



Altus Group

10th March 2023

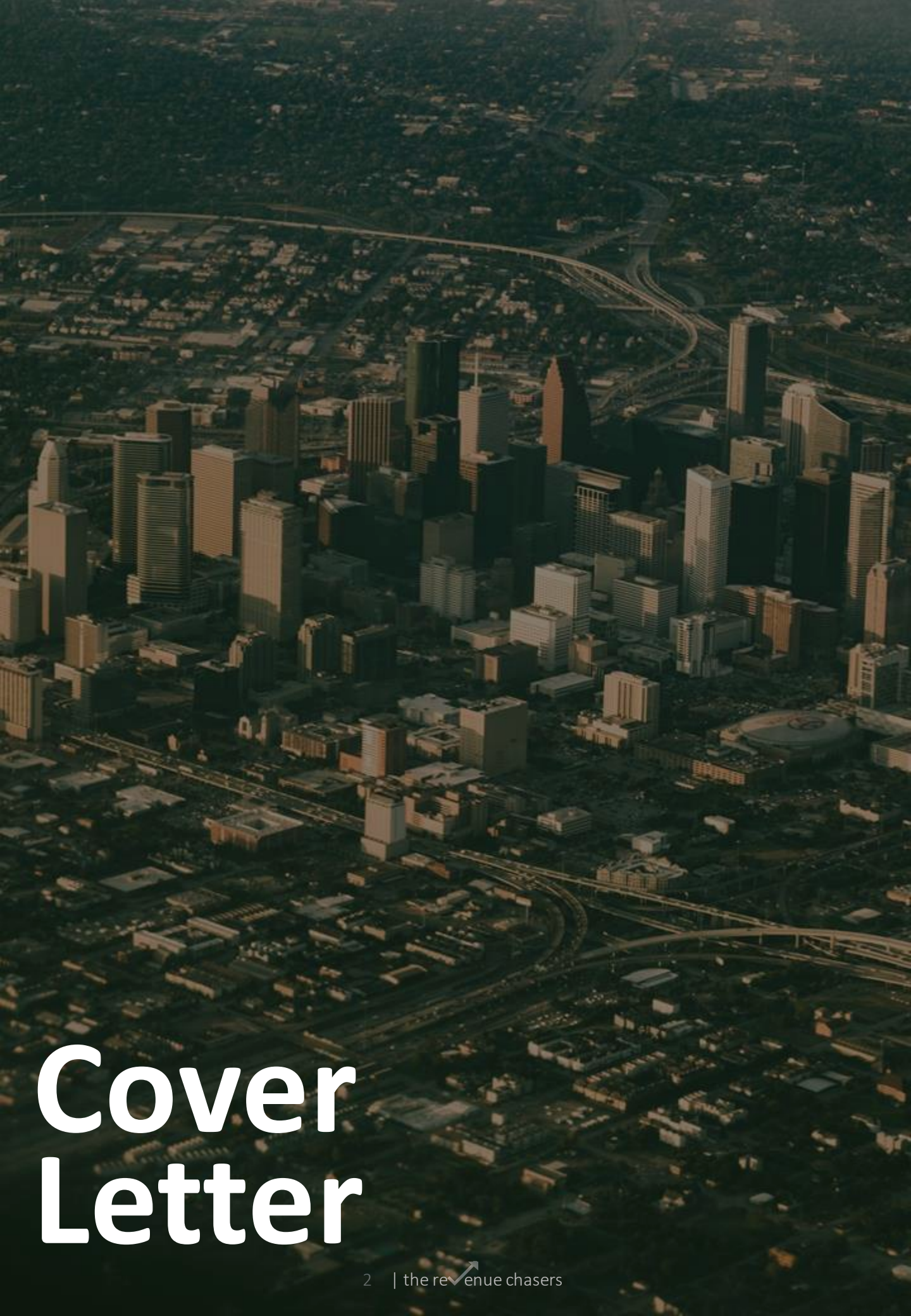
the revenue chasers

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Investment Memo

The Astro Parque, Houston
Revitalization and Preservation of the 8th Wonder





Cover Letter

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Inspired by the ancient Colosseum in Rome, the Astrodome is the world's first domed stadium and therefore dubbed the "Eighth Wonder of the World". Opened in 1965, the building itself impresses and fascinates people from all over the world. We want to dive in and aspire to welcome all people in it again.

All in all, Houston is excellent for investing in Real Estate: Being one of the fastest growing cities of the U.S., Houston is now the fourth biggest city in the U.S. and is seen as a strong business location. The demand for housing as well as the rental prices increased over the last years.

The Texas Southern University is close and there is a more than sufficient number of shopping and leisure possibilities within a 2 mile radius.

The submarket Astrodome shows a high potential for increase in value. The Astrodome is located between the submarkets Old Braeswood and Braeswood Palacy/Willow Meadows. According to GreenStreet, the surrounding areas are assessed with ZIP Code Grades A++ and A and their Median household income is above average. Additionally, the labour market is filled with jobs – not only of the nearby Medical Center where 106,000 empolyees work. Due to these reasons, the demand for housing is high. Through active management of the Astrodome, the Dome can blend into the district and convert its submarket into such an attractive surrounding as the enclosing.

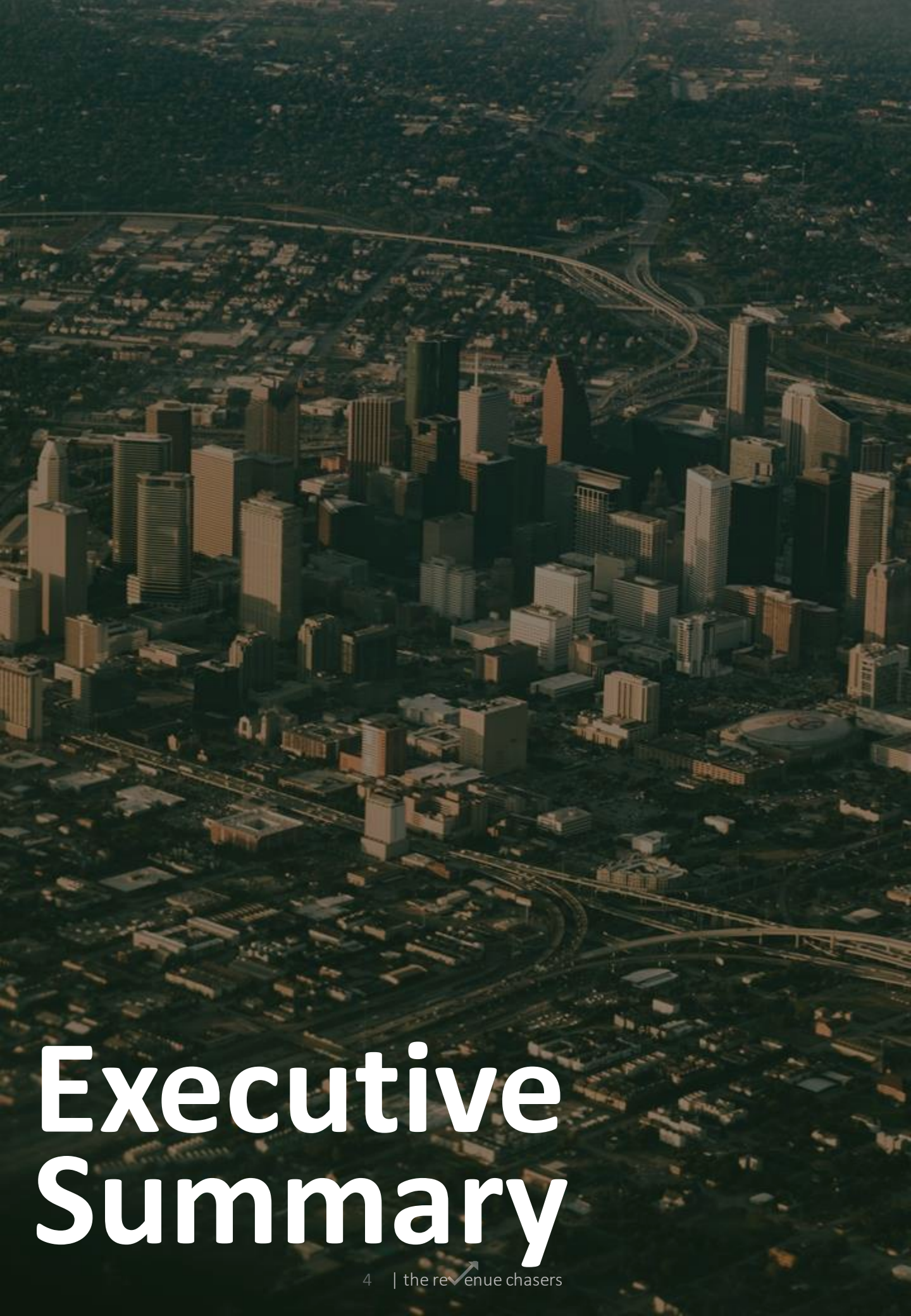
Considering the recent market developments, such as the increasing inflation rate and interest rates, the supply chain issues and the political tensions, we propose a purchase price of \$ 255,000,000. Taking this price, the available equity and the conditions for loans into account, this purchase price leads to a highly attractive yield over an investment period of 18 years so that the inflation is equalized or even exceeded.

The Astrodome and its location near to the Texas Southern University (TSU) offer a potential to meet, if not exceed, the DEI requirements: We will present a great variety of planned add-ons in order to focus on a more tolerant and social handling in the society. Sometimes it doesn't even need huge investments, small steps can make a big difference. Another matter of the heart for us is the environment and the ESG requirements that we also included in our assessment of the investment.

We want our REIT to bring this historic place back to life and to fill it with new, joyful moments. Its colorful history of characters shall inspire the Houstonians of every age and culture.

We are looking forward to discussing this project with you!





Executive Summary

Mission Statement

Overview

17 year holding period

Resale in year 18

Leveraged Equity IRR min. 25 %

Parallel EIRR min. 75 % from cashflow and 25 % from reversion

Increase ESG standard within portfolio

Improve overall DEI standards



Investment Key Facts

Astro Parque, former Astrodome

Address	3 NRG Pkwy, Houston, TX 77054, United States
Submarket	Med Center / Braes Byou
Seller and Redeveloper	Turning Park Development (short: TPD)
Property Type	Retail (3,29%) Multifamily (96,71%)
Redevelopment	2022 / 2023
Building area	1,074,816 sqft
Lettable Area	720,628 sqft
Parking	300 units
NOI	\$ 15,600,000
Ground Lease	99 years

Major Risks & Mitigations

General Trends

The world seems to be turning faster and faster – the globalization leads to international ties that produce a lot of good things but can lead to disadvantages. In the last years, the financial crisis in 2008/2009, the covid pandemic since 2020 and the ongoing supply chain issues show us, how much international crises affect all our investment and personal lives.

In order to live up to our name, we examined the investment for risks. In our point of view, there are various possible risks for all planned investments, such as:

- Inflation
- Currency risk
- Planning risk
- Interest rate risk
- Time management
- Cost risk
- Leasing risk
- Force majeure

In the following we want to address the two main current risks.

Inflation, Currency and Interest Rate Risk

The crisis in 2008/2009 showed how volatile the finance sector is. After a period of slowly increasing interest rates in the following years and a parallel boom in the real estate sector, the prime yields started to rise again. Due to the COVID-19 crisis, they did fall in 2020 and are still recovering from the low.

However as the past has shown a crisis is a good place for new opportunities and they should not be missed. As the recovery has almost always been strong and shown great results, we are convinced that the financial market will fully recover by 2026: Taking into account further interest rate increases, we assume that the inflation rate will remain constant at an average of 2.1% from 2026. The deal team plans on locking rate concurrently with or immediately after going-hard, allowing the decision on financing to be made effectively concurrently with going hard.

Leasing Risk

There are many reasons to live in an apartment of the Astro Parque: a prime location in proximity to employment centers, retail and dining, but there is an exclusive parkon site for relaxing, sports, studying or playing. Our presented concept of the Astro Parque is family-friendly with its built-in day care center and community center. The social skills of children are promoted and the work-life-balance of the parents is enabled.

Due to the nearby STU, the Astro Parque is a magnet for students that can participate in the Housing program via the STU and rent within the Parque. They can directly benefit from the food supply in the building and the network of students in the edifice. The offered jobs are the icing on the cake.

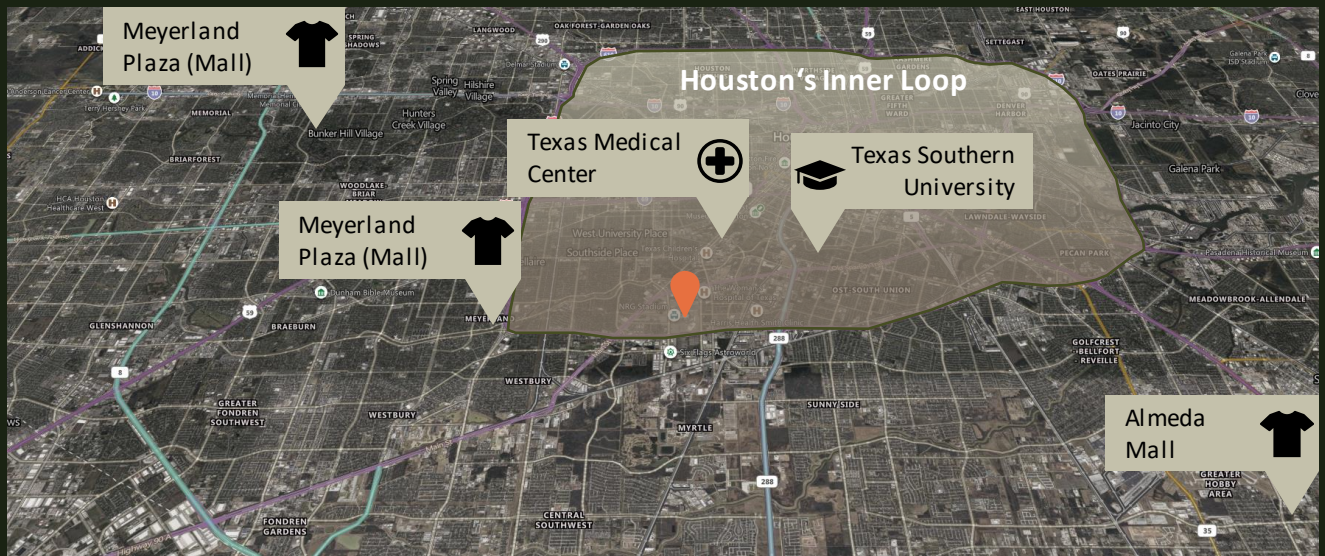
The rebuilt former Arsenal Highbury Stadium in London which „only“ offers apartments is known as the most fascinating residence of London. Due to our plans and therefore variety of starting points, compared to the Highbury apartments, the Astro Parque can be seen as an even more attractive place. In conclusion we rate the overall leasing risk very low.



Market Introduction

Macro location - Houston

4th biggest city in the US	2.31 m residents (2020)	Most diverse population in the US	GDP of \$ 537 billion (2021)	+ 45,000 residents until 2030	Crisis proof stationary retail market
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Micro location – Med Center / Braes Bayou

Median Age 34.3 years	Median monthly household income \$ 74,613	School district of Houston ISD	Close to Houston's city center	Wide range of leisure activities	Creates comfort for residents of all types
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A detailed satellite map of the Med Center / Braes Bayou area, showing various icons representing different types of facilities. To the right of the map is a table listing the local supply within a 2-mile radius.

Local supply within 2 mile radius	
Restaurants	18x
Fast Food	17x
Hotels	17x
Recreation (e.g. malls, fitness)	9x
Grocery stores	6x
Teaching facilities (Elementary, Middle, High School and others)	5x
Medical Centers	3x
Religious facilities	3x

Multifamily Market Houston

General

The Houston multifamily market is performing overall very well. The constant growth of the city is generating many new jobs, which are also leading to newly formed households. Since 2020, net job growth has increased by 2.3%. New construction activity is also very high. In 2022, more than 20,000 housing units were completed. The long-term demographic trend will continue to be positive, whereas there is an increasing lack of housing in the city. Therefore, despite changing market conditions, the multifamily market is expected to remain healthy.

Rent Development & Occupancy

After several years of stable rent growth, rents have increased since 2021 considerably due to high demand and inflation. From the end of 2021 to the end of 2022, the average monthly rent grew by 5.1% annually. With continued high inflation, it is expected that rents, as well as median household incomes, will continue to rise. Since 2021, the vacancy rate has consistently stabilized above 90%. (Figure 1)

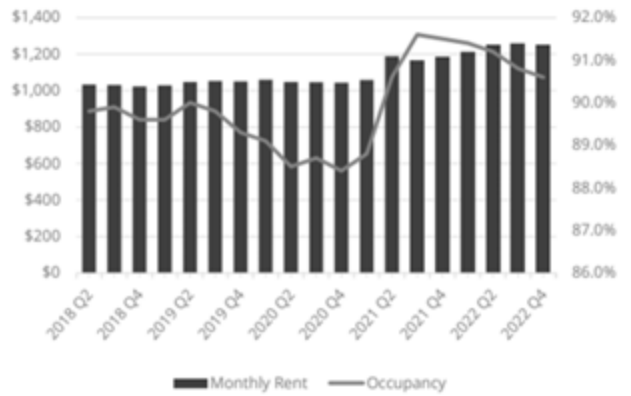
Strong Demand

The demand for housing is expected to keep pace with supply. According to a JBREC forecast, annual household formation is equal to or higher than projected permits (SF+MF) for 2023 - 2025. (Figure 2)

There is a notable premium between the cost of ownership and the cost of rent, with rent currently at a \$1,112 discount to the cost of ownership. indicating favorable relative affordability of rental housing.

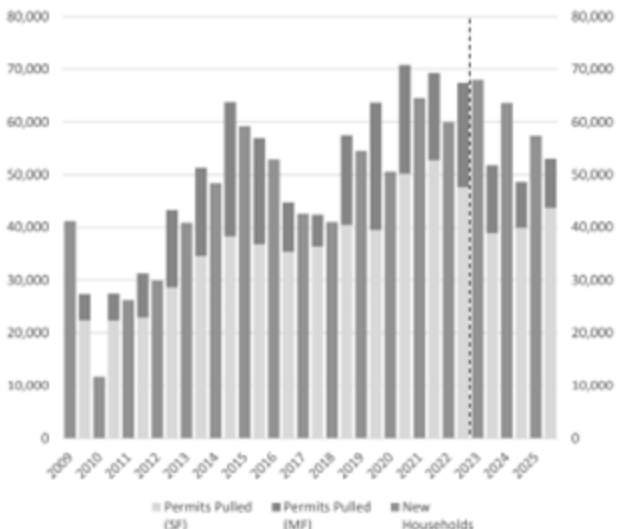
This indicates the relative affordability of rental housing compared to ownership housing. This makes rental housing more attractive and can be expected to increase in demand. (Figure 3)

Figure 1: Average Rent & Occupancy Rate



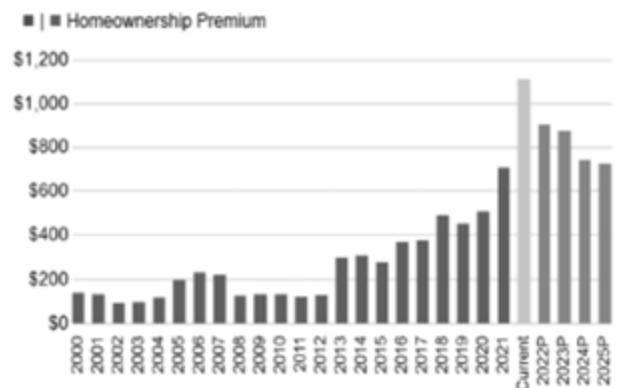
Source: Apartmentdata.com

Figure 2: Household Formation vs. Permits



Source: JBREC

Figure 3: Housing Costs vs. Apartment Rent



Source: JBREC

Retail Market Houston

General

Despite high construction costs, increased interest rates and increased grocery costs, Houston was able to benefit from the headwinds for its own growth. Houston sits atop the U.S. for 2022, even surpassing Dallas and New York City.

Houston's retail market has recovered very quickly from the restrictions of the COVID-19 pandemic, which has resulted many new retailers and restaurant concepts currently located in Houston.

Due to the increasing population growth, available jobs and the cost of living, Houston is expected to remain a TOP retail location in the upcoming years.

Sales Trends

The trend for retail properties in Houston has remained stable or grown in all sub-segments. Despite very high inflation rates and consumer price inflation in 2022, retail sales reached record levels (Figure 1).

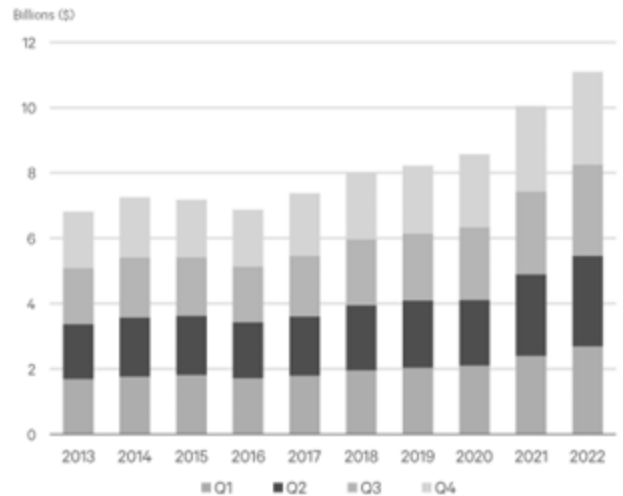
Net Absorption & Occupancy Rate

After a brief drop in net absorption in 2020 due to the COVID-19 crisis, it recovered in the following years, reaching a positive value of 854,000 sqft in the year 2022 (Figure 2). The total vacancy rate has reached a record value of 5.3 % in 2022. These developments underscore a positive trend in Houston's retail segment.

Development of Rents

Similarly average rents have recovered and are steadily increasing after a 2020 setback. The average rent has risen to \$ 25.95 / sqft in 2022 (Figure 3). Due to continued high inflation rates, the trend of rising retail rents is expected to continue across all segments.

Figure 1: Houston Annual Retail Sales



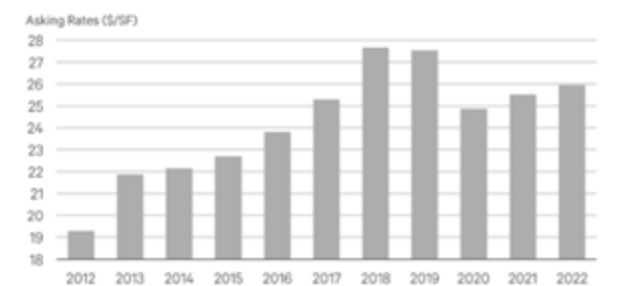
Source: US Census Bureau, Oxford Economics Q4 2022

Figure 2: Net Absorption & occupancy rate



Source: CBRE Research Q4 2022

Figure 3: Asking Average Annual Rents



Source: US Census Bureau, Oxford Economics Q4 2022

Submarket Astrodome

Surrounding Astro Parque

To analyse the submarket surrounding the Astro Parque, the areas adjacent to it with the ZIP codes 77054 (Astro Parque), 77030 (Old Braeswood) and 77025 (Braeswood Place / Willow Meadows) were analysed.

The chart shows that the surrounding area is in the heart of very attractive, high-demand residential neighborhoods. One of the reasons for this is the good employment situation, e.g. through the Texas Medical Center (short: TMC). Currently the TMC has more than 106,000 employees.

The median household income as well as the expected rental income are above the market average.

Therefore the submarket offers enormous development potential in the mid-term in respect of the desirability and demand for residential properties.



Chart 1: Comparison Neighborhood

77054 (Astro Parque)

ZIP Code Grade	B
Grade Rank	3.045
Median Household Income	\$ 61,178
Percent College Degree	66 %
Unemployment Rate	2.5 %
Population Density	4,508
Homeownership Rate	11 %
Housing Affordability	Very cheap

77030 (Old Braeswood)

ZIP Code Grade	A ++
Grade Rank	50
Median Household Income	\$ 102,652
Percent College Degree	84 %
Unemployment Rate	3.0 %
Population Density	4,585
Homeownership Rate	37 %
Housing Affordability	Very expensive

77025 (Braeswood Palace/ Willow Meadows)

ZIP Code Grade	A
Grade Rank	769
Median Household Income	\$ 85,226
Percent College Degree	76 %
Unemployment Rate	2.7 %
Population Density	6,967
Homeownership Rate	36 %
Housing Affordability	Very expensive

Source: Green Street

Risk Analysis

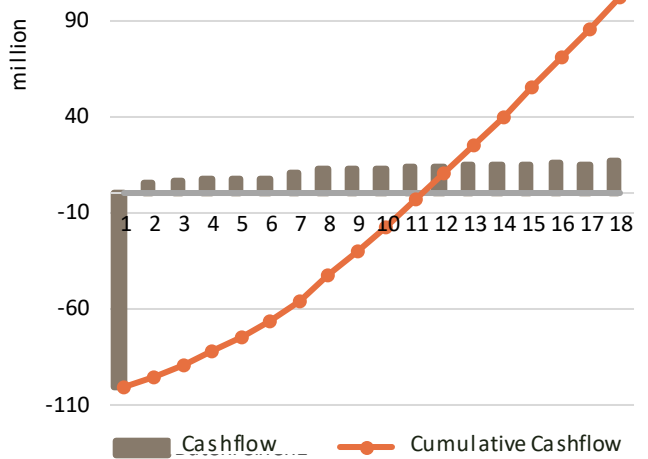
„What if?“ – Considering the worst case

In the worst case, the variables behave in comparison to the basic scenario as follows. Assuming the purchase price and the interest rate of the first Senior Loan are fixed before the market develops badly, these developments need to be expected:

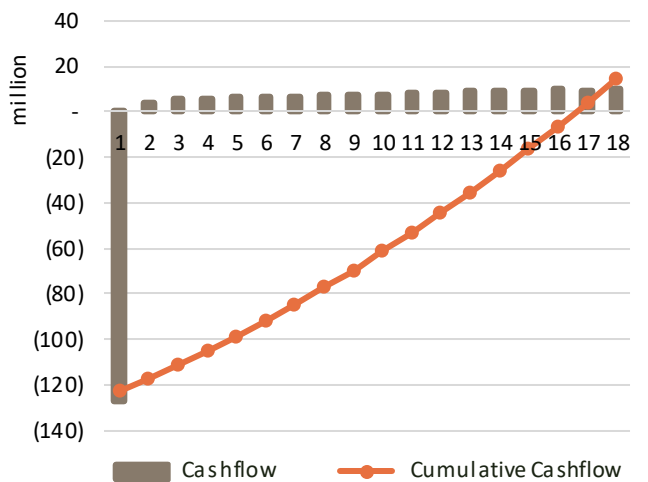
The financial market develops worse than the recent outlooks, so inflation and interest rates stay high for a longer time. With the exception of the present leases for retail, all of the calculated rents are unforceable and need to be adjusted in their amount. Additionally, the vacancy and the rent collection loss increase. Since the costs for OpEx are linked to inflation, they remain on the same level. The costs for CapEx on the other hand increase by 20% because of changing circumstances and unforeseen problems in their implementation. The unforeseen costs rise to 2% and the CapRate for the sale is 7%.

The Levered Equity IRR in the base case is 10.8% and drops in the worst case to 6.4%. The charts on the right show that the break-even point is reached after 10 years for the base case. In the worst case, this point is only reached after 16 years – only then did the invested capital bring in the cash flow again. Please take into account that in the worst case, more equity is needed because the LTV (which serves as an indicator for the loan value) changes.

Cashflow: Base Case



Cashflow: Worst Case



	Base Case	Worst Case
NOI	\$ 15.6	\$ 13.0 m
CapRate	6.12 %	5.09 %
Price	\$ 255 m	\$ 255 m
NIY	5.99 %	4.99 %
CoC	6.71 %	4.41 %
Cashflow-to-reversion ratio	24.40 %	12.80 %
IRR (lev.)	10.8 %	6.4 %

Conclusion

It can be concluded that the REIT requirements cannot be met under the above outlined conditions and that an equity IRR of 25 % is not achievable. Especially under the assumption of a 17-year holding period.

Within our assumptions a further increase in the IRR is only conceivable under unrealistic market conditions, in particular with regard to the financing structure, interest rate, rental assumptions and purchase and sales price.

However an IRR of 10.8 % is still a good return for commercial real estate investments. The investment represents a great opportunity for the REIT, particularly because of its strong historical character and brand recognition in Houston. Even under rather neutral to slightly optimistic assumptions, that we used in our base case scenario, the outcome is realistic and can even be optimized in the holding period.

In conclusion we evaluate the purchase price as seen in the following paragraph.

Price

After pricing and evaluating all necessary data and figures, we propose to lay an offer to TPD with a purchase price of

\$ 255,000,000

Our assumptions are the following:

- Business Plan: 17 years
- NOI of approx. \$ 15,600,000
- Loan structure: 65 % LTV with 5 % interest rate
- Completed approval process for Phase Two of the Astro Parque
- No other significant CapEx measures and no construction defects
- 5 year developer's guarantee



It's in our hands to make a difference

„I have a dream“



Diversity, Equity and Inclusion have always been a vision – not only for Martin Luther King in 1963, but also for our REIT. The American Dream is still alive and with the Astro Parque we want to provide the pathway to a more inclusive, equitable and welcoming world.

We not only want to revitalize „from rags to riches“, but also ensure justice between genders, ethnic groups, religions and cultures.

Initial Position



Houston is considered among the most diverse cities of the U.S. – nearly 1 in 4 Houstonians are foreign born and the origins are broad. This already existing diversity per se fits perfectly to the concerns of our REIT in order to consider the DEI requirements for our investment.

Black Affinity Housing



The Texas Southern University (TSU) is only about 4.3 miles away, so we are aiming for a cooperation with it: 27 apartments will be rented to the TSU so they can include it in their Housing program – following the example of the Western Washington University's Black Affinity Housing. The students are in need of affordable apartments and should be able to concentrate on their studies instead of worrying about their living situation and the transport to university.

To ensure the best possible demand for housing from the students, we want to offer an open discussion round for all students from the TSU who can imagine living there: They should be able to decide whether they would rather live in adjoining rooms on one level or in rooms scattered throughout the building. This discussion round is a great opportunity for the students, especially for the Real Estate students, to get in touch with our management and our guests from politics, urban planning and district development. We lay the foundation for a professional network.

Car Sharing



In order to enable promote mobility of our tenants, we also want to offer a car sharing program through a third party provider. For serving increased equality relating to transport, all of them have access to the cars.

A positive side effect along with this, we protect the environment and therefore save the planet for subsequent generations.

It's in our hands to make a difference

Investing in Future Generations



After a five-year period of renting only apartments and retail units, we plan to convert three apartments into a day care center and another three units into a community center, which we plan on letting to a public state tenant. Socializing at a younger age promotes acceptance and cosmopolitanism. Aside from that, parents do not have to worry about childcare or a suitable afternoon program for children of all ages – the institutions in the Astro Parque takes care of it.

This means that all parents, single parents or not, have the opportunity to do their job. In addition, they can take care of their own health (keyword: mental load) and pursue their own interests. The residents, especially the students, are welcome to get involved in childcare.

Children cared for in the Astro Parque that do not live there will associate great memories with the building so that they might live there themselves one day – by investing in the young, we are also investing in sustainable rental demand.

Bringing Generations Together



In our view, the intergenerational exchange is one of the key assets for broadening the horizons and reducing prejudice. The Astro Parque is not only suitable for families but also for students and elder ones. The courtyards offer a variety of opportunities for events and exchange.

Students can run errands for the elderly or help them with housekeeping, maybe against a small voluntary fee. Additionally the seniors can get in touch with the operators of the day care center and the community center, e.g. in order to host a game afternoon or to tinker together. Life for the seniors gets easier and the old age loneliness is anticipated by having other/younger people full of life around.



Knowledge Shared = Knowledge²

We will create added values for our tenants by offering an energy consultant that provides advice about appropriate use of energy. The tenants not only save money, we also do something for the environment.



Serving as a role model

Matching our REIT's internal requirements, of course the staff as well as the tenants should be as diverse and inclusive as possible. Therefore, we strive to offer all applicants equal opportunities and free access.

It's in our hands to make a difference

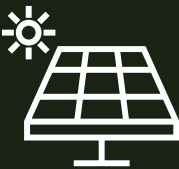
Connecting People – Personally and Digitally



The open spaces in the middle of the Astro Parque will be used regularly as an event location – e.g. concerts of local/rising artists (or even tenants), talks or BBQ nights. Even small sports competitions are conceivable.

Another means of enabling residents to network is our updated website and our new tenant app: with it, we pave the way for movie nights, study groups and meetings.

Investing in New Technologies



Living on the sunny side of life – we plan to upgrade the Astro Parque with a photovoltaic system, primarily for the power supply of our tenants. Renewable energies represent an important way to a carbon neutral planet. Real Estate has an enormous impact on behavior, our mobility and our responsibility towards the environment and simultaneously, we reduce the dependency on oil and gas.

In addition, a smart system that automatically distributes the electricity most efficiently will be established.

Striving for Platinum



The aforementioned technologies and the environmental friendly conversion of the Astro Parque should get us a LEED certification.

Dedicated to the environment, we want to improve the building and use the certification as an external and independent measurement.

Transforming America



„When we work together, we have the power to change things for the better. We must lead the way to doing better“.

These are two of the basic assumptions of the Open to All coalition. We can proudly announce that our REIT is already member of this coalition. Because we are convinced of the need for a welcoming world, we strive for 100% of our retail tenants to join the coalition as well.



Analysis

Analysis of Letting Assumptions

Lettable Area	720,682 sqft
Retail	23,686 sqft
Multifamily	696,996 sqft
Parking	300 units
Letting Structure	Multi-Tenant
Number of Multifamily Units	347 units
Number of Retail Units	4 units
Rental Income	
Gross Revenue	\$ 18.2 m
Net Operating Income	\$ 13.9 m
WALT	8.5 years

As the basis of the lettable area we refer to the net leasable area of the apartments and the already leased up area from the retail section.

The multifamily rents were determined by an intensive research on the current apartment market in the immediate vicinity of the Astro Parque. Based on the area distributions for the 1- to 3-bedroom apartments, we concluded that there is a very tight supply for the quite large 3-bedroom apartments. Based on this we have graduated the rent per size unit to avoid potential vacancy risk. Our Black Affinity Housing Program aims to reduce the rental burden on students, which is why we are pricing at a lower market standard. With a short term lease we assume an annual rent increase equal to the optimal inflation rate. Due to our efforts to improve the property and design it more tenant-friendly, we assume an increased prolongation of the leases.

All other revenues from parking and fees were also developed by matching current market prices. To lock in the pet fee, we assumed the average pet ownership across the U.S. and extrapolated it on a pro-rata basis.

Retail rent were benchmarked based on the already signed leases. They vary only in the initial lease up and renewed leases are on new and uniform terms- Due to a longer lease term compared to the multifamily ones, we also assume a lower annual rent increase. We choose this method to simplify a re-lease and make it more appealing to retail tenants. For each new lease, we waive an initial market rate of rent, which we estimated through expert opinions.

Analysis of Letting Assumptions

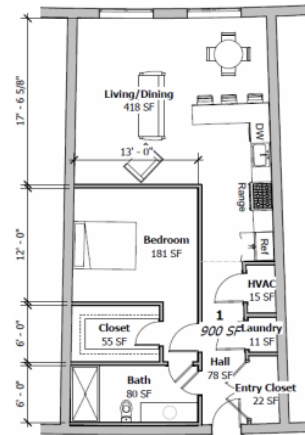
Multifamily Letting Assumptions

Market Base Rent	Depending on the size of lettable area. In general between 2.00 and 2.40 \$/sqft/month
Rent for Affinity Housing	20 % below market base rent
Rent Increase	2 % fixed increase each year
Term Length	1 year at a time with 85 % renewal assumption
Parking	135 \$/parking space/month with otherwise same conditions as multifamily units
Additional Fees	25 \$ pet fee which is calculated for 198 households 125 + 75 \$ administration and application fee

Retail Letting Assumptions

Market Base Rent	Depending on the size of lettable area and tenant, between 24.00 and 35.00 \$/sqft/year. Generally 30.50 \$/sqft/year
Rent Increase	1 % fixed increase each year
Term Length	10 years at a time with 50 % renewal assumption
Reletting Costs	3 months rent free
Retail Sector of Tentants	Restaurant & Memorabilia shop

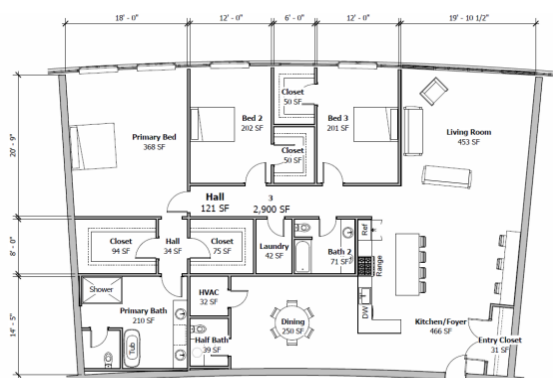
Typical one bedroom unit



Typical two bedroom unit



Typical three bedroom unit



Analysis of Operating Expenses

Operating Expenses Assumptions

The OpEx assumptions are based on the NNA (=National Apartment Association) survey of operating income & expenses in rental apartment communities from the year 2021.

Any sustainability-enhancing measures during the holding period have not been taken into account regarding a lowering of operation costs.

Cost Factor	Measurement	Amount	Frequency	Recoverability
Overall OpEx				
Common Area Maintenance	\$ / Rentable Area	0.78	Annually	0 %
Maintenance & Major Repairs	% / Rental Revenue	1.00	Annually	0 %
Legal & Professional Fees	\$	50,000.00	Annually	0 %
Unforeseen	% / Rental Revenue	1.00	Annually	0 %
Multifamily OpEx				
Initial Vacancy	% / Rental Revenue	80 % (1st month) 50 % (2nd month) 20 % (3rd month)		0 %
Property Insurance	\$ / Rentable Area	0.44	Annually	0 %
Utilities	\$ / Rentable Area	0.45	Annually	0 %
Contract Services	% / Rental Revenue	2.60	Annually	0 %
Property Management	% / Rental Revenue	2.90	Annually	0 %
Vacancy	% / Rental Revenue	1.50	Annually	0 %
Rent Collection Loss	% / Rental Revenue	4.00	Annually	0 %
Retail OpEx				
Property Insurance	\$ / Rentable Area	0.45	Annually	100 %
Utilities	\$ / Rentable Area	0.50	Annually	100 %
Contract Services	% / Rental Revenue	2.60	Annually	100 %
Property Management	% / Rental Revenue	2.00	Annually	86.49 %
Rent Collection Loss	% / Rental Revenue	1.00	Annually	0 %

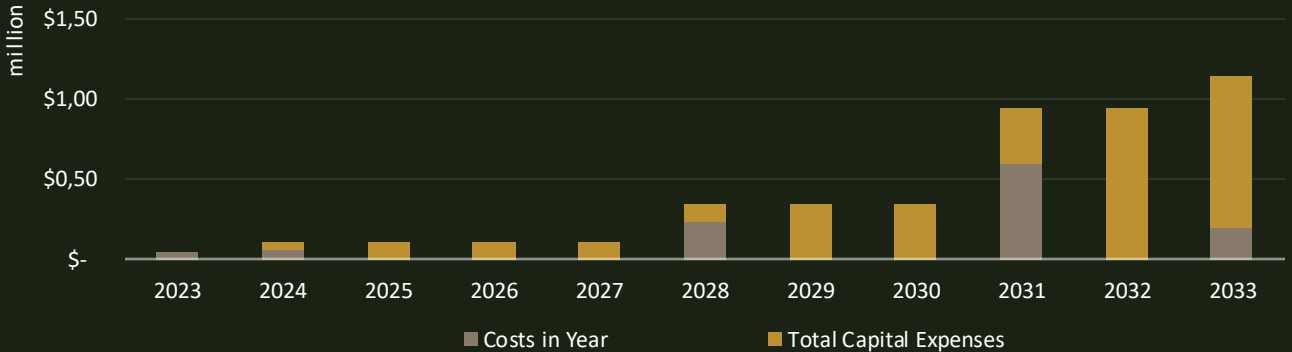
Analysis of Capital Expenses

Capital Expenses Assumptions

The CapEx assumptions are based on validated offers and figures from production companies (e.g. for photovoltaic system). Additionally we consulted people with expertise in each specific field and relied on market based standards.

Cost Factor	Unit	Amount	Start Date
Astro Parque Website & App	\$ Amount	\$50,000	Q1 2023
Electric Car Charging Stations	\$ Amount	\$60,000	Q1 2024
Day Care Center	\$ Amount	\$118,950	Q3 2028
Community Center	\$ Amount	\$118,950	Q3 2028
Photovoltaic System	\$ Amount	\$600,000	Q1 2031
ESG Audit & LEED Certification	\$ Amount	\$200,000	Q1 2033

Total Amount of Capital Expenses over time



Chasing for the better

With our Capital Expenses we don't only want to maintain the value of the property but to increase it. Additionally, they represent a convenient way to meet the DEI/ESG requirements. From the beginning of the rental, we will provide an AP website and an AP App to digitize the administration as much as possible. Tenants can connect through it and there could even be offers from the retail tenants, just as an AP-inhouse version of "Too good to go" for counteracting food waste. In order to advance electromobility there will be 30 electric car charging stations. three apartments each will be converted into a kindergarten and a Community Center in 2028: Children are taken care of in a great community and parents can better reconcile their work and family. Respecting the environment and being aware of the unlimited resources of the sun, we will install a photovoltaic system in 2031. The distribution to the individual tenants will be smart, so the machine learns and adapts itself. A house battery will be included as well in order to collect the energy that isn't consumed instantly. With these actions, we aspire to conduct an ESG audit and to be LEED-certificated in 2033.

Analysis

Influence of the Risk Analysis on our Recommendation

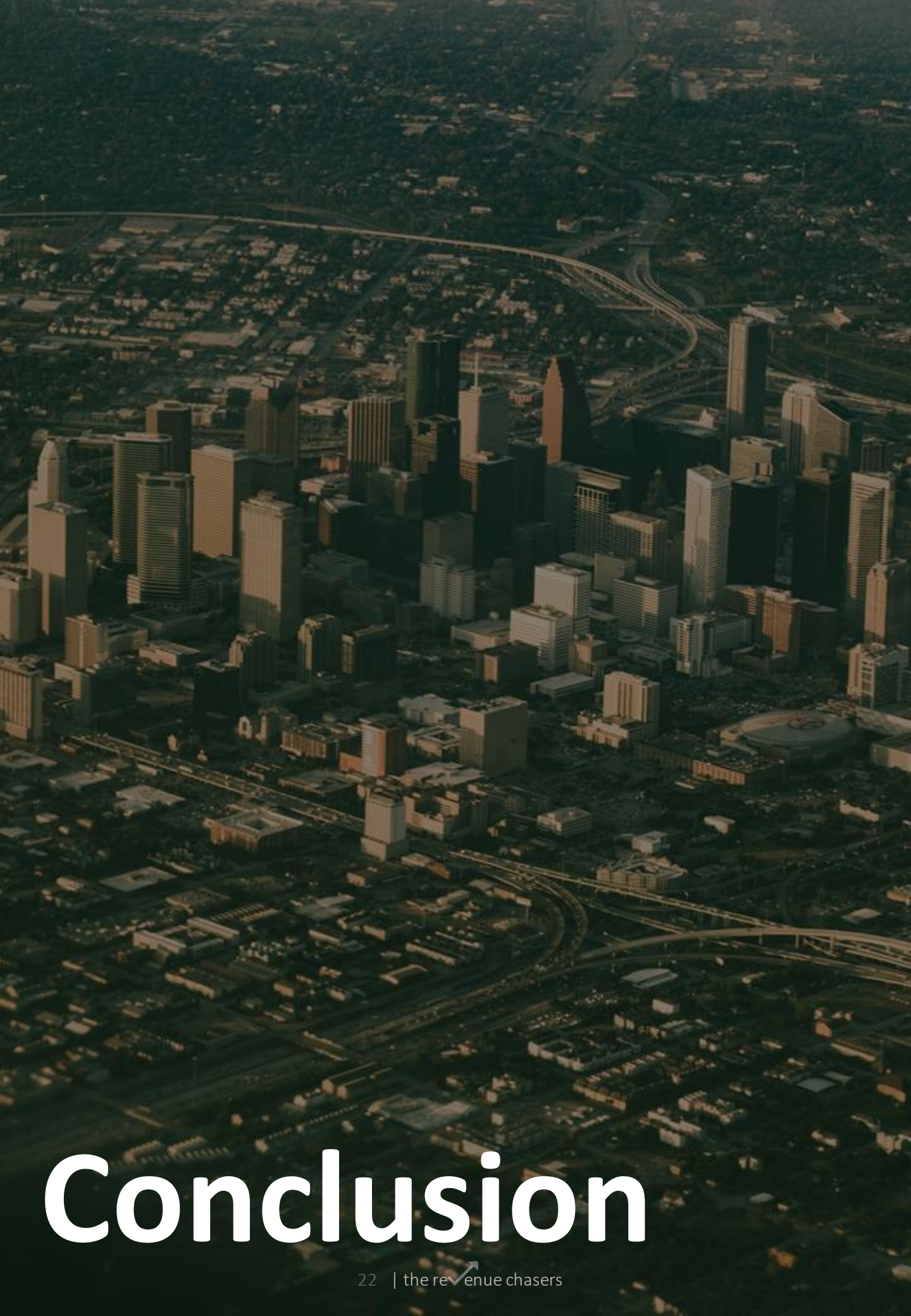
Houston is one of the culturally most diverse cities in the U.S. and offers many different opportunities. The Astrodome is in a great location, not only because of its proximity to the TSU, the Medical Health Center and the ION. With its already thriving business in Housing, there will be about 60,000 new jobs added to the market in 2023. The demographic forecast states a continued growth of the population.

The multifamily market is developing well while the retail market isn't as strong at the moment. Due to the increase of shops after the COVID-19 restrictions and the expected population growth, the market is rising again and offers great potential in which we would like to participate.

Our REIT is strongly committed to the DEI requirements. There is a large amount of possibilities to meet these goals. Aside from that, we can take a big step towards environmental sustainability while holding the property. With the media echo resulting from reuse of the special and historically known building, our values can be told the world and serve as a role model.

Even in the worst case, there are still acceptable return ratios. All in all, the property and its redeveloping will have a great future and we want to accompany it.





Conclusion

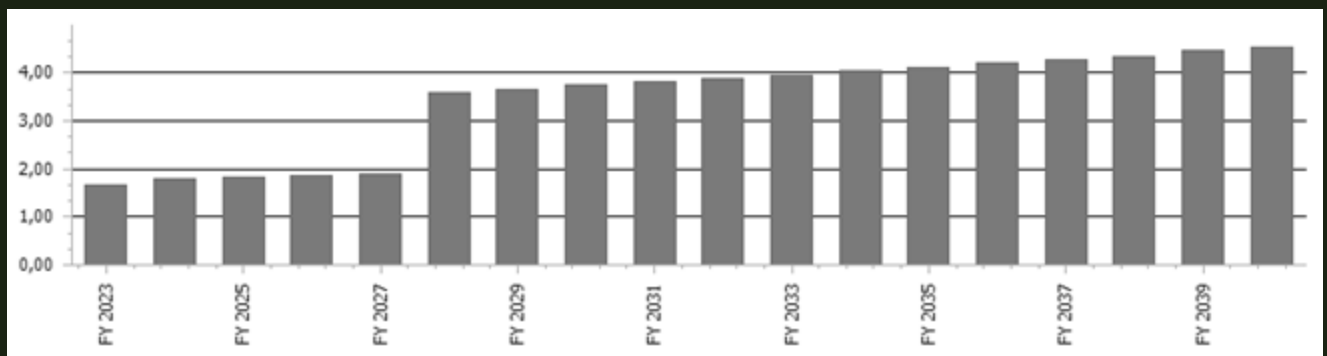
Conclusion

Upon completion of our relevant review of the subject property, we reach the final conclusion that the 25% EIRR threshold cannot be met.

Our financing structure consists of a senior loan with an LTV of 65%, which includes a loan amount of \$ 160,005,980, the remaining 35% is financed from equity sources. Based on the current prime rate of 4.75%, we believe an interest rate of 5.5% is realistic. Assuming that the interest rate will be increased in the short term to compensate for inflation, but will fall back to a more favorable level in the medium term, we will replace the first loan with a new one at a 3% interest rate after 5 years. We plan to include a 0.5% fee on both loan borrowings. Amortization is not planned, as it would further reduce our cash flow; instead, we will redeem the second loan at the end of the holding period through the sales price.

The leveraged equity IRR is 10.8% with the parameters assumed above. Of this, 75.6% is generated from current cash flow and 24.4% from reversion. The split between cash flow and reversion therefore meets the requirements of the REIT. It must also be noted that the return significantly exceeds the expected inflation, which makes an investment in the Astro Parque even more attractive. Due to the strategy of optimizing cash flow over the holding period, investors receive high distributions annually.

Debt Coverage Ratio



Even though the investment does not meet the 25% leveraged equity IRR requirement, an IRR of more than 10% makes it an inflation-proof and attractive investment. Comparable investments on the capital market such as bonds or equities are associated with significantly higher risks.

Overall, we strongly advocate a buy recommendation, as the Astro Parque is an absolute core investment and greatly contributes to our DEI & ESG requirements. Additionally it is highly inflation-proof and benefits from a very good, stable and crisis-proof market with good returns.

About our Team

the revenue chasers



Merle Feuerstein

The prospective bachelorette was responsible for market research, analysis the asset's location and putting it into context. Her role as a Senior Team Assistant within JLL's capital markets helped get an all-round view of the property.

Marc Vogt

As an investment manager at LEOFF with an almost completed Bachelor's Degree, he has an affinity for numbers like no other. In addition, as the owner of a property management company, he is also the best person to assess scenarios for residential properties.

Carmen Potthast

With a Bachelor's Degree in Banking and Finance, she was mainly responsible for the ESG and DEI topics. Her current role at Volksbank Raiffeisenbank eG is as a credit analyst for property development and special financing. This and her ongoing Master's Degree in Real Estate Management also helped her to assess the risks, debt and credit structure.



EBZ Business School
University of Applied Science





Appendix

Appendix

Argus File – Astro Parque, Base case: Summary



Property Description

Property Name	Astro Parque
External ID	
Address	3 NRG Pkwy
City, State	Houston, , TX
Property Type	Mixed Use (Retail/Multifamily)
Building Area	720.682 SF
Analysis Begin Date	Feb, 2023
Length of Analysis	18 Year 0 Months

Summary Cash Flow (Year 1)

	Amount	Per SF
Potential Gross Revenue	20.371.730	\$28,27
Vacancy & Adjustments	0	0,00
Effective Gross Revenue	20.371.730	28,27
Operating Expenses	-5.524.971	-7,67
Ground Lease Expenses	-125.000	-0,17
Net Operating Income	14.721.759	20,43
Leasing & Capital Costs	-50.000	-0,07
Cash Flow Before Debt Service	14.671.759	20,36
Debt Service	-8.800.329	-12,21
Cash Flow After Debt Service	5.871.430	\$8,15

PV/IRR Summary

\$266.676.634	\$309.913.249
PV Unleveraged	PV Leveraged
7,59%	10,80%
IRR Unleveraged	IRR Leveraged

\$266.676.634

DCF Value

Purchase and Investment

Purchase Price	\$255.000.000
Closing Costs (2,10%)	\$5.350.000
Total Purchase Price	\$260.350.000
Less Debt Amount (61,46%)	\$160.005.980
Loan Costs	\$800.030
Equity	\$101.144.050

Present Value

Discount Rate	7,37 %
PV Unleveraged	\$266.676.634 [\$370,03/SF]
PV Leveraged	\$309.913.249 [\$430,03/SF]
Cap Rate	6,50%
Gross Income Multiplier	N/A
Property Resale(Jan, 2041)	\$339.913.727 [\$471,66/SF]
Direct Cap Rate	10,00%
Direct Cap Value	\$147.217.593 [\$204,28/SF]

Property Metrics

Occupancy(Year End)	100,00%
Multifamily Units	0
Occupancy(Average)	99,32%
Multifamily Occupancy (Year End)	N/A
Effective Gross Revenue (% EGR)	\$20.371.730 (100,00%)
Multifamily Occupancy (Average)	N/A
Operating Expenses (% EGR/\$/SF)	\$5.524.971(27,12%/7,67)
W A L E (Area)	8 Years 6 Months 13 Days
W A L E (Rent)	8 Years 8 Months 5 Days

Appendix

Argus File – Astro Parque, Base case: Tenant Rent Roll

Tenant Name	Suite	Lease Type	Lease Status	Tenant Status	Area	Lease Start Date	Lease End Date	Potential Base Rent	Absorption & Turnover Rent	Scheduled Base Rent	Expense Recoveries	Potential Gross Revenue	Net Cash Flow
2.2) Community Center	Retail	Retail	Speculative			1.07.2028	30.06.2043						
2.2) Day care center	Retail	Retail	Speculative			1.07.2028	30.06.2043						
1) Truth BBQ	Retail	Retail	Contract		8.000	1.07.2023	30.06.2038	251.000	101.667	149.333	9.519	158.853	158.853
1) Memorabilia Shop	Retail	Retail	Contract		3.199	12.05.2023	31.05.2030	82.589	27.277	55.312	4.697	60.009	60.009
1) Whattaburger	Retail	Retail	Contract		4.503	28.03.2023	27.03.2033	143.043	21.413	121.629	7.743	129.373	129.373
1) Food Hall	Retail	Retail	Contract		7.984	1.02.2023	31.01.2038	279.440	0	279.440	16.257	295.697	295.697
x) Multifamily 3Bedroom	Multifamily	Residential	Contract		368.372	1.02.2023	30.06.2028	8.840.928	0	8.840.928	750.087	9.591.015	9.591.015
x) Multifamily 2Bedroom	Multifamily	Residential	Contract		186.786	1.02.2023	30.06.2028	4.931.150	0	4.931.150	380.338	5.311.488	5.311.488
1) Black Affinity 3 Bedroom	Multifamily	Residential	Contract		22.496	1.02.2023	31.01.2043	431.923	0	431.923	45.807	477.730	477.730
1) Black Affinity 2 Bedroom	Multifamily	Residential	Contract		16.142	1.02.2023	31.01.2043	340.919	0	340.919	32.869	373.788	373.788
1) Black Affinity 1 Bedroom	Multifamily	Residential	Contract		10.320	1.02.2023	31.01.2043	237.773	0	237.773	21.014	258.787	258.787
2) Multifamily 3 Bedroom	Multifamily	Residential	Contract			1.07.2028	30.06.2043						
2) Multifamily 2 Bedroom	Multifamily	Residential	Contract			1.07.2028	30.06.2043						
1) Multifamily 1 Bedroom	Multifamily	Residential	Contract		92.880	1.02.2023	31.01.2043	2.674.944	0	2.674.944	189.124	2.864.068	2.864.068
Total					720.682			18.213.710	150.358	18.063.352	1.457.455	19.520.807	19.520.807

Property Resale

Sales Proceeds Calculation CAP NOI (12 Months After Sale)

Residual Sale Date	Januar, 2041
Net Operating Income	22.226.959
Occupancy Gross-up Adjustment	0
NOI To Capitalize	22.226.959
Divided by Cap Rate	6,50%
Gross Sale Price	341.953.209
Adjusted Gross Sale Price	341.953.209
Other exit costs	-679.827
Broker	-1.359.655
Net Sale Price	339.913.727
Less: Loan Balance	160.005.980
Proceeds from Sale	179.907.747
PV of Net Sale Price	94.509.518

Present Value

Analysis Period	Period Ending	Cash Flow Before Debt Service	P.V. of Cash Flow @ 6,37 %	P.V. of Cash Flow @ 6,87 %	P.V. of Cash Flow @ 7,37 %	P.V. of Cash Flow @ 7,87 %	P.V. of Cash Flow @ 8,37 %	NOI to Book Value
Year 1	Jan-2024	14.671.759	13.793.137	13.728.604	13.664.673	13.601.334	13.538.580	5,65%
Year 2	Jan-2025	15.613.966	13.799.867	13.671.042	13.544.012	13.418.744	13.295.206	6,02%
Year 3	Jan-2026	15.983.118	13.280.182	13.094.656	12.912.569	12.733.842	12.558.399	6,14%
Year 4	Jan-2027	16.299.308	12.731.880	12.495.279	12.264.148	12.038.336	11.817.698	6,26%
Year 5	Jan-2028	16.621.203	12.205.812	11.922.941	11.647.902	11.380.440	11.120.315	6,38%
Year 6	Jan-2029	16.950.619	11.702.283	11.377.601	11.063.380	10.759.237	10.464.804	6,59%
Year 7	Jan-2030	17.582.813	11.411.802	11.043.270	10.688.277	10.346.265	10.016.704	6,74%
Year 8	Jan-2031	17.764.272	10.839.123	10.440.011	10.057.355	9.690.406	9.338.451	6,87%
Year 9	Jan-2032	17.707.851	10.157.654	9.737.861	9.337.256	8.954.879	8.589.822	7,00%
Year 10	Jan-2033	18.664.870	10.065.454	9.604.326	9.166.329	8.750.204	8.354.765	7,14%
Year 11	Jan-2034	18.535.092	9.396.887	8.924.437	8.477.782	8.055.403	7.655.877	7,25%
Year 12	Jan-2035	19.375.400	9.234.657	8.729.331	8.253.825	7.806.251	7.384.852	7,40%
Year 13	Jan-2036	19.750.185	8.849.588	8.326.177	7.835.970	7.376.704	6.946.295	7,54%
Year 14	Jan-2037	20.132.335	8.480.587	7.941.688	7.439.312	6.970.832	6.533.819	7,69%
Year 15	Jan-2038	20.521.658	8.126.903	7.574.872	7.062.658	6.587.222	6.145.771	7,84%
Year 16	Jan-2039	19.876.697	7.400.101	6.865.170	6.371.137	5.914.709	5.492.867	7,94%
Year 17	Jan-2040	21.377.084	7.482.087	6.908.754	6.381.728	5.897.079	5.451.226	8,13%
Year 18	Jan-2041	21.575.352	7.099.259	6.524.591	5.998.805	5.517.542	5.076.853	8,28%
Totals		329.003.582	186.057.243	178.910.609	172.167.116	165.799.431	159.782.304	
Property Resale @ 6,50 % Cap Rate		339.913.727	111.846.870	102.793.140	94.509.518	86.927.359	79.984.417	
Total Unleveraged Present Value			297.904.114	281.703.750	266.676.634	252.726.790	239.766.721	

Appendix

Argus File – Astro Parque, Worst case: Summary



<u>Property Description</u>	
Property Name	Astro Parque
External ID	
Address	3 NRG Pkwy
City, State	Houston, , TX
Property Type	Mixed Use (Retail/Multifamily)
Building Area	720.682 SF
Analysis Begin Date	Feb, 2023
Length of Analysis	18 Year 0 Months

Summary Cash Flow (Year 1)

	Amount	Per SF
Potential Gross Revenue	18.603.410	\$25,81
Vacancy & Adjustments	0	0,00
Effective Gross Revenue	18.603.410	25,81
Operating Expenses	-6.228.011	-8,64
Ground Lease Expenses	-125.000	-0,17
Net Operating Income	12.250.399	17,00
Leasing & Capital Costs	-60.000	-0,08
Cash Flow Before Debt Service	12.190.399	16,92
Debt Service	-7.356.844	-10,21
Cash Flow After Debt Service	4.833.555	\$6,71

PV/IRR Summary

\$222.934.673	\$246.768.702
PV Unleveraged	PV Leveraged
5,98%	6,39%
IRR Unleveraged	IRR Leveraged
\$222.934.673	

DCF Value

Purchase and Investment

Purchase Price	\$255.000.000
Closing Costs (2,10%)	\$5.350.000
Total Purchase Price	\$260.350.000
Less Debt Amount (51,38%)	\$133.760.804
Loan Costs	\$668.804
Equity	\$127.258.000

Present Value

Discount Rate	7,37 %
PV Unleveraged	\$222.934.673 [\$309,34/SF]
PV Leveraged	\$246.768.702 [\$342,41/SF]
Cap Rate	6,50%
Gross Income Multiplier	N/A
Property Resale(Jan, 2041)	\$284.653.136 [\$394,98/SF]
Direct Cap Rate	10,00%
Direct Cap Value	\$122.503.990 [\$169,98/SF]

Property Metrics

Occupancy(Year End)	100,00%
Multifamily Units	0
Occupancy(Average)	99,32%
Multifamily Occupancy (Year End)	N/A
Effective Gross Revenue (% EGR)	\$18.603.410(100,00%)
Multifamily Occupancy (Average)	N/A
Operating Expenses (% EGR/\$/SF)	\$6.228.011(33,48%/8,64)
W A L E (Area)	8 Years 6 Months 13 Days
W A L E (Rent)	8 Years 9 Months 2 Days

Appendix

Argus File – Astro Parque, Worst case: Tenant Rent Roll

Tenant Name	Suite	Lease Type	Lease Status	Tenant Status	Area	Lease Start Date	Lease End Date	Potential Base Rent	Absorption & Turnover Rent	Scheduled Base Rent	Expense Recoveries	Potential Gross Revenue	Net Cash Flow
2.2) Community Center	Retail	Retail	Speculative			1.07.2028	30.06.2043						
2.2) Day care center	Retail	Retail	Speculative			1.07.2028	30.06.2043						
1) Truth BBQ	Retail	Retail	Contract		8.000	1.07.2023	30.06.2038	240.833	91.500	149.333	9.073	158.406	158.406
1) Memorabilia Shop	Retail	Retail	Contract		3.199	12.05.2023	31.05.2030	79.861	24.550	55.312	4.476	59.788	59.788
1) Whataburger	Retail	Retail	Contract		4.503	28.03.2023	27.03.2033	140.902	19.272	121.629	7.377	129.006	129.006
1) Food Hall	Retail	Retail	Contract		7.984	1.02.2023	31.01.2038	279.440	0	279.440	15.486	294.926	294.926
x) Multifamily 3 Bedroom	Multifamily	Residential	Contract		368.372	1.02.2023	30.06.2028	7.956.835	0	7.956.835	714.501	8.671.336	8.671.336
x) Multifamily 2 Bedroom	Multifamily	Residential	Contract		186.786	1.02.2023	30.06.2028	4.438.035	0	4.438.035	362.294	4.800.329	4.800.329
1) Black Affinity 3 Bedroom	Multifamily	Residential	Contract		22.496	1.02.2023	31.01.2043	426.524	0	426.524	43.634	470.158	470.158
1) Black Affinity 2 Bedroom	Multifamily	Residential	Contract		16.142	1.02.2023	31.01.2043	335.108	0	335.108	31.309	366.417	366.417
1) Black Affinity 1 Bedroom	Multifamily	Residential	Contract		10.320	1.02.2023	31.01.2043	237.773	0	237.773	20.017	257.790	257.790
2) Multifamily 3 Bedroom	Multifamily	Residential	Contract			1.07.2028	30.06.2043						
2) Multifamily 2 Bedroom	Multifamily	Residential	Contract			1.07.2028	30.06.2043						
1) Multifamily 1 Bedroom	Multifamily	Residential	Contract		92.880	1.02.2023	31.01.2043	2.407.450	0	2.407.450	180.152	2.587.601	2.587.601
Total					720.682			16.542.761	135.322	16.407.440	1.388.318	17.795.757	17.795.757

Property Resale

Sales Proceeds Calculation CAP NOI (12 Months After Sale)

Residual Sale Date	Januar, 2041
Net Operating Income	18.613.469
Occupancy Gross-up Adjustment	0
NOI To Capitalize	18.613.469
Divided by Cap Rate	6,50%
Gross Sale Price	286.361.055
Adjusted Gross Sale Price	286.361.055
Other exit costs	-569.306
Broker	-1.138.613
Net Sale Price	284.653.136
Less: Loan Balance	133.760.804
Proceeds from Sale	150.892.332
PV of Net Sale Price	79.144.879

Present Value

Analysis Period	Period Ending	Cash Flow Before Debt Service	P.V. of Cash Flow @ 6,37 %	P.V. of Cash Flow @ 6,87 %	P.V. of Cash Flow @ 7,37 %	P.V. of Cash Flow @ 7,87 %	P.V. of Cash Flow @ 8,37 %	NOI to Book Value
Year 1	Jan-2024	12.190.399	11.460.373	11.406.755	11.353.636	11.301.010	11.248.869	4,70%
Year 2	Jan-2025	13.031.159	11.517.142	11.409.626	11.303.609	11.199.063	11.095.960	5,03%
Year 3	Jan-2026	13.356.333	11.097.618	10.942.582	10.790.421	10.641.068	10.494.458	5,13%
Year 4	Jan-2027	13.615.862	10.635.760	10.438.111	10.245.033	10.056.398	9.872.084	5,23%
Year 5	Jan-2028	13.881.594	10.193.975	9.957.729	9.728.023	9.504.646	9.287.396	5,33%
Year 6	Jan-2029	14.116.472	9.745.659	9.475.264	9.213.581	8.960.291	8.715.087	5,52%
Year 7	Jan-2030	14.765.478	9.583.262	9.273.781	8.975.669	8.688.459	8.411.704	5,66%
Year 8	Jan-2031	14.878.432	9.078.287	8.744.011	8.423.519	8.116.181	7.821.402	5,77%
Year 9	Jan-2032	14.651.875	8.404.672	8.057.326	7.725.856	7.409.469	7.107.413	5,87%
Year 10	Jan-2033	15.670.792	8.450.830	8.063.672	7.695.935	7.346.562	7.014.556	5,99%
Year 11	Jan-2034	15.422.440	7.818.840	7.425.730	7.054.083	6.702.636	6.370.203	6,08%
Year 12	Jan-2035	16.254.176	7.747.027	7.323.105	6.924.199	6.548.726	6.195.211	6,20%
Year 13	Jan-2036	16.567.356	7.423.422	6.984.377	6.573.169	6.187.916	5.826.869	6,32%
Year 14	Jan-2037	16.886.677	7.113.379	6.661.359	6.239.975	5.847.022	5.480.462	6,44%
Year 15	Jan-2038	17.211.801	6.816.147	6.353.151	5.923.550	5.524.795	5.154.544	6,57%
Year 16	Jan-2039	16.424.233	6.114.748	5.672.730	5.264.509	4.887.359	4.538.788	6,64%
Year 17	Jan-2040	17.902.534	6.265.977	5.785.831	5.344.466	4.938.590	4.565.205	6,80%
Year 18	Jan-2041	18.021.032	5.929.728	5.449.731	5.010.563	4.608.583	4.240.493	6,92%
Totals		274.848.645	155.396.845	149.424.872	143.789.795	138.468.771	133.440.704	
Property Resale @ 6,50 % Cap Rate		284.653.136	93.663.656	86.081.813	79.144.879	72.795.370	66.981.158	
Total Unleveraged Present Value			249.060.501	235.506.685	222.934.673	211.264.141	200.421.862	

Appendix

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