



Link Apartments Opportunity Zone REIT, LLC

For more information, email us at: QOFInvesting@grubbproperties.com

For Accredited Investors *Only*

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Investments in the fund are subject to significant risks due to, among other things, the nature of the fund's investments. These risks will be set forth in greater detail in the fund's confidential private placement memorandum.

Governance, Compliance & Reporting

- Grubb Properties is governed by a sevenmember Board of Directors with a majority of outside Directors.
- Grubb Properties has completed a Service Organization Controls Audit (SOC 1 – SSAE-16) as of December 31, 2022.
- 3. Grubb Properties prepares its fund financial statements in accordance with United States generally accepted accounting principles, consistently applied, and has them audited by a firm of independent certified public accountants. Whenever the valuation of fund assets or net assets or a property in which the fund has made an investment is required, Grubb Fund Management, LLC, as the managing member of Link OZ REIT, shall determine the fair value thereof in good faith and consistent with ASC 820 Fair Value Measurements and Disclosures (formerly FAS157), relying on third-party support when available.
- 4. Grubb Properties currently utilizes Yardi Systems property management and accounting software and designates individual property accountants for day-to-day bookkeeping at the property level for Link OZ REIT's investments. In addition, Grubb Properties designates a property accountant for the individual fund bookkeeping and utilizes Alter Domus (US) LLC as an independent investment servicing company to provide fund administration and financial reporting for investors.



Important Notes Regarding Performance Information

Any targets, forecasts, and projections contained herein have been prepared and are set out for illustrative purposes only, and no assurance can be made that they will materialize. Projections and forecasts have been prepared based on Grubb Properties' current understanding of the intended future operations of the applicable funds, its current view in relation to future events and various estimations and assumptions made by it, including estimations and assumptions about events that have not occurred, any of which may prove to be incorrect. Therefore, the forecasts and projections are subject to uncertainties, changes (including changes in economic, operational, political, or other circumstances) and other risks, including broad trends in business and finance, legislation and regulation, interest rates, inflation, currency values, market conditions, the availability and cost of short-term or long term funding and capital, all of which are beyond Grubb Properties' control and any of which may cause the relevant actual, financial and other results to be materially different from the results expressed or implied by such forecasts or projections. Industry experts may disagree with the forecasts and projections, the estimations and assumptions used in preparing the targets. No assurance, representation or warranty is made by any person that any targets, forecasts and projections will be achieved and no prospective investor should rely on such targets, forecasts or projections. Target returns are aspirational only. Past performance is not indicative of future results.

Market index information shown herein is for illustrative purposes only and is included to show relative market performance and other metrics for the periods indicated. The indexes presented herein are not representative of any Grubb Properties fund and no such fund will seek to replicate an index. Indexes have limitations because indexes have volatility and other material characteristics that may differ from an actual portfolio. For example, investments made for a fund may differ significantly in terms of asset holdings and allocation from those of the index. Accordingly, investment results and volatility of a portfolio may differ from those of the index referenced. Also, the indexes noted in this presentation are unmanaged, are not available for direct investment, and are not subject to management fees, transaction costs or other types of expenses that a fund may incur. You cannot invest directly in an index. In addition, the performance of the indexes reflects reinvestment of dividends and, where applicable, capital gain distributions. Therefore, investors should carefully consider these limitations and differences when evaluating the index performance and should not rely on them as accurate means of comparison.

Gross returns do not reflect deductions for fund level fees and expenses, including asset management fees and carried interest. Accordingly, net returns would be lower. Compounded over years, this would have a significant impact upon returns.

Additional specific disclosures regarding performance information contained in this presentation are contained in the footnotes to the fund and property-level track record spreadsheets in the back of this presentation.





Qualified Opportunity Fund Program Highlights

Link Apartments Opportunity Zone REIT, LLC Tax Incentivized QOZ Growth REIT

Merger

Efficiency, Growth, Future Liquidity Options

- Created from the merger of Grubb Properties' 2019, 2020 and 2021 vintage year QOFs, which raised a combined \$355.5 million
- Capital raising window extended through December 31, 2023, giving opportunity to scale the platform with a strong pipeline
- Facilitates enhanced liquidity options that could provide investors with an option to exit at a time of their choosing while preserving the ability to remain in the structure for the entirety of their QOF 10-year holding period, or longer

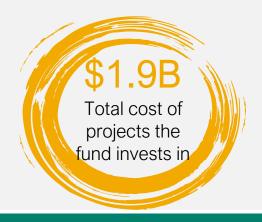
Combined Scale Benefits

Preserve or Enhance Tax Efficiency, Cost Savings, Diversification, Access to Capital & Investment Opportunities

- Portfolio diversification expected to lower risk and enhance investor returns;
- Enhanced access to capital and borrowing opportunities;
- More efficient deployment of capital within a single structure;
- Enhanced access to future investment opportunities as an ongoing vehicle with scale;
- Low fee-load vehicle with 1.2% AMF, reducing to 0.6% after 3/31/2027, no acquisition or disposition fees;
- Potential for enhanced liquidity options for investors as Link OZ REIT will be better positioned to execute a future liquidity transaction(s)









Terms Overview

Link OZ REIT will target investments in Link ApartmentsSM development projects in opportunity zone locations in high growth and highly resilient markets across the United States, with additional select investments in commercial assets.

Company Name:	Link Apartments Opportunity Zone REIT, LLC			
Target Raise:	\$550 million			
Sponsor Investment:	~\$13 million from Managing Member, affiliates and employees			
Min. investment:	\$250,000			
Company Term:	Unless liquidity event occurs, ten (10) years from Dec. 31, 2023, with three (3), one-year extensions at the Managing Member's option			
Preferred Return:	8% cumulative and compounding annually, if accrued			
Carried Interest:	18% with 100% Managing Member catch-up			
Asset Mgt. Fee:	1.2% per annum on committed capital, lowers to 0.6% on March 31, 2027			
Sustainability:	Green Building LEED or NGBS Goal			
Community Development Initiative:	Up to 5% of capital raised targeted for community development projects			
	No asset management fee charged for funds deployed in initiative projects			



Advantages of Real Estate Investment Trusts (REIT) Structuring

- Simplified tax reporting, as investors receive a 1099-DIV rather than a partnership K-1 – saving on tax prep cost and time
- Link OZ REIT files state and local tax returns, limiting responsibility for investors with respect to their investment in Link OZ REIT to their primary state of residence
- The combination of the QOZ Program with a REIT Structure provides Link OZ REIT with execution flexibility to enhance unitholder value



Manager Highlights Experienced Team / Multi-Decade Track Record

Differentiated Strategy

Unique Approach to the U.S. Housing Crisis

- Demographic-driven, Essential Housing strategy with a long runway and limited competition
- Value-oriented, high-efficiency apartment development platform Link Apartments[™]
- Urban locations near major counter-cyclical employment anchors, transit and amenities

Deep Experience

Performance Across Market Conditions

- Disciplined 60+ year investment history through eight recessions
- Focus on long term real estate value and risk management
- Deep industry relationships and unique research to identify and source opportunities

Integrated Management

Drives Value and Efficiency

- Rigorous investment process, proprietary tools and documented techniques and methods to drive value
- Lower-leverage strategy with a hyper-focus on protecting investor capital
- Vertically integrated teams that enhance property performance



Total real estate assets under management as of 6/30/2023



Grubb Properties weighted average gross propertylevel internal rate of return on realized investments



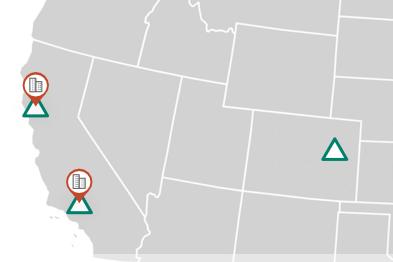
Grubb Properties weighted average gross property-level equity multiple on realized investments

Track record highlights above are based on 43 realized investments made since 2002. See Disclosure Notes for important information regarding performance information; see also investment performance section for additional more specific track record information.



Grubb Properties Geographic Presence







- 230 Grubb Properties Employees
- Approximately 8,600 Link Apartments[™] Units Stabilized or Under Development



Grubb Executive Team

- Grubb Properties' collaborative and research-driven approach drives its rigorous investment process and performance
- Grubb Properties' vertically integrated team of 230 employees reflects a collaborative and entrepreneurial spirit with a focus on transparency and discipline
- Grubb Properties' Executive Team has worked together for an average of 19 years and has approximately 300 years of combined experience

Name	Title	Current Role	Total Experience (Years)
W. Clay Grubb*	Chief Executive Officer	Leads the company's overall strategic vision and serves as chairman of the board of directors	37
M. Scott Brown*	President & Chief Operating Officer	Oversees operating activities including construction, property management, human resources and technology	31
Todd Williams*	Chief Investment Officer	Oversees the company's investment activity, capital strategy, investor relations and corporate and fund marketing	29
Sherry Long*	Managing Director – Investor Relations	Manages investor relations, including reporting and relationship management	27
Megan Slocum*	Executive Managing Director – Multifamily Development	Oversees and manages all aspects of the development process	29
Clark Spencer*	Managing Director - Investments	Oversees and manages the company's fund management platform	10
Shawn Cardner	Executive Vice President – Operations and Technology	Responsible for all aspects of technology, including ERP, information security, data and architecture, and commercial management	21
Rob Miller	Executive Vice President – Finance	Manages financial reporting and analysis, accounting, tax, audit and insurance	23

^{*} Represents members of the Link OZ REIT Investment Committee.



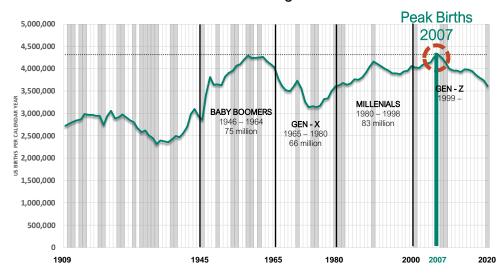
Resident Demand

Housing-Challenged Young Workforce

The Housing Crisis in America Today

- Millennials and Gen Z, with peak births in 2007, will continue to drive new demand year-over-year for the next decade today there are more 15-yr-olds (Generation Z) than 30-yr-olds (Generation Y "Millennials")
- Median new home sales price in the U.S. exceeds \$437k¹, and the median apartment rent reached \$2,029 / month²
 this is unaffordable for 68% of the Millennial and Gen Z workforce¹
- The Millennial and Gen Z workforce need different housing than workforce families who need more bedrooms and proximity to schools. Grubb's target residents value proximity to transit, employment and urban amenities and require 1 or 2 bedrooms

US Births Drive Housing and Office Demand



$^{\rm I}$ US Census Bureau, FRED, Federal Reserve Bank of St. Louis & Apartment Guide 2021 YE.

The Housing Crisis in America Today



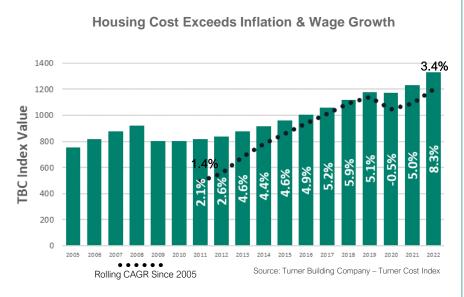


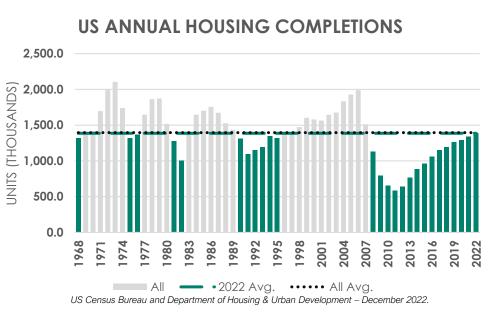
Constrained Housing Supply

The Widening the Affordability Gap

Spiraling Housing Costs in America Today

- 3.9-million-unit housing shortfall in the U.S.¹
- New Housing supply is just now nearing current 55-year average
- Building cost inflation has grown at a 10-year compounded rate of 4.74%, 38% more than wages²





² Average Hourly Earnings, FRED, St. Louis Federal Reserve Bank - June 2023.



¹ The Linneman Letter – Summer 2023.

Investment Strategy Essential Housing as an Asset Class

The investment strategy for Link Apartments[™] focuses on building new Essential Housing, one of the most resilient asset classes with high, resident demand and very little new moderate-priced, apartment inventory¹.



Essential Housing sits between luxury and affordable housing and focuses on the young, Millennial and Gen-Z workforce struggling to afford the rising cost of housing.

We pursue Essential Housing through our Link Apartments[™] developments where we leverage two key differentiators:

- 1. price point target rents that are affordable to residents earning 60-140% of the area median income.
- 2. location urban, transit-oriented, close to major fixed employers (e.g., universities, medical centers, urban districts)

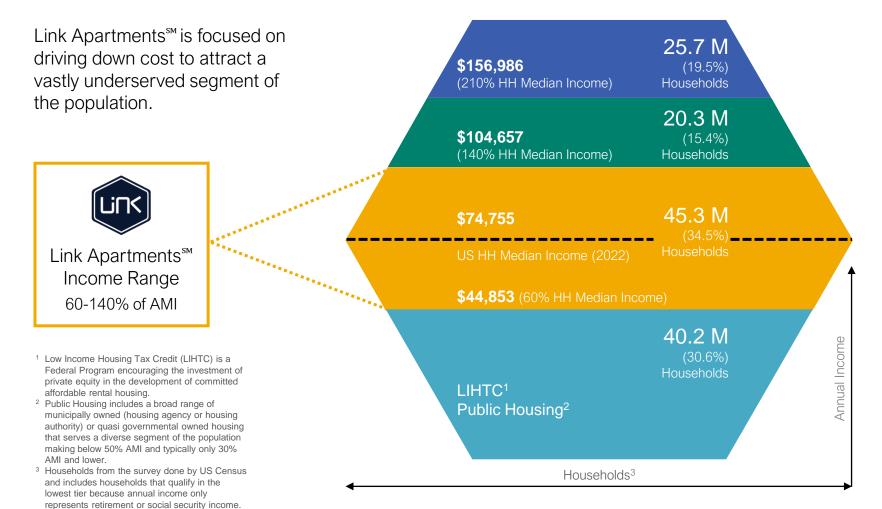


https://www.wsj.com/articles/luxury-apartment-boom-looks-set-to-fizzle-in-2017-1483358401



Resident Income Segment

Underserved Households







Link Apartments[™] Portfolio Demographic Highlights

68%

of Link households are below 120% of U.S. Median HH Income

\$52.3K

Median income range across Link properties

26-31

Median age range across Link properties

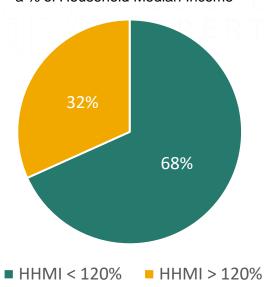
Portfolio highlights above are based on

Demographic Strategy

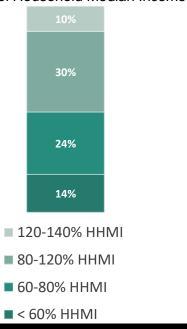
Essential Housing for an Underserved Segment of the Population

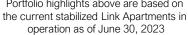
- Target housing-challenged residents earning between 60% 140% of Area Median Income (AMI) with the majority below 120% of AMI
- Singles, Roommates, and Dual-Income Couples, generally below age 35
- Residents with low automobile ownership in order to reduce their household expenses to afford better housing
- Residents that value proximity to urban job centers, transit, high-amenity neighborhoods, retail, restaurants and recreational infrastructure

Link Apartments[™] Resident Income as a % of Household Median Income



Allocation of Household Median Income







Site Acquisition Strategy Dual Market Strategy and Diversified Portfolio Construction

Highly Resilient - Major US Markets

- Examples Los Angeles, New York, Washington DC, San Francisco, Denver
- Demonstrated history of lower correlation to traditional economic cycles
- · Current softness due to the pandemic creating temporary buying opportunity
- New supply has slowed, exacerbating housing crisis, leading to future rent growth
- Post-pandemic occupancy and rent rebound likely to be exaggerated

High Growth - Secondary US Markets

- Charlotte, Atlanta, Raleigh, Nashville
- Usually more cyclical, but with substantially higher growth dynamics during expansions
- Continued job and population migration even through the pandemic
- Urbanization creates apartment opportunities through the conversion of office parking lots
- Financing has temporarily constrained supply for a classic early-cycle investment opportunity

Select Examples of Major and Secondary U.S. Markets:



Link ApartmentsSM Fitz Denver, CO 405 Units



Link ApartmentssM Solana Los Angeles, CA 70 Units



Link ApartmentssM NoDa Charlotte, NC 534 Units (2 Phases)

Our site
selection criteria
are scientifically
backed by the
proprietary index
developed by
RCLCO and the
Grubb
Properties team



Product Strategy Essential Housing is Link Apartments[™]

Intelligent Design & Efficiency

Grubb Properties created the Link Apartments[™] brand focused on design efficiency and resident amenity in order to provide a low cost, urban-infill living opportunity.

Six Highly Efficient Units

- Six floor plans ranging from 360-1,150 SF, versus industry standard of 25 types
- Plans include walk-in closets, large vanities, highend finishes

Tailored Amenity Program

- Carefully curated amenity program oriented toward young professional values and experiences
- Targeted amenities that help drive down cost such as Cycle Centers that reduce property parking demand

Underserved Demographic

- 68% of millennials can't afford the average U.S. rent, yet 75% of construction over the last five years targeted \$75,000 incomes or higher
- Young Professionals 21–35-year-olds earning 60%
 140% of area median income

Source: US Census Bureau, FRED, Federal Reserve Bank of St. Louis Apartment Guide 2021 YE Rent Café: "75% of All New Apartments in 2015 Were High-End, 14 U.S. Cities Saw No New Affordable Rentals"





Link Apartments Opportunity Zone REIT, LLC

Existing Portfolio of Assets

	<u>Market</u>	Estimated Delivery	SF	<u>Units</u>	Projected Cost
Link Apartments® Fourth Street	Winston-Salem, NC	Delivered Q3 2022	1,255	224	\$47,908,067
Link Apartments® H Street	Washington, DC	Delivered Q3 2023	5,700	191	\$81,706,448
Link Apartments® Solana	Los Angeles, CA	Q4 2025	1,935	70	\$47,577,225
Link Apartments® NoHo	Los Angeles, CA	Q1 2026	4,927	128	\$74,608,844
Link Apartments® Rosemary	Chapel Hill, NC	TBD	2,000	150	\$53,712,597
Link Apartments® Fitz	Denver, CO	Q4 2023	-	405	\$129,453,355
Link Apartments® NODA Phase I	Charlotte, NC	Q4 2023	-	292	\$86,743,272
Link Apartments® NODA Phase II	Charlotte, NC	Q2 2024	-	242	\$69,193,764
Link Apartments® NODA Phase III Office / Retail	Charlotte, NC	TBD	128,323	-	\$8,500,000
Link Apartments® Queens Plaza	Long Island City, NY	Q3 2025	6,920	417	\$357,987,668
Link Apartments® Kora	Los Angeles, CA	Q4 2025	49,500	242	\$218,602,465
Link Apartments® Korella	Los Angeles, CA	TBD	-	77	\$51,129,749
Link Apartments® Four12	Oakland, CA	Q1 2024	2,215	157	\$94,607,607
Link Apartments® Hempstead	Hempstead, NY	TBD	2,118	173	\$94,130,536
Link Apartments® Vine	Los Angeles, CA	Q1 2026	4,000	151	\$103,667,472
Link Apartments® Blake	Berkley, CA	Q4 2026	-	211	\$175,492,652
Link Apartments® Cykel	Charlotte, NC	Q1 2024	-	104	\$25,045,998
The Franklin	Chapel Hill, NC	Lease Up	118,517	-	\$58,413,446
150 E. Rosemary	Chapel Hill, NC	TBD	238,000	-	\$104,062,398
1901 Beauregard	Alexandria, VA	Lease Up	88,997	-	\$20,734,991
Total Real Estate Investments			654,407	3,234	\$1,903,278,554





Project: Link Apartments® Fourth Street

Location: 501 W. 4th Street, Winston-Salem, NC

Sponsor/Developer: Grubb Properties <u>www.grubbproperties.com</u>

Architect: BB+M www.bbm-arch.com

General Contractor: Samet Corporation <u>www.sametcorp.com</u>

Apartment Units: 224 | 68 Affordable

Commercial: 1,255 SF
Projected Cost: \$47.9M
Cost / Unit: \$213,875
Avg. Unit Size: 723 SF

Estimated Delivery: Delivered Q3 2022

Highlights:

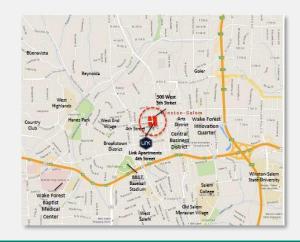
- √ 42-year, fixed rate (3.99%), construction to perm loan, fully assumable to buyer
- √ 10-year partial property tax abatement for affordability set-asides at 110% and 90% AMI
- √ 5-year tax subsidy through NC Brownfields program
- ✓ Permanent, no-cost easement for 275 parking spaces in neighboring deck minimizes parking construction on site



3.99% Fixed rate, fully assumable, 42-year construction to perm loan through HUD

15 yrs Total length of tax subsidy through NC Brownfields and affordability set-asides

Parking spaces provided for residents through no-cost easement







Project: Link Apartments® NoDa Phase I & II

NoDa Commercial Office/Retail Site

Location: 315 E. 36th Street, Charlotte, NC (NoDa)
Sponsor/Developer: Grubb Properties www.grubbproperties.com

Architect: BB+M www.bbm-arch.com

General Contractor: Samet Corporation <u>www.sametcorp.com</u>

Apartment Units: 292 Phase 1 | 242 Phase 2

Commercial: TBD Office / Retail

Land currently entitled for 128,323 SF of office

Projected Cost: \$86.7M Phase 1 | \$69.19M Phase 2 Cost / Unit: \$297,066 Phase 1 | \$285,925 Phase 2

Avg. Unit Size: 618 SF Phase 1 | 606 SF Phase 2 Estimated Delivery: Q4 2023 Phase 1 | Q2 2024 Phase 2

Highlights:

- ✓ Negotiated a ~5.5% discount to original contract price and an additional year to close
- √ \$4M direct subsidy from the City of Charlotte to extend Philemon Ave through site
- ✓ Adjacent to 36th Street rail station connecting to UNC-Charlotte, the Central Business District and South End
- ✓ Upfront and recurring cost savings through shared parking strategy between residential and retail/commercial site



\$1.7M Tax abatement through NC Brownfields Program

\$1 M Discount from original contract price due to pressure from COVID-19

~\$4M City of Charlotte subsidy to extend Philemon Ave







Project: Link Apartments® Fitz

Location: 12000 Colfax Ave., Aurora, CO (Denver)
Sponsor/Developer: Grubb Properties www.grubbproperties.com

Architect: KTGY <u>www.ktgy.com</u>
General Contractor: VCC www.vccusa.com

Apartment Units: 405 | 0 Affordable

Commercial: N/A

Projected Cost: \$129.5M Cost / Unit: \$319,637 Avg. Unit Size: 691 SF Estimated Delivery: Q4 2023

Highlights:

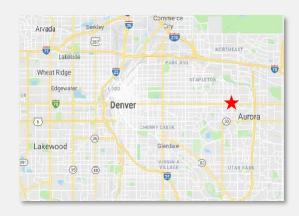
- ✓ Adjacent to Fitzsimons Innovation Campus a 125-acre Bio-Med Campus comprised of 4 medical centers
- ✓ Jobs at the Fitzsimons Innovation Campus are expected to increase from 25,000 to 50,000 within the next 10 years
- ✓ Transit Access on Denver light rail system and future bus rapid transit
- √ 10-year, construction to permanent loan through life company
- ✓ Multi-site assemblage increased original number of units by 80%



Total future jobs on Fitzsimons Innovation Campus

4 Medical centers: CU Anschutz Medical Campus, University of Colo. Hospital, Colorado Children's Hospital, VA

Potential earn-out from long-term construction to permanent loan







Project: Link Apartments® QPN

Location: 25-01 Queens Plaza N, New York, NY

(Long Island City)

Sponsor/Developer: Grubb Properties <u>www.grubbproperties.com</u>

Architect: Handel Architects <u>www.handelarchitects.com</u>

General Contractor: Consigli <u>www.consigli.com</u>

Apartment Units: 417 | 142 Affordable

Commercial: 6,920 SF
Projected Cost: \$357.9M
Cost / Unit: \$858,484
Avg. Unit Size: 645 SF
Estimated Delivery: Q3 2025

Highlights:

- ✓ Extended closing period of 6 months due to COVID-19 market effects
- ✓ No parking required for construction
- √ 35-year partial property tax abatement totaling an estimated NPV of \$66 million
- √ 95 Walk Score with direct access to three subway lines



35 yr

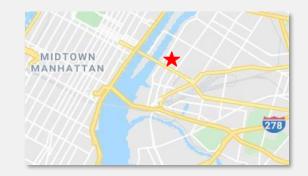
Partial property tax abatement under the 421a Affordable NY program

7, N, W

Direct access to Queensboro Plaza subway station via over-street bridge

\$19M

Estimated tax credits for acceptance into NY State brownfields program







Project: Link Apartments® Cykel

Location: 539 State Street, Charlotte, NC

Sponsor/Developer: Grubb Properties <u>www.grubbproperties.com</u>

Architect: BB+M <u>www.bbm-arch.com</u>

General Contractor: Samet Corporation <u>www.sametcorp.com</u>

Apartment Units: 104 | 54 Affordable

Commercial: 0 SF

Projected Cost: \$25.0M

Cost / Unit: \$240,826

Avg. Unit Size: 439 SF

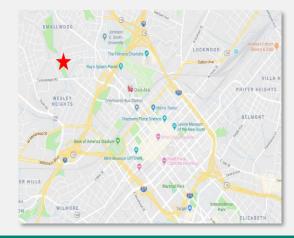
Estimated Delivery: Q1 2024

Highlights:

- ✓ First project in the Community Development Initiative
- ✓ Zero-Parking community zoned and designed without parking
- √ 50% of units (54 total) meet "affordable" standards available to residents below 80% AMI
- ✓ Biking-forward design with state-of-the-art cycle center and access
 to the greenway



- Resident parking spaces allow for cost efficient construction
- Affordable units delivered into a neighborhood in need of housing
- O% Asset management fee charged on capital deployed into Community Development Projects







Manager:

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