



CREATING THRIVING COMMUNITIES

February 2023



# Introduction Materials

CONFIDENTIAL DOCUMENT

# DISCLAIMER

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# ETHOS

Founded with the mission to champion prosperity for our investors, professionals, and residents through innovation, with a vision to be a small giant in everything we do

## TRUSTED PARTNER

- Long-standing relationships with investor base
- Reputation as a reliable transaction partner
- Significant sponsor co-investment
- Investment structures designed to maximize alignment

## EXPERIENCED PROFESSIONALS

- Executive team comprised of veterans that have successfully navigated economic cycles and exercised discipline and sound judgment to protect principal and deliver solid returns
- Vertically integrated platform led by experts that provide complete control of the investment process

## SOPHISTICATED OPERATOR

- Deep understanding of each community and consistently deliver desirable living experiences for our residents
- Cutting-edge technology to maximize operational efficiency and satisfaction
- Tailored amenity packages and social programming to enhance engagement



## OUR CORE VALUES



**FOSTER RELATIONSHIPS**



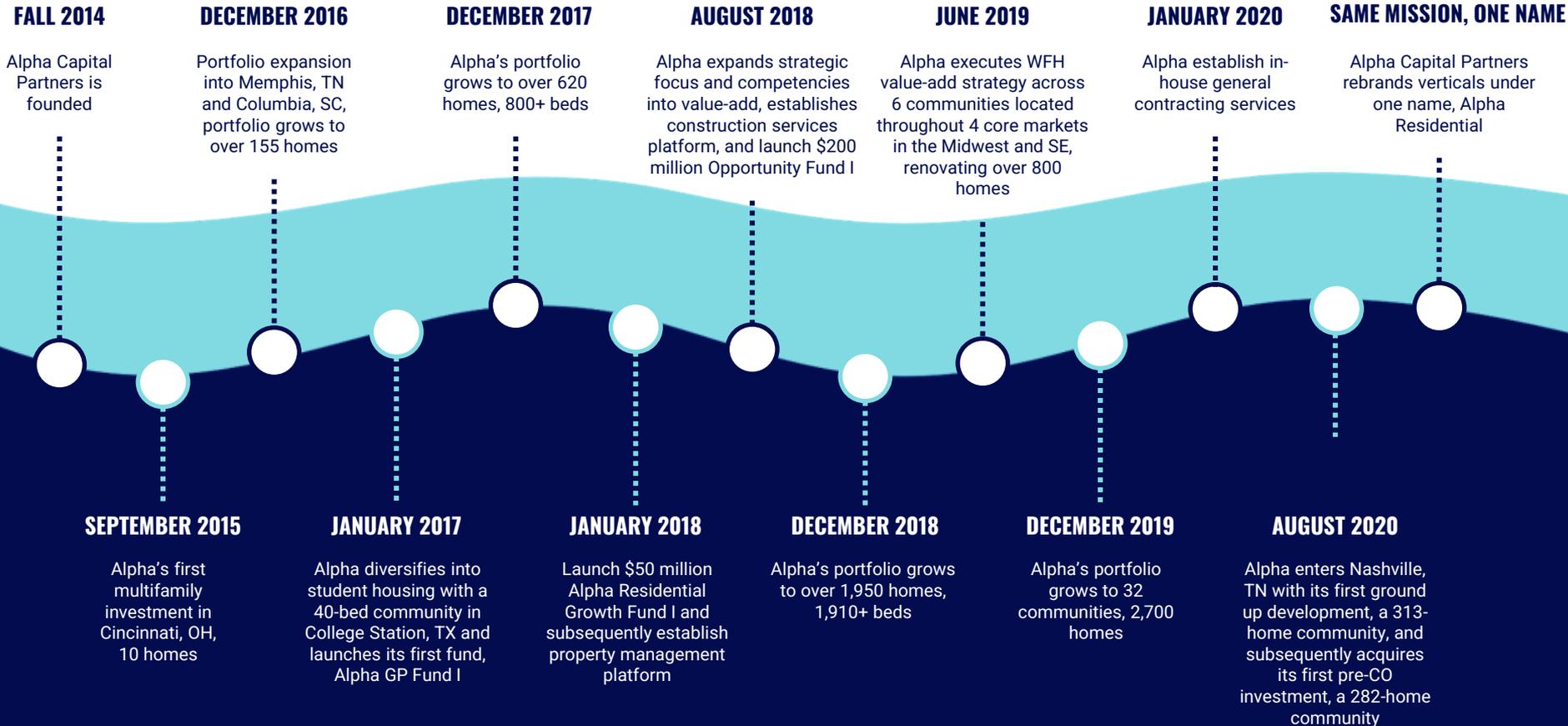
**IMPROVE CONTINUOUSLY**



**CHAMPION PROSPERITY**

# FIRM TIMELINE

Leading real estate investment manager supported by tech-enabled and vertically-integrated platform



# TRANSFORMATIONAL FOCUS

- As a leading owner, developer and operator of thriving communities, Alpha is **uniquely positioned to execute upon transformative multifamily investment opportunities** that enhance the surrounding communities and benefit towns in a variety of ways
- From the onset, Alpha has **established strategic relationships with sophisticated institutional investors** to facilitate economically viable projects providing meaningful economic stimulus in our communities in an environmentally responsible manner
- Having ~\$320 million<sup>1</sup> of investment located in Opportunity Zones (“OZ”), Alpha was a **first-mover in the OZ space** as the program was aligned with our core competencies and mission
- Alpha has demonstrated the **fitness and wherewithal to invest under various structures**, including traditional joint ventures, discretionary funds, and hybrid vehicles



Note: Portfolio information as of January 2022

1. Lifetime AUM based on internal market valuation, including actual disposition value of sales and stabilized value of active development projects
2. Property count includes active development projects
3. Concentration presented as a percentage of NOI, including proforma stabilized NOI of active development projects

# DIVERSITY & INCLUSION

Alpha continues its belief that diversity is a key competitive advantage, creating better discussions, decisions, and outcomes for all

## DIVERSITY AT ALPHA<sup>1</sup>



**50+**  
TOTAL ALPHA  
EMPLOYEES

**53%** Representation by  
Women and Minorities

**6** of our last **10** hires have been  
women or diverse candidates

## DIVERSITY ACROSS THE PLATFORM

Female Diversity vs. Benchmark<sup>2</sup>

	 ALPHA RESIDENTIAL	 @preqin
Firm	<b>32%</b>	<b>18%</b>
Senior	<b>31%</b>	<b>9%</b>
Mid	<b>28%</b>	<b>24%</b>
Junior	<b>45%</b>	<b>35%</b>

### CORPORATE

Women  
Representation  
**42%**  
Minority  
Representation  
**40%**

### OWNERSHIP

Women  
Representation  
**50%**  
Minority  
Representation  
**100%**

1. Headcount and job levels as of January 2022.

2. As defined in the 2021 Preqin Impact Report. Senior composed of C-Level, Managing Director, and Controller. Mid-Level composed of Manager, Superintendent, and Sr. Analyst; and Junior composed of Assistant, Analyst, and Accountant.

# KEY MEMBERS

Alpha is well-positioned to manage institutional quality real estate investments from initial evaluation and underwriting through development, lease-up and ongoing property and management

## INVESTMENT COMMITTEE



**JIDE FAMUAGUN**  
Founder & CEO



**BRANDON KESSINGER**  
Chief Operating Officer



**MARC MUNICHMAN**  
Managing Director

## ACQUISITIONS



**ED ROSS**  
Director

## CAPITAL MARKETS & STRATEGY



**MARC MUNICHMAN**  
Managing Director



**MICHAEL BENSIMON**  
Director, Capital Markets



**MODELE SEGUN**  
Manager, Investor Relations

## LEGAL & ACCOUNTING



**JAMES BALDWIN**  
General Counsel & Compliance



**DENNIS DiPIAZZA, CPA**  
Controller



**LAWUNMI FAMUAGUN**  
Managing Director, Admin.

## ASSET MANAGEMENT



**ANDY AYALA**  
Managing Director, Asset Mgmt.



**HEIDI MOLGAARD**  
Director, Operations

## CONSTRUCTION & DEVELOPMENT



**JOSEPH JOHNSON**  
Managing Director, Development



**J.P. MORGAN, P.E.**  
Director, Construction Mgmt.

## TECHNOLOGY & MARKETING



**YEMI FALOKUN**  
Chief Information Officer



**LOLA SOYEBO HARRIS**  
Managing Director, Marketing

## CASE STUDY

# APEX MARATHON VILLAGE

### INVESTMENT HIGHLIGHTS

- Alpha acquired the development site in February 2019 at an extremely attractive basis of \$5.3 million or \$17 thousand / unit
- Apex Marathon Village was capitalized with joint venture equity provided by Related Companies, one of the nation's most prolific institutional real estate investment firms
- Marathon Village is a rapidly growing submarket that has become a diverse destination where artists, performers, designers, business professionals, and inventors co-exist
- Apex Marathon Village will offer best-in-class finishes and amenities at materially discounted rental rates relative to neighboring infill submarkets, including North Gulch
- Alpha is developing Apex Marathon Village at a total cost basis of ~\$215 thousand / unit representing a substantial discount today's replacement cost and prevailing market values

#### PROPERTY SUMMARY

<b>Product Type</b>	Mid-Rise
<b>Year Built</b>	2022
<b>Total Units</b>	313
<b>Market</b>	Nashville, TN

#### INVESTMENT SUMMARY

<b>Strategy</b>	Opportunistic
<b>Status</b>	Pre-Leasing





**HEADQUARTERS** PITTSBURGH, PA

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