# 320 WEST SOUTH STREET

INVEST IN A 297-UNIT LUXURY MIXED-USE DEVELOPMENT IN THE WAREHOUSE DISTRICT OF RALEIGH, NORTH CAROLINA





## DISCLAIMERS

Securities offered through WealthForge Securities, LLC, member FINRA/SIPC. Capital Square and WealthForge are not affiliated.

Images used throughout are CSRA Opportunity Zone Fund VI, LLC project renderings and are subject to change.

#### Private placements are speculative.

#### CONSIDER THE RISKS

There will be occasions when the Manager and its affiliates may encounter potential conflicts of interest in connection with the Fund and its Members and there is no independent dispute resolution mechanism in place to resolve such conflicts.

Potential investors should be aware that an investment in the Fund involves a significant degree of risk. An investment in investor units involves substantial risks including, but not limited to, the following risk factors:

- The Offering will be made on a "best efforts" basis with no minimum Real estate-related investments involve substantial risks. investment requirement.
- The various risks associated with acquiring, financing, owning, constructing, leasing and operating multi-family real estate located in Raleigh, North Carolina.
- The investor units do not represent a diversified investment because the Fund's activities will be limited to the Property.
- Although Capital Square and its affiliates have extensive experience in acquiring, improving and operating commercial real estate, the Fund and the Manager were recently organized and do not have an operating history or significant assets.
- · Investors will rely solely on the Manager to manage the Fund and the Property; the Manager will have broad discretion to make decisions regarding the Property.
- There are substantial risks associated with developing the Property in an economically disadvantaged, qualified opportunity zone that permits investors in the Fund to qualify for available Opportunity Zone Tax Benefits.
- Diversification does not guarantee profits or protect against losses.
- The Fund may not make capital distributions until the sale or refinancing of the Property, if at all.

- The Fund will pay substantial fees to the Manager and its affiliates (including CS Development).
- The investor units will be highly illiquid; transferability of the investor Units is restricted and withdrawals of capital contributions are prohibited.
- Substantial actual and potential conflicts of interest exist among the Fund, the Manager, Capital Square, CS Development and their affiliates.
- An investor could lose all or a substantial portion of his investment in the Fund
- There are tax risks associated with an investment in the investor units, including the possibility that government regulations regarding Opportunity Zone investments may change.
- Investment may result in a loss of entire amount invested.
- The income tax laws applicable to the Fund and to Investors therein are extremely complex, and the summary herein is not exhaustive and does not constitute tax advice. A person considering an investment in the Fund should consult its own tax advisor in order to understand fully the Federal, state, local, and foreign income tax consequences of an investment with respect to the Investor's particular situation.





# PROPERTY SUMMARY

#### ADDRESS

320 West South Street | Raleigh, North Carolina

#### THE PROJECT

A mixed-use, luxury multifamily and retail development in Raleigh's Warehouse District

UNIT COUNT

297

RETAIL SPACE

8,384 square feet

PARKING

437 spaces

# OFFERING DETAILS

### Offering Details

Offering Size:	\$48,451,000 <sup>1</sup>
Minimum Purchase:	100 Investor Units (\$100,000) minimum for accredited investors.
Price Per Unit:	\$1,000
Suitability:	For accredited investors only.
Preferred Return:	7% preferred return. See "Summary of the Offering" of the Fund's Private Placement Memorandum. <sup>2</sup>
	1. To the Investors until each Investor has received a 7% per annum cumulative preferred return;
	2, To the Investors until each Investor has received aggregate distributions under this clause (2) equal to such Investor's capital contributions to the Fund;
Priority of Capital Distributions:*	3. 90% to the Investors and 10% to the Manager, until each Investor has received an 11% per annum cumulative preferred return, compounded annually; and
	4. 80% to the Investors and 20% to the Manager, until each Investor has received a 16% per annum cumulative preferred return, compounded annually.
	5. Thereafter, 50% to the Investors and 50% to the Managers.
Loan-to-Value:	65% (estimated)
Holding Period:	10-year minimum for permanent elimination of capital gains taxes generated during the holding period.
Lookback Provision:	Upon liquidation of the Fund, if investors have not received 100% of their initial capital contribution during the life of the Fund, the Manager will be required to pay back any distributions received to the extent of any shortfall.

<sup>1.</sup> Subject to increase to \$53,297,000. | 2. Distributions and the preferred return are not guaranteed and are subject to available cash flows.

### Objectives

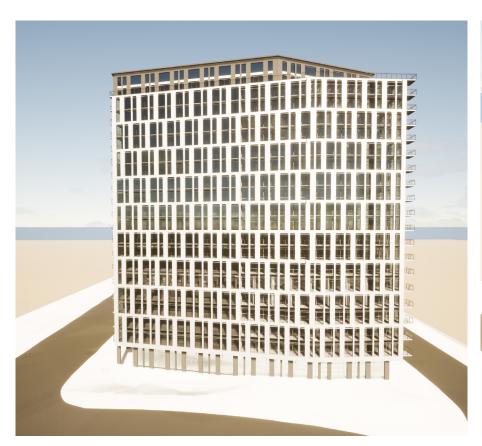
Reduce or permanently eliminate capital gains taxes Generate attractive risk-adjusted returns

Return investor capital

<sup>\*</sup>The discussion of Priority of Capital Distributions is merely a summary of the distribution provisions and is qualified in its entirety by the full text in the Operating Agreement. See "Summary of Operating Agreement and Income, Loss and Distributions" in the Fund's Private Placement Memorandum.

# PROJECT DETAILS

- Twenty-story structure with 297 luxury apartment units
- Approximately 8,384 square feet of ground floor retail to allow for a vibrant mix of uses
- Standalone parking structure adjacent to the tower with 437 parking spaces
- Generous amenity platform featuring ample outdoor space, swimming pool, rooftop lounge, coworking space and a state-of-the-art fitness center





The renderings are conceptual for representational purposes only. The description of 320 West South Street and all features, specifications and plans in the renderings are subject to change. Not all designs, amenities, features and finishes depicted herein may be constructed in accordance with the renderings. The improvements represented are not to scale and may not be shown in their final as-built locations and orientations.

## Target Apartment Unit Mix

Unit Type	Total	Unit %
Studio	37	12%
1 Bedroom	93	31%
1 Bedroom+	73	25%
2 Bedroom	73	25%
2 Bedroom+	18	6%
3 Bedroom	3	1%





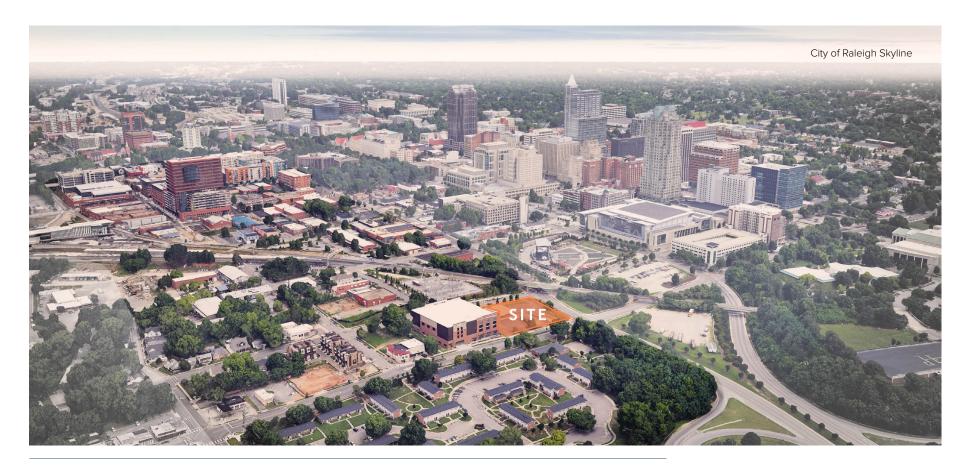
# Average Unit Size

Unit Type	Avg. Square Feet
Studio	601
1 Bedroom	856
1 Bedroom+	921
2 Bedroom	1,281
2 Bedroom+	1,290
3 Bedroom	1,852

Preliminary interior unit designs pictured above are conceptual and subject to change.

# PRIME DOWNTOWN RALEIGH LOCATION

320 West South Street is ideally located in the central business district of Raleigh within the Warehouse District at the intersection of the Boylan Heights neighborhood, Dorothea Dix Park, and downtown. The project is surrounded by galleries, art studios, breweries, bars, restaurants, a food hall, and Raleigh's largest city park.<sup>3</sup> The property is within walking distance to several of Raleigh's prominent attractions, including RedHat Amphitheater and the Raleigh Convention Center. The site is directly adjacent to U.S. Route 70, providing easy access and fast connections throughout The Research Triangle, anchored by Duke University, University of North Carolina at Chapel Hill and North Carolina State University.



<sup>3.</sup> https://raleighnc.gov/places/dorothea-dix-park

# RALEIGH'S GROWING ECONOMY

Raleigh ranked number one on Top 10 Real **Estate Markets to** Watch for 2021, a list by PricewaterhouseCoopers and the Urban Land Institute that identifies top markets based on trends in local economic and local real estate conditions.4

#### A Magnet for People and Companies

Emerging Trends in Real Estate 2021, a report by PWC and ULI, stated that Raleigh, along with markets such as Austin, Nashville and Charlotte, has been a magnet for both people and companies due to its "18-hour" lifestyle, which draws in-migration and a corresponding increase in apartment demand due to lifestyle, culture and employment opportunities.<sup>4</sup>

#### A Growing and Educated Job Base

Raleigh offers a growing and educated job base, with walkability as an additional highlight, but also benefits from both lower housing and business cost which create attractive lifestyles.<sup>4</sup> According to the U.S. Census Bureau, North Carolina ranked as the fourth fastest-growing state from July 2019 to July 2020, a trend which is only expected to continue.<sup>5</sup> Additionally, in 2020, North Carolina announced 20,000 new jobs and \$6 billion in investment.



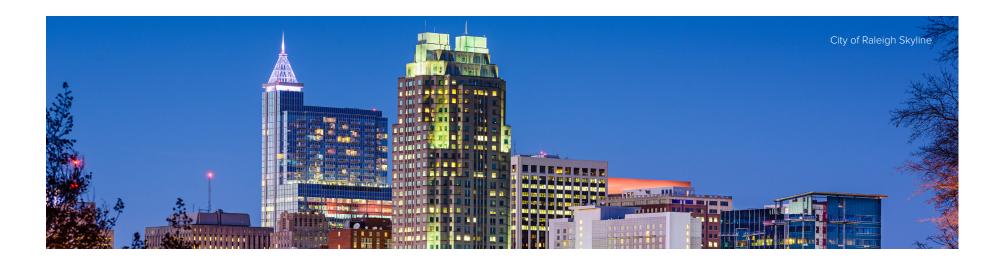
<sup>4.</sup> https://www.pwc.com/us/en/asset-management/real-estate/assets/pwc-emerging-trends-in-real-estate-2021.pdf | 5. U.S. Census Bureau

#### Major Technology Hub

Raleigh's success and continued growth is due in part to its expansion as a major technology hub in the country. Raleigh-Durham ranked in the top 10 in CBRE's *Tech Talent Scorecard*, which ranks 50 North American markets according to their ability to attract and grow tech talent.<sup>6</sup> ULI reports that the area has over 89,000 tech jobs, representing 10.9% of the workforce, third only to San Francisco and Silicon Valley.<sup>7</sup> CompTIA declared that Raleigh has been dubbed "The Silicon Valley of the East Coast" and the third best tech town, as listed in its *2020 Tech Town Index Rankings*. This expansion is expected to continue as Raleigh-Durham has more favorable tech hiring conditions for employers compared with the most well-known tech centers such as Silicon Valley.<sup>10</sup>

#### Advanced Manufacturing and Consulting Services

In addition to the technology sector, Raleigh also has advanced manufacturing and consulting services. The presence of three large research universities in the area fuel growth, particularly in the healthcare, life sciences and research industries. The Research Triangle Park (RTP), situated on the outskirts of Raleigh, is the largest research park in the United States. Home to IBM, Cisco Systems, Fidelity Investments and GlakoSmithKine, the RTP is further enhanced by some of the top universities in the country, including Duke University, The University of North Carolina, and North Carolina State University. This allows for the labor market to be both homegrown and for the market to attract outsiders to the city. Raleigh benefits from this unique mix of high growth industries and low cost of both business and living, putting the market in a position to continue to attract new tenancy and strong job growth. The Raleigh region is positioned for continued growth over the next decade and ranked ninth on Smart Asset's list of Most Recession-Resistant Cities.<sup>11</sup>



6. www.cbre.us/about/media-center/tech-talent-2020-report | 7. 41st annual report from the Urban Land Institute and PricewaterhouseCoopers | 8. www.comptia.org/blog/2020-best-tech-cities-it-jobs-remote-work | 10. www.researchtriangle.org/news/study-raleigh-durham-ranks-10th-among-metros-as-hub-for-tech-talent/ | 11. https://smartasset.com/checking-account/most-recession-resistant-cities-2020

# RALEIGH'S MULTIFAMILY MARKET

According to Avison Young, multifamily demand is expected to remain resilient as the Raleigh-Durham economy recovers and the region capitalizes on the anticipated accelerated migration of residents and businesses that are flocking to more affordable, less dense markets.<sup>12</sup> According to Yardi Matrix, year-over-year multifamily rent growth in downtown Raleigh is expected to be 3.1% in 2023 and 3.0% in 2024.



### Rental Forecast

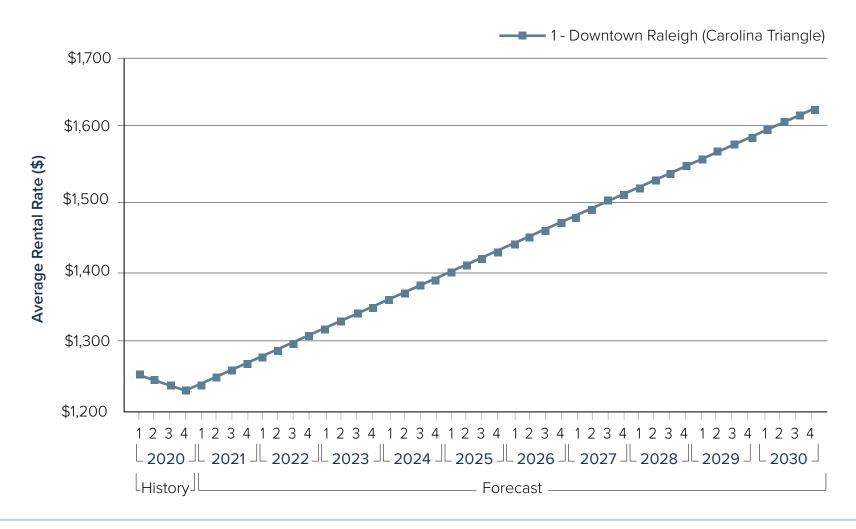
	History (Quarterly)			1-Year Forecast (Quarterly)			2-5-Year Forecast (4Q)				10-Year			
Submarket	2020		2021		2021		2022		2022	2023	2024	2025	2026	2031
	3	4	1	2	3	4	1	2	4	4	4	4	4	4
1-Downtown Raleigh (Carolina Triangle)														
Average Rental Rate (\$)	\$1,242	\$1,240	\$1,263	\$1,340	\$1,441	\$1,502	\$1,522	\$1,542	\$1,583	\$1,664	\$1,745	\$1,826	\$1,907	\$2,312
Year-over-year Rent Change (%)	0.0%	-1.2%	1.0%	7.7%	16.0%	21.1%	20.5%	15.1%	5.4%	5.1%	4.9%	4.6%	4.4%	3.6%
Occupancy Rate (%)	94.3%	94.1%	94.2%	95.0%	95.4%	95.6%	95.5%	95.5%	95.5%	95.6%	95.6%	95.7%	95.7%	96.0%



Source: Yardi Matrix

# RALEIGH'S MULTIFAMILY MARKET

### Historic and Forecast Rental Rates (\$)



Source: Yardi Matrix

# 529 KING STREET

AN APARTMENT HOTEL + RETAIL DEVELOPMENT WITHIN A DESIGNATED QUALIFIED OPPORTUNITY ZONE IN CHARLESTON, SOUTH CAROLINA







# PROPERTY SUMMARY

#### ADDRESS

529 King Street, Charleston, SC 29403

#### THE PROJECT

A mixed-use building development complete with 50 luxury apartment hotel units, 4,218-square-feet of retail space and 44 valet-operated parking spaces.

#### RENTABLE SQUARE FEET

Apartment Hotel: 27,664 Square Feet

Retail: 4,218

Total: 31,882

TOTAL APARTMENT HOTEL UNITS

50

PARKING

44 Valet Spaces

# Investors have the opportunity to place equity in a project that offers:

- A trophy asset within a designated qualified opportunity zone in the heart of historic Charleston
- A niche operation that has an enhanced return on cost, as well as downside risk protection with multiple exit opportunities
- A strong return profile that includes levered multiple on the initial investment amount over 10 years

#### The project is already well on its way:

- Property has been acquired
- Entitlements have been secured.
- Given the project's thoughtful design, approval has been granted to construct an additional story beyond the district's usual four-story height limit, which created the opportunity for an integrated rooftop food and beverage operation.





#### Investing in a Qualified Opportunity Zone Fund

Qualified opportunity zone funds can offer tax advantages that grow with time. The level of tax deferral grows over time as long as the investment is maintained in the QOF.

#### December 31, 2026:

Recognize capital gains taxes on original capital gain invested in QOF

#### April 15, 2027:

Pay taxes on original deferred capital gains (less 10% reduction, if held for 5 years)

2021	2026 2027	2031		
Year 1:	Year 5:	Year 10:		
Invest capital gains in a QOF within	Tax on original	All capital gains taxes on		
180 days	deferred capital gains	potential profits from QOF		
	is reduced by 10%	investment are eliminated		

# OFFERING DETAILS

### **Targeted Objectives**

Reduce or permanently eliminate capital gains taxes

Generate attractive risk-adjusted returns

Return investor capital

### Offering Overview

Offering Size:	\$13,783,000
Minimum Investment:	100 Investor Units (\$100,000) minimum for accredited investors
Price Per Unit:	\$1,000
Suitability:	For accredited investors only
Preferred Return:	See "Summary of the Offering" of the Fund's Private Placement Memorandum
Priority of Capital Distributions:	1.100% to investors until each investor has received a cumulative preferred return, compounded annually, on such investor's unreturned capital contributions
	2. 100% to investors until distributions equal invested capital
	3. 85% to the investors and 15% to the Manager
Holding Period:	10-year minimum for permanent elimination of capital gains taxes generated during the hold period
Lookback Provision:	Upon liquidation of the Fund, if investors have not received 100% of their initial capital contribution during the life of the Fund, the Manager will be required to pay back any distributions received to the extent of any shortfall
Targeted Internal Rate of Return:	See "Summary of the Offering" of the Fund's Private Placement Memorandum

# INVESTMENT HIGHLIGHTS

#### Designated Opportunity Zone Location

The project's location in a qualified opportunity zone will allow investors the opportunity to benefit from tax deferral and a step-up in basis of invested capital.

#### **Excellent Location**

The King Street development is centrally located in the heart of Upper King Street on the historic Charleston Peninsula.

#### Operating Expertise

The project's operator has nearly 17 years of experience operating and managing apartment hotel assets.

#### Market Fundamentals

Charleston has consistently ranked among the top travel destinations in the world for the past several years.

### Strong Deal Metrics

The project is targeting generating an IRR of 15.5% (excluding tax benefits), producing a 2.4x equity multiple over a 10-year hold period.

### **Emerging Property Brand**

Elevated branding separates the ROOST property brand from its competitors, evidenced by national press in outlets such as Entrepreneur Magazine, The New York Times, USA Today, The Wall Street Journal and Monocle Magazine.



#### Top Tier Design

The project is design by acclaimed architectural and interior design firm Morris Adjmi.

#### Sought-After Location in Upper King Neighborhood

The 529 King Street project is ideally located in the downtown core of historic Charleston, which is continually ranked as one of the world's top travel and leisure destinations. The project occupies a key mid-block frontage in the highly sought-after "Upper King" section of town that is home to a high concentration of luxury retail stores, restaurants and nightlife. The Upper King Street submarket is also home to a burgeoning tech and start-up scene and represents a growth corridor for higher-end multifamily development.





#### **Demand Generators**

The premier location, high-end design firm and neighboring office, educational and healthcare services in the immediate area will serve as significant demand generators.

### Superior Service & Design

The project will benefit from economies of scale provided as a result of Method Residential's operation of 27 additional units at its neighboring developments, the ROOST King & George assemblage on lower King Street.

## LOCATION

#### Ideal Location

The project is ideally located on Upper King Street in the heart of historic Charleston. Known for its cobblestoned streets, antebellum architecture and growing culinary scene, Charleston is consistently rated among the top tourist destinations in the world. The project is located just blocks from many of Charleston's top attractions, including the College of Charleston, MUSC Health Medical Center, Marion Square, the South Carolina Aquarium,

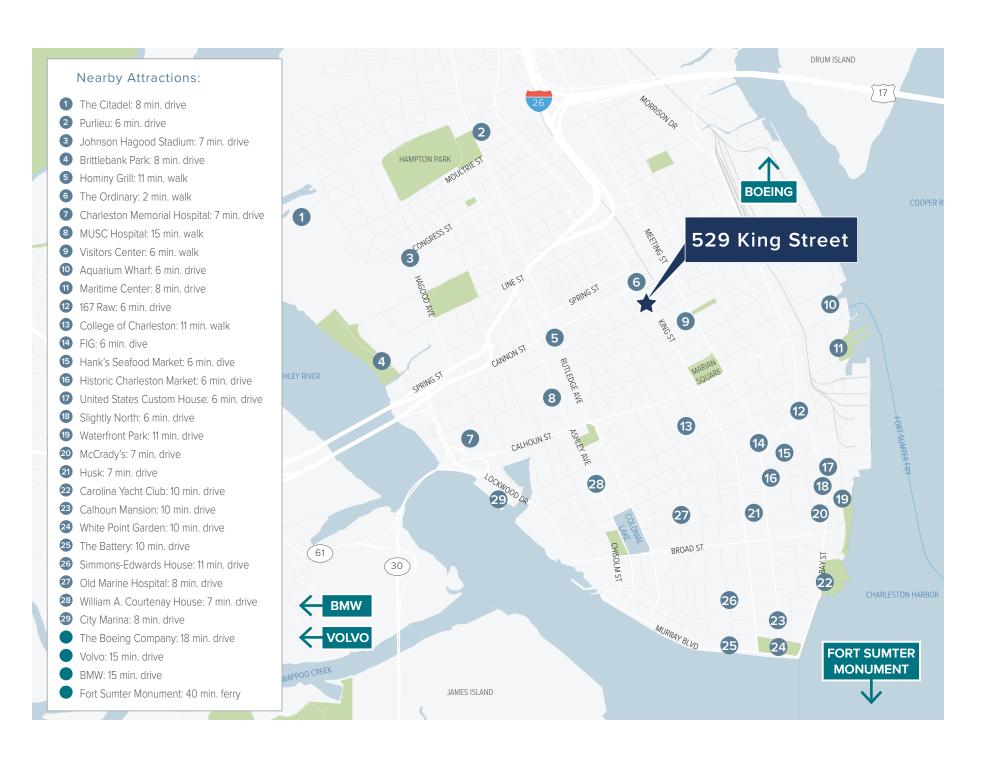
and many of Charleston's best restaurants and bars on the peninsula. Charleston's Upper King Street submarket is the center of the city's up-and-coming technology and start-up hub, while the retail corridor is the nexus for its nightlife and entertainment options. The property is in a prime location due to the confluence of popular business and tourist destinations all near the project site.



#### King Street Corridor

King Street is the central spine of the Charleston peninsula. More than 300 years old, King Street is among the most historically and architecturally significant streets in downtown Charleston. It is a mixed-use corridor containing many of the main shopping and retail options for the area. Separated into three distinct zones — Upper King, Middle King and Lower King — King Street is bustling with life and is the most convenient way for residents and tourists to visit the city's trendiest restaurants, sophisticated cocktail bars, art galleries, chic boutiques, antique shops, parks and historic attractions.

After undergoing a \$20 million streetscape project, King Street boasts wide, pedestrian-friendly sidewalks that encourage walking and accommodate year-round events. This combination of enjoyable urban streetscape and high-volume pedestrian traffic has led many local and national retailers to locate on King Street. *U.S. News* and *World Report* to name it one of the country's "Top 10 Shopping Streets." The influx of national brands has created competition for prime retail bays and a shortage of spaces able to accommodate the needs of the retailers. Additionally, the desirability of the corridor has fed upward movement in retail rents and downward pressure on retail cap rates.



# PROJECT OVERVIEW

Redevelop the existing 529 King Street property into 50 apartment hotel units, including of a mix of studio, one-, two- and three-bedroom apartments. The final development will contain approximately 27,664 net rentable square feet of apartment space and 4,218 net rentable square feet of retail space that includes a lush courtyard and a rooftop lounge that will be open to the public.

#### **Design Aesthetics**

The project sits mid-block along King Street and is conceptualized in a way that blends with the contextual fabric. The facade has been designed as a modern interpretation of the historic Victorian-era aesthetic prevalent in Charleston. The penthouse level is set back to create relief from the street. Generous penthouse units are oriented to maximize views of King Street and the Charleston Harbor. Rooms are arranged around a lush, landscaped courtyard and are oriented to provide for maximum air and light. Guests of the project will be able to step outside of their units onto a semi-private terrace or balcony to enjoy a coffee or glass of wine. Each floor has been designed to include a variety of amenity spaces, including a small fitness center, library and co-working space, guest-only lounge and a rooftop food and beverage operation that will be open to the public.





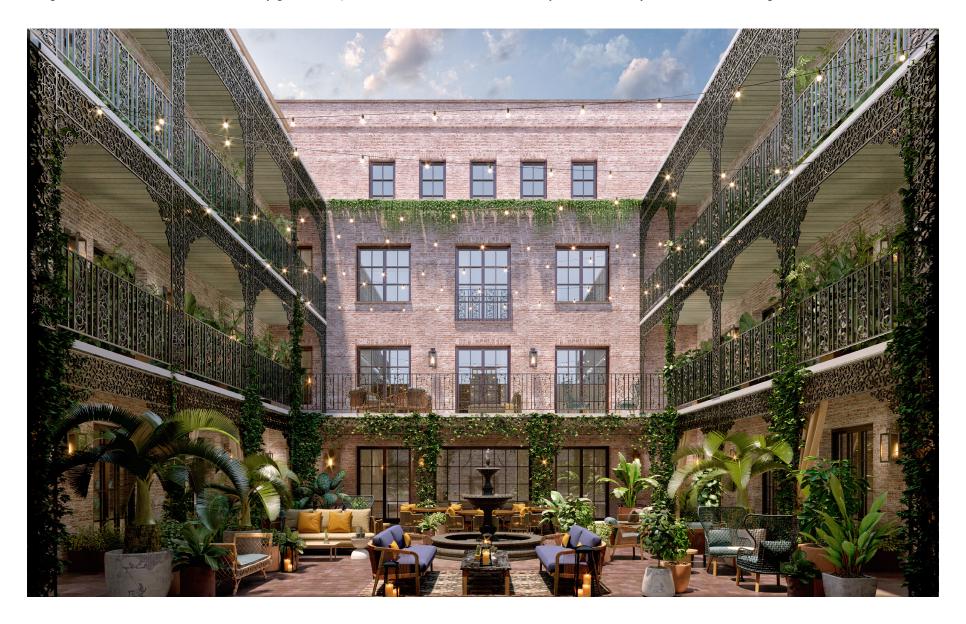
### Apartment Hotel Unit Mix

Unit Type	No. Units	% Total	SF/Unit	Total SF	% of Total
Studio Suite	30	60%	463	13,891	50.21%
One Bedroom Suite	18	36%	607	10,926	39.50%
Two Bedroom Suite	1	2%	1,279	1,279	4.62%
Three Bedroom Suite	1	2%	1,568	1,568	5.67%
Total / Average	50	100%	553	27,664	100%



### Lush Courtyard

The property's interior design concept projects a youthful energy and bohemian vibe. In its purest form, the courtyard at 529 King St. will function as an open-air living room for ROOST residents to socially gather in a place that evokes a sense of urbanity and community at the scale of a village.



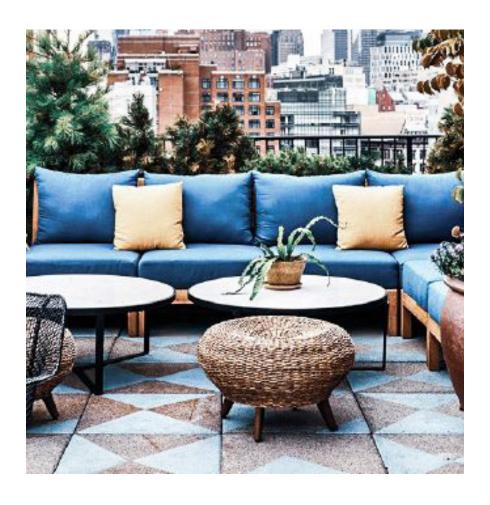
### A Vibrant Rooftop

A Method Residential affiliate will operate the rooftop lounge, drawing on significant experience in food and beverage operations, including its award-winning Wm. Mulherin's Sons and HIROKI restaurants in Philadelphia. This operating expertise will be brought to the 529 King Street project to create a space that serves both as an amenity to the residents and a regional draw.

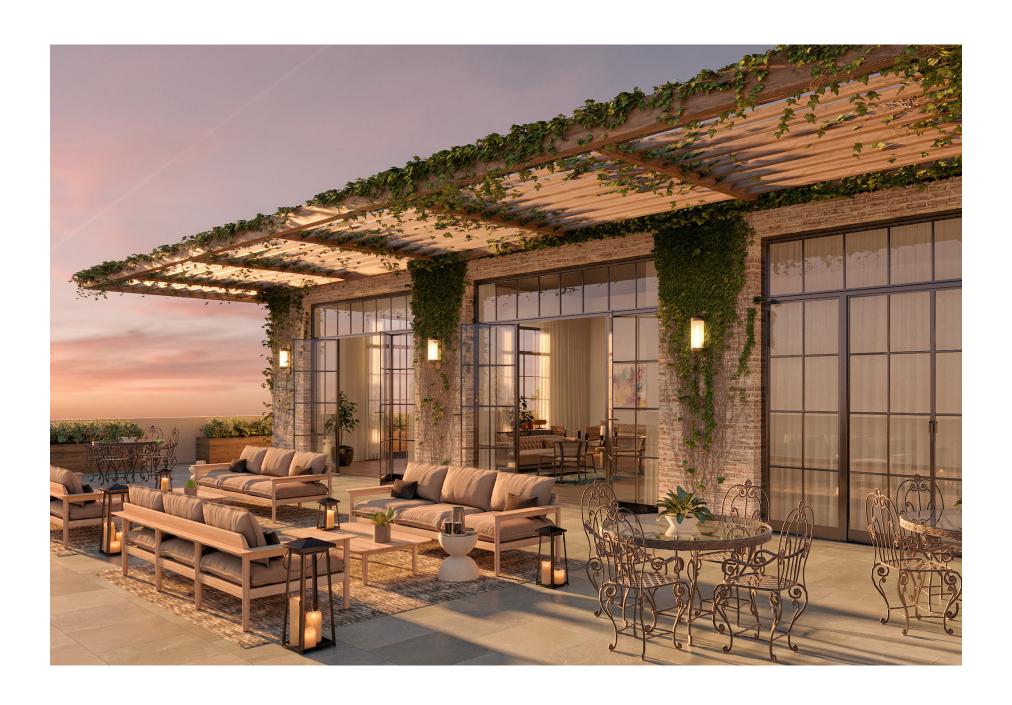
The publicly accessible rooftop will include a large indoor area that features bar seating and small seating arrangements centered around a wood fireplace

and gracious window openings. Large French doors will open to an outdoor dining terrace with seating arranged to accommodate a variety of groups and centered on a water feature and gas fire pits. Views face downtown Charleston and the harbor.

The rooftop terrace at 529 King Street will function as a gathering perch for ROOST residents, travelers and locals alike. The naturally lit space will boast a modest cocktail bar complemented by an indoor/outdoor open seating plan that is softened by muted matte finishes to evoke a sense of elegance.



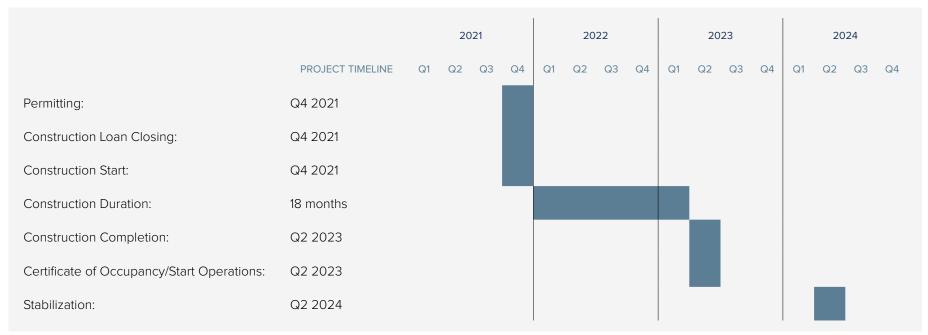




#### Retail Strategy

With two retail spaces consisting of nearly 4,218 square feet of space and prime frontage along King Street, the project controls a key block on Upper King Street. Best-in-class bars and restaurants have been flocking to Upper King Street because of the high volume of tourists and destination travelers with disposable incomes that come to the area. Method Residential sees an opportunity to selectively curate a mix of two retailers that are potentially accretive to the overall project and will hopefully enhance the perception and experience of the ROOST brand. The retail mix can provide a local, authentic feel that will help tie ROOST into the character and fabric of Charleston.

### Targeted Development Timeline



#### Filling the Void

Under Method's ROOST brand, the property will seek to fill a void in the market for a well-appointed, yet reasonably priced offering for stays of a longer duration than traditional hotels.

In addition, the combination of the project's key location on Upper King Street and zoning regulations that limit future hospitality as well as short-term rental density may help curb the future supply of competitive projects over a long-term period.

# ABOUT CAPITAL SQUARE

**\$3.6 billion+** real estate transacted

**\$3.1 billion+** current portfolio

**3,500**+ investors served

**100+** investment offerings sponsored

More than **\$131+** million in investor distributions paid

### MFFT THE TEAM

### Combined Years of Real Estate Experience

Acquisitions	Accounting & Finance	Sales	Investor Relations		
55 years	170 years	317 years	95 years		
Asset Management	Development	Legal	Operations		
105 years	53 years	75 years	38 years		

Capital Square has **eight** divisions fully staffed with experts that are exclusively focused on tax-advantaged real estate investments.

- 939+ combined years of commercial real estate experience
- 76 full time employees
- 5 Juris Doctorates
- 15 master's degrees
- 57 undergraduate degrees

- 1 Fannie Mae underwriter
- 4 Certified Public Accountants
- 15 professionals with FINRA Series 7, 22, 24, 63 and/or 66 licenses
- 1 Accredited Commercial Manager

- 1 Certified Treasury Professional
- 1 Real Estate & Urban Land Development program graduate
- 3 Certified Property Managers
- 1 with Chartered Alternative Investment Analyst Association certification

- 2 Certified Commercial Investment Members
- 1 Department of Housing & Urban Development certified housing counselor

### **Experienced Investment Management Team**

More than **\$3 billion**in securitized offerings

3+ decades
of experience

300+

1031 Exchange programs, REITs and other private placement programs

#### The Capital Square Team



Louis J. Rogers
Founder & CEO

Louis J. Rogers is the founder and chief executive officer of Capital Square and its related entities, including Capital Square Development. He is also the founder and CEO of Rogers Realty Advisors, LLC.

Prior to founding Capital Square, he served as managing director of private programs at a national real estate sponsor and was the former chief executive officer of its FINRA-licensed broker-dealer.

Rogers was a founding member of a national real estate investment sponsor in 1998, where he ultimately served as president and on the board of directors until 2007. Under his leadership, the company became the nation's largest tenant-in-common (TIC) sponsor, which syndicated in excess of \$5 billion of real estate in over 100 offerings, including TICs, real estate investment trusts (REITs) and real estate funds.

Prior to 2004, Rogers was an influential tax, securities, and real estate attorney. He was a partner with the Hirschler Fleischer law firm in Richmond, Virginia (1987-2004), where he founded and led the firm's Real Estate Securities Practice Group. Rogers was responsible for billions of dollars of TIC, REIT and fund offerings as an attorney and executive officer.

Rogers earned a Bachelor of Science from Northeastern University in 1979 (with highest honors), a Bachelor of Arts (with honors) in 1981 and Master of Arts in 1985 in Jurisprudence from Oxford University, and a Juris Doctor degree in 1984 from University of Virginia School of Law. He is a former Adjunct Professor of Law at the Marshall-Wythe School of Law at the College of William and Mary and lecturer at the University of Virginia School of Law.

#### The Capital Square Team Continued



Adam Stifel
Executive Vice President,
Development

Adam Stifel is the executive vice president of development at Capital Square. Prior to joining Capital Square, he founded Hook Properties, LLC, a real estate development firm based in Washington, D.C. Previously, Stifel was the co-founder and co-owner of CAS Riegler Companies, a full-service real estate development firm specializing in urban infill projects in Washington, D.C. He has personally sponsored and delivered more than \$400 million in real estate value over the past 15 years, primarily in the form of multifamily development.

As the owner of CAS Riegler Companies, and Hook Properties, Stifel managed the acquisition, financing, entitlements and all aspects of development management for an array of multifamily projects with a wide variety of complexities, including: The Colonel, a fully stabilized mixed-use development requiring a \$42 million capitalization, which involved a complicated design of both ground-up construction and historic restoration and included a 20% increase to by-right density and full historic review; Holm, a fully stabilized mixed-use development requiring a \$26 million capitalization, which was a ground-up urban in-fill project in the Logan circle neighborhood and included entitlements garnering a reduction in parking requirements and an increase in density and height over by-right zoning; The Mill, a fully stabilized multifamily development requiring a \$25 million capitalization, which involved a federal and state historic tax credit syndication and included a ground-up, for-sale component and the repurposing of a nearly 200-year-old mill on a federally protected boulevard; and South Cathedral Mansions, a fully stabilized multifamily development requiring a \$70 million capitalization, which value-add project included an extremely complicated TOPA process, unraveling rent control, and a federally protected historic property.

Stifel has also delivered a multitude of boutique and mid-sized condominium and apartment buildings in the Washington, D.C. region and has a history of successfully navigating urban in-fill projects which regularly include historic complexity, contentious neighborhoods, entitlement hurdles, and complicated construction types. He also co-founded Snead Construction and the Property Portfolio, providing property management services.

Having started his career as a commercial real estate broker, Stifel has been in the Washington D.C. real estate industry since 2003. He earned a Bachelor of Science in history from the University of Denver in 2003.

#### The Capital Square Team Continued



Whitson Huffman
Chief Strategy and Investment
Officer



Natalie Mason Senior Vice President of Development

Whitson Huffman is responsible for sourcing and acquiring a wide variety of mixed-use multifamily, office and retail properties at Capital Square. Prior to joining Capital Square, he was an associate at JBG Smith (formerly The JBG Companies), a NYSE-listed REIT and fund manager with a \$4.5 billion market capitalization. While at JBG Smith, he developed 1,300 residential units and over 210,000 square feet of retail with a total capitalized value of over \$650 million. Huffman also sought entitlements for over 1,500 residential units and 350,000 square feet of retail, with a projected capitalized value of over \$400 million. Previously, he was employed as a consultant in the financial services group at Ernst & Young, working on multifaceted banking and capital markets projects for systemically important financial institutions.

Huffman earned a Bachelor of Science degree from Miami University Farmer School of Business, Finance and a Master of Real Estate, Finance from Georgetown University. He is very active in a number of programs, including ULI Young Leaders Program; NAIOP; Chairman, National Capital Chapter Ducks Unlimited; and Juvenile Diabetes Research Foundation and the Real Estate Games Committee Member.

Natalie Mason is the senior vice president of development at Capital Square. Prior to joining Capital Square, she was senior director at Tishman Speyer, where she oversaw the financing, construction, delivery and sale of more than 1,200 residential units. In this role, Mason led the internal project team, implemented residential sales and marketing strategy, and was responsible for overall financial performance, coordination with design and construction professionals and the hiring of critical vendors.

Prior to her tenure at Tishman Speyer, Mason spent time as project manager for the Office of the Deputy Mayor for Planning and Economic Development for the Government of the District of Columbia.

Mason graduated from Princeton University with a bachelor's degree, with honors, in Slavic language and literatures with a certification in Russian studies. She earned an MBA from The Wharton School with a focus on real estate as well as a Master of International Studies degree with a focus on Russian from Lauder Institute of Management & International Studies at the University of Pennsylvania.

#### The Capital Square Team Continued



Jake Baum
VP, Acquisitons and Development

Jake Baum is vice president of acquisitions and development at Capital Square. Prior to joining Capital Square, Mr. Baum served as a Development Manager with Hook Properties, where he was responsible for leading all aspects of the development process from acquisition through completion.

Prior to joining Hook Properties, Mr. Baum worked at CAS Riegler Companies and ComfortSystems USA in construction management. His project experience ranges from infill multifamily and mixed-use to laboratory and classroom buildings.

Mr. Baum earned a Bachelor of Science in Mechanical Engineering from the University of Virginia and a Master of Professional Studies in Real Estate from Georgetown University. He is an active member of the Urban Land Institute (ULI) and serves on the Special Events Committee and participates in the Young Leader's Group.



# ABOUT METHOD

Method Co., the parent company of Method Residential, is a development, management, hospitality and design firm founded on the premise of joining historically separated disciplines under one roof. The company bridges the worlds of hospitality based operations and real estate development to create both singular businesses and best-in-class brands.

# ABOUT METHOD RESIDENTIAL

Method Residential, LLC ("Method") is majority owned by Randall T. Cook and David Grasso. In 2012, Mr. Cook and Mr. Grasso formed Method to leverage their collective experience and capitalize on an under represented niche in the United States for high quality and well located yet reasonably priced owner-operated, furnished apartments.

Method combines Mr. Cook's and Mr. Grasso's operational and development expertise, respectively, to create a fully integrated company to acquire, develop and operate a ground-breaking and industry-leading flexible-stay residential company.

Method offers a unique ability to operate Class-A apartment buildings as furnished apartments and generate significantly greater returns as a result of over 17 years of experience within the industry and a precise attention to detail, commitment to excellence in all areas of the business and the ability to assemble the best teams in any given market.

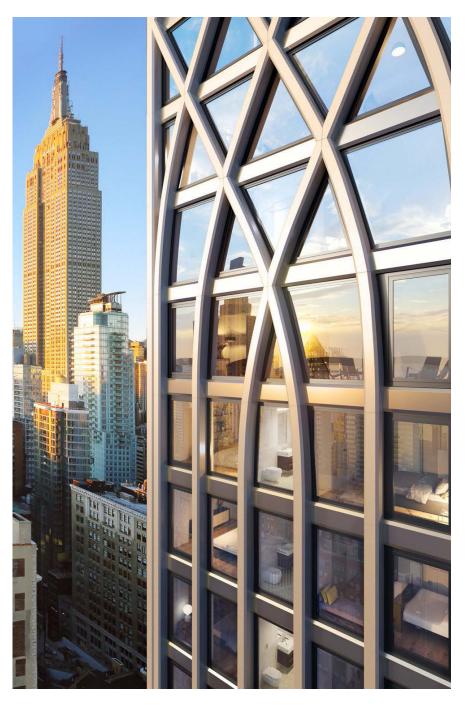


#### Method's Results

Method has significant experience with food and beverage options including its two award-winning concepts in Philadelphia, "Wm. Mulherin's Sons" – wood fired Italian and "HIROKI" Japanese omakase. With expertly crafted cocktails, hand-crafted pizzas and pastas and a sexy, intimate vibe. Wm. Mulherin's is consistently ranked among Philadelphia's top restaurants. HIROKI has received raving reviews since opening, including one from Philadelphia Magazine stating, "HIROKI is perfect. Go there now."

This operating expertise will be brought to the 529 King Street project to create space that serves both as an amenity for residents and a regional draw.







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To view the progress of Capital Square's developments, visit the construction camera page on our website: https://www.capitalsquare1031.com/construction-camera/.

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