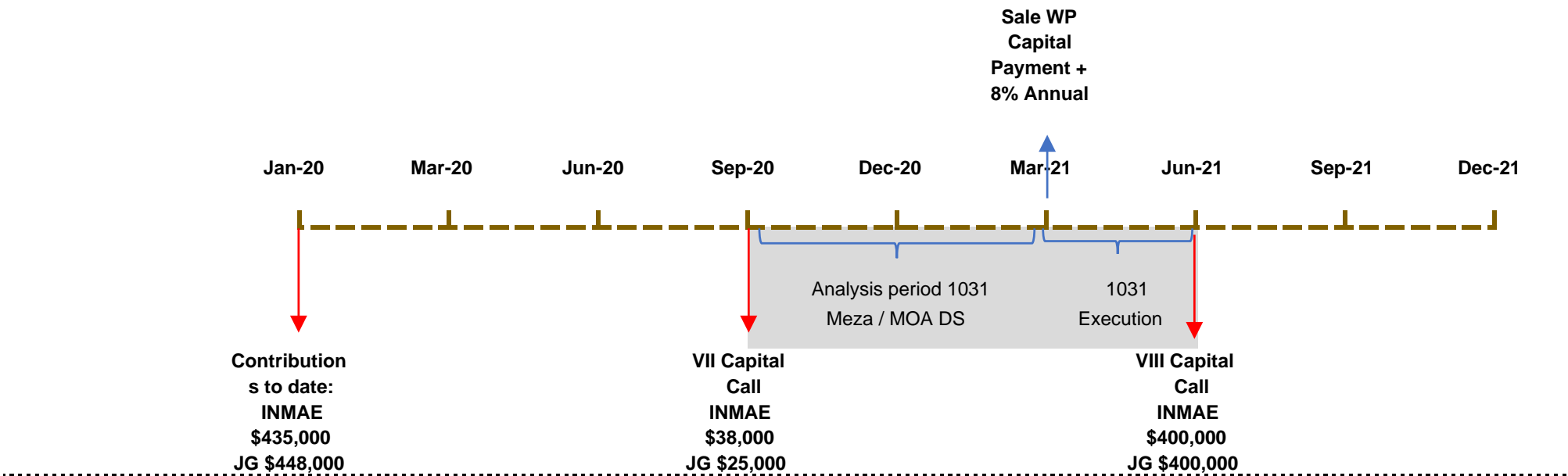
INMAE REAL ESTATE, LLC

25% INMAE REAL ESTATE, LLC
Cash Contributions &
Distributions

Exhibits

Summary of projected Cash Flow

Credit line \$1,500,000 USD



| Date | IV Q 2019 | I Q 2020 | II Q 2020 | III Q 2020 | IV Q 2020 | I Q 2021 | II Q 2021 | III Q 2021 | IV Q 2021 |
|---------------------|------------|------------|------------|------------|------------|--------------|------------|------------|------------|
| Contributions | \$ 883,000 | \$ - | \$ 63,000 | \$ - | \$ 21,000 | | \$ 800,000 | \$ - | \$ - |
| Payments | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 1,114,923 | \$ - | \$ - | \$ - |
| Balance / Available | \$ 617,000 | \$ 617,000 | \$ 554,000 | \$ 554,000 | \$ 533,000 | \$ 1,500,000 | \$ 700,000 | \$ 700,000 | \$ 700,000 |

Site Work



EXHIBITS



Bloomberg



Rick Caruso, The Retail Pioneer

Post-pandemic, he's expecting demand to soar for developments offering outdoor space and intends to push ahead with planned projects, though at a slower pace.

"We're going to be in a very good place because people are going to gravitate to places where they feel safe, that are clean and they can see the sunlight and there's fresh air," he said. "It's much more complicated reopening and rebuilding your business for indoor malls."

<https://www.bloomberg.com/news/articles/2020-05-08/-survival-mode-how-billionaire-bosses-are-facing-the-pandemic>



Interview to Professor of Marketing [Jie Zhang](#) at the University of Maryland's Robert H. Smith School of Business.

Open-air shopping centers, on the other hand, may see a rosier recovery. In a post-pandemic era, people will feel more "ease of mind" in spaces that are not enclosed. Already, open-air shopping centers had been rising in popularity, helped by the appeal of being outdoors and by their attractive retail and food establishments. "I expect to see them have a good, healthy rebound."

<https://www.prnewswire.com/news-releases/how-pandemic-surviving-shopping-malls-could-thrive-301032902.html>

Forbes

Shared, Safe, Social Place

Outdoor activity and shared, safe social space will take on new value as we emerge from our current nightmare, into "the new normal" that lies beyond. It is completely reasonable to begin to turn significant amounts of mall/center parking lots back into parks and public gathering spaces, particularly if tax incentives or carbon offsets are part of the equation.

Replacing some of the acres of blacktop with trees, shrubs, walkways, fountains, and community gardens would give intrinsic value to these spaces that were an afterthought during their planning. Establishing small outdoor arenas, pet friendly beer gardens, sidewalk pushcarts and pop-up vendors (whose shops lie within) would give malls new meaning. These amenities would provide a draw and complement the more experiential nature of the changing tenancy, in the same way that plazas and vest-pocket parks humanize and enhance the value of urban areas.

<https://www.forbes.com/sites/sanfordstein/2020/03/28/after-the-pandemic-new-values-habits-and-a-retail-reset/#4a853d951341>



A one of a kind open space mix use
community. A real extension of your
home.

Focused on satisfying the every day needs *of the community pre pandemic and post pandemic*









BREAD

BREAD

BREAD

BREAD

BREAD



VERDE

COOLEY STATION

COOKIES AND CREAM

Creative Office building



Restaurant *space*



Fitness





Thank you