



FREELAND
CAPITAL MANAGEMENT



JOSH CANTWELL
Chief Executive Officer

GLENN LYTLE
Chief Strategy Officer

Freeland Capital Management: Meeting Agenda

“170 Valley” Apartment Portfolio

1. Introduction to Freeland Ventures
2. BIOs / Operator information and credentials
3. Introduction to Mgmt Team and current project overview
4. Investment Overview for “The 170 Valley” Portfolio
 1. Overview of the properties
 2. Discuss financials and stabilization plan
 3. Explain the investment opportunity
5. Next Steps



FREELAND
CAPITAL MANAGEMENT



506(B) Investment Opportunity

Accredited and Non Accredited

(But Sophisticated) Investors with

Prior Existing Relationship

with Josh Cantwell, Glenn Lytle, Tyler Brummett,

Freeland Ventures

and /or Strategic Real Estate Coach

Operations Overview

PROJECT & PROPERTY MANAGEMENT

- 950 Management: Josh Cantwell, Glenn Lytle, Tyler Brummett
- Freeland Construction: Josh Cantwell, Glenn Lytle, Tyler Brummett
- Experience: 28 Years Combined
- Residential & commercial experience in private lending, large rental portfolios, renovation and property management.
- Joint ownership in **3,700+** apartment units & **\$300M+** of assets.
- Completed 15 Fully Funded Syndications



Buying Entity

New SPE LLC

First Mortgage Lender

Bridge or Agency Lender

FREELAND CONSTRUCTION 

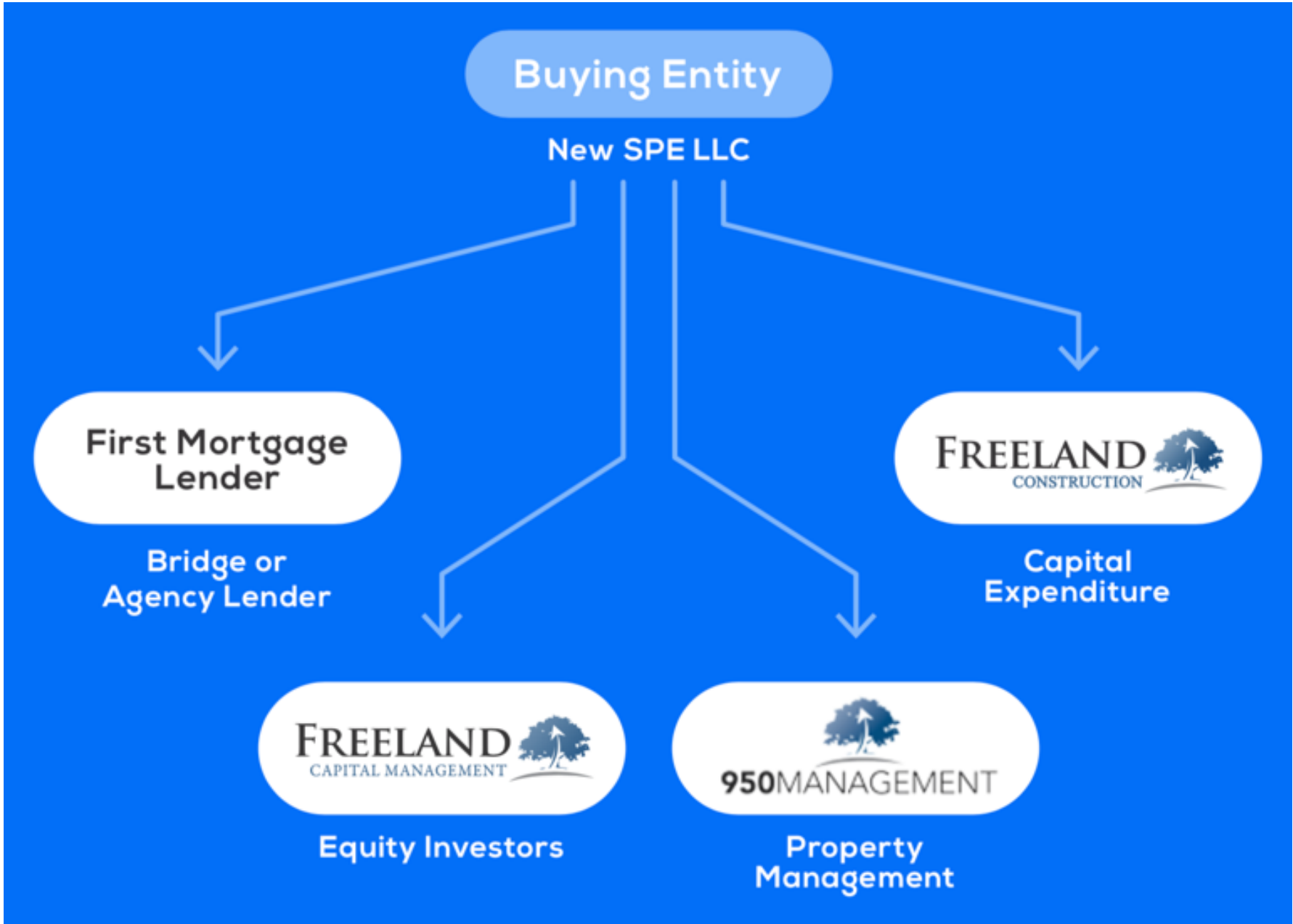
Capital Expenditure

FREELAND CAPITAL MANAGEMENT 

Equity Investors


950MANAGEMENT

Property Management



Interested In Investing?
Text Josh Now to Secure Your Spot

To secure units:

Josh Cantwell

Phone: 216-233-5448

**Freeland Portfolio
(Partial)
In Cleveland Market
within 30 minute drive
to “170 Valley”**

“52 Lake” – 52 Unit Apartment Portfolio

Property Details:

- **52 Units**
- **A Class Location**
- **2 Miles from Downtown CLE**
- **Already 94% Occupied**
- **15 year history over 90% occupied**
- **4 Story Low Rise Building**
- **Amenities:**
 - On-site management
 - On-site leasing
 - On-site maintenance
 - Garages
- **Shopping in Walking Distance**
- **Lake Erie in Walking Distance**



“80 Maple” – 80 Unit Apartment Portfolio



Property Details:

- **80 Units**
- **C+ Class Location**
- **6 Miles from Downtown CLE**
- **Already 92% Occupied**
- **3 year history over 90% occupied**
- **Garden style apartments**
- **Amenities:**
 - **On-site management**
 - **On-site leasing**
 - **On-site maintenance**
 - **On-site Laundry**
 - **Garages**
 - **Playground**
 - **Shopping in Walking Distance**



“164 Heights” - Shaker / Cleveland Heights, OH



Property Details:

- **8 buildings with 164 units**
- **Solid “A” location – Northeast Ohio**
- **Located in the Shaker Heights and Cleveland Heights suburbs**
- **Already 95% Occupied**
- **3-Story & 4-story Garden style Apartment Buildings**
- **Medical & Professional Tenants**



The “220 Chevy” Portfolio – Parma Ohio

Property Details & Business Plan



- **220 units**
- **20 buildings with 11 Units each**
- **Solid “B+” location in Northeast Ohio**
- **Located in the Parma suburbs**
- **Already 91% Occupied**
- **3-Story Garden style Apartment Buildings**
- **Manufacturing, Auto, Nursing, & Professional Tenants**
- **Current Rents are @ \$682 per month**
- **Market Rents are @ \$848 per month**
- **Add Dog Park**
- **Pave Driveways**
- **Turn & Upgrade 190 Units**
- **Add Brick Signage at Corner of Chevrolet Blvd and Gabriella Drive**
- **Increase Revenue**
- **Decrease Expenses**

The “170 Unit Valley” Portfolio

Property Features:

- **Full time In-house leasing**
 - Staying from previous owner
- **24 hour In-house maintenance**
 - Staying from previous owner
- **4 Total Staff Staying**
 - Staying from Previous Owner
 - 2 Property Managers and 2 Maintenance
- **On-site laundry centers in every building**
- **Lots of free grassy space to build pavilions, dog parks, playgrounds**
- **5 Minutes Drive to “Steele Yard Commons”**
 - Home Depot, Target, Walmart, Starbucks, Petco, Marshalls, Old Navy, Chick-fil-a, Applebee’s
- **7 Minutes Drive to Downtown Cleveland**
- **Easy Access to Freeways: I-480, I-176, I-71, I-77**





MetroHealth Hospital
\$1 Billion in Improvements

Steele Yard Commons
Shopping

US Steel

Cleveland Metroparks Zoo
and Rainforest

Valley Park and
Valley Plaza

Metroparks: America's
#1 Park System

Towpath Bike and
Walking Trail

4194 W 20th St
Cleveland, OH 44109
41.44°N, 81.70°W



220 Chevy

170 Valley Plaza and Valley Park

Linndale

Big Creek Reservation

Cleveland Metroparks Zoo

Brooklyn Memorial Park

Brooklyn

Marquardt Park

Outerbelt S Fwy

480

Outerbelt S Fwy

480

Outerbelt S Fwy

480

Outerbelt S Fwy

Barons Bus Arena

Big Creek Parkway

Walters Grove Park

Big Creek

Parma

Parma Bureau of Motor Vehicles

MetroHealth Parma Medical Center

Holy Name High School

Snow Road Picnic Area

Creekside Shelter at Big Creek Reservation

Michael A. Ries Ice Rink

Constellation Schools: Parma Community

2D

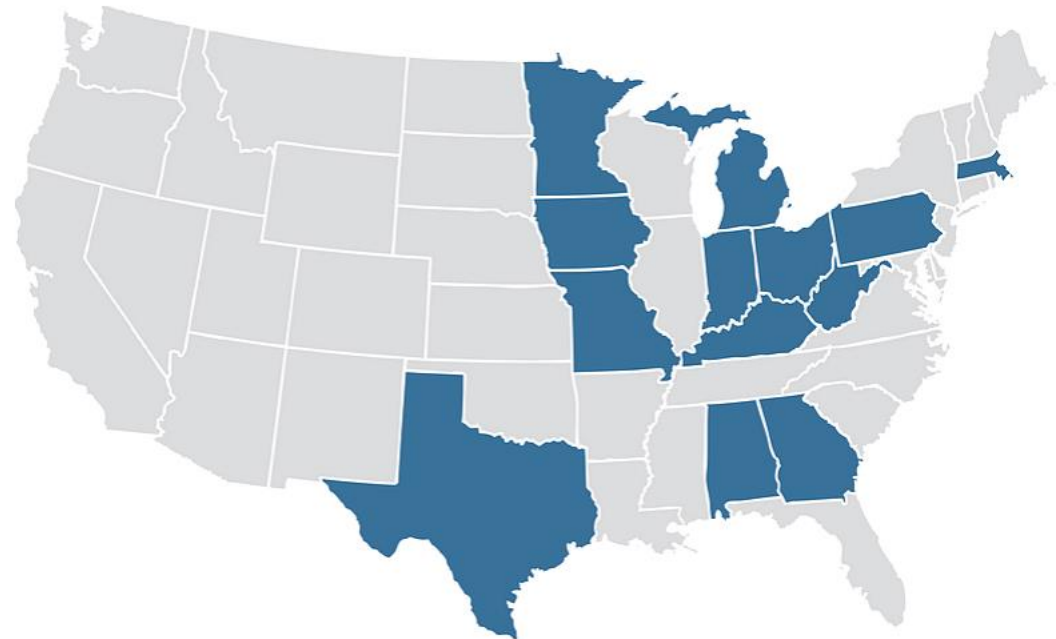
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AT-A-GLANCE

- Founded in 1979
- More than 250 employees
- 8,000 residential apartments
- 500,000 square feet of commercial real estate
- Owns and operates more than \$500 million in real estate assets
- 60+ Multifamily Communities across 13 States

Freeland has decided to retain RHM, the existing asset and property manager at "170 Valley" so that Freeland can focus heavily on Capital Expenditures, Renovations and Repairs and thus force the increase in the rents.



Co Star 5 Year Rent Projections

West Cleveland Multi-Family

3 STAR VACANCY & RENT

Year	Vacancy			Market Rent				Effective Rents	
	Units	Percent	Ppts Chg	Per Unit	Per SF	% Growth	Ppts Chg	Units	Per SF
2025	56	5.3%	0.1	\$998	\$1.27	1.9%	(0.6)	\$994	\$1.27
2024	54	5.2%	0	\$979	\$1.25	2.5%	(0.8)	\$976	\$1.24
2023	54	5.2%	(0.1)	\$956	\$1.22	3.2%	(1.3)	\$952	\$1.21
2022	55	5.2%	(0.4)	\$926	\$1.18	4.6%	(2.7)	\$923	\$1.18
2021	59	5.6%	(0.8)	\$886	\$1.13	7.2%	5.3	\$883	\$1.12
YTD	58	5.6%	(0.8)	\$875	\$1.11	6.7%	4.0	\$872	\$1.11
2020	67	6.4%	0.5	\$826	\$1.05	1.9%	(1.4)	\$823	\$1.05
2019	62	5.9%	(0.9)	\$811	\$1.03	3.3%	1.0	\$810	\$1.03
2018	71	6.8%	(0.8)	\$785	\$1	2.3%	(1.6)	\$777	\$0.99
2017	80	7.7%	1.0	\$767	\$0.97	3.9%	1.6	\$746	\$0.95
2016	69	6.6%	(0.7)	\$738	\$0.94	2.3%	(1.9)	\$729	\$0.93
2015	77	7.4%	(1.9)	\$721	\$0.92	4.2%	2.8	\$710	\$0.90
2014	97	9.2%	1.2	\$692	\$0.88	1.5%	(0.8)	\$686	\$0.87
2013	84	8.1%	(1.0)	\$682	\$0.87	2.3%	0.5	\$676	\$0.86
2012	95	9.1%	0.4	\$667	\$0.85	1.8%	1.2	\$662	\$0.84
2011	91	8.7%	(0.5)	\$655	\$0.83	0.7%	0.1	\$651	\$0.83
2010	96	9.2%	(0.4)	\$650	\$0.82	0.5%	1.8	\$646	\$0.82
2009	101	9.6%	0.9	\$647	\$0.82	-1.2%	-	\$642	\$0.81

Freeland Construction



"220 Chevy" Update

- ~ Dave Lytle, VP Construction
- ~ Brian Pfaffenberger, Construction Coordinator
- ~ Materials Coordinator + GC's + Subs

- ~ Bought in April 2021
- ~ Already invested & remodeled \$500,000 in Cap Ex out of \$1.4M Budget
- ~ Turned 35% of the Units the were originally Budgeted
- ~ 51 Completed out of 140 Hard Unit Turns are complete
- ~ 8 out of 21 Commons / Hallways completed
- ~ Driveways sealed and striped
- ~ Awnings Designed and Installed
- ~ New security doors, playground
- ~ Materials in Mini-Mobiles





170 Valley Typical Bathroom and Kitchen





The 170 Valley Portfolio – Cleveland OH

Current Financials (96.5% Occupied)

▪ Rental Income	\$1,247,802
▪ Vacancy (10%)	(included)
▪ Other Income	\$20,970
▪ Gross Income	\$1,268,772
▪ Expenses	(\$882,059)
▪ Taxes	(\$115,000)
▪ Insurance	(\$44,658)
▪ Utilities	(\$237,292)
▪ Maintenance	(\$250,000)
▪ Management	(\$118,900)
▪ Net Op Income	\$490,343 **
▪ 62% Expense Ratio – Should be closer to 50%	

Stabilized (After Repair) Financials

▪ Rental & Other Income	\$1,788,606
▪ Vacancy (4%)	(\$71,534)
▪ Other Income	(\$46,000)
▪ Gross Income	\$1,763,976
▪ Expenses	(\$952,107)
▪ Taxes	<u>(\$257,000)</u>
▪ Insurance	(\$51,000)
▪ Utilities	(\$178,500)
▪ Maintenance (incl payroll & reserve)	(\$272,000)
▪ Management Fee 4%	(\$70,648)
▪ Net OP Income	\$862,228
▪ 51% Expense ratio	

The 170 Valley Portfolio – Cleveland OH

Acquisition

▪ All In - \$10,685,000

- Purchase Price - \$9,000,000
- Renovation Budget - \$1,100,000
- Acq & Asset Mgmt Fee - \$270,000
- Closing & Legal Costs - \$307,000

▪ Financing - \$10,685,000

- Bank Loan - \$8,300,000 @ 3.50% (2 yr I/O)
 - Perm Loan / 25 Year Amm
- Private Investors - \$2,385,000

Stabilized Projections in 36 mo.

▪ Stabilized (After Repair) Value

- NOI - \$862,228
- ARV - \$14,150,000 @ 6.10 Cap

▪ Agency Loan - \$10,966,250 in 36 mos. @ 6.10 Cap

- 77.5% LTV, 4% int rate, 30 yr am, non-recourse
- Pay off Acquisition Loan & Private Investors
- * Refi Proceeds = \$286,150 Net Free Refi Proceeds
- * Net Free Cash Flow of \$240,000 per year – 30 year amm
 - OR 3 Year I/O of \$428,698 per year for 2-3 years
- * Remaining Equity of \$3,183,750
 - (* Projected / Forecasted)

The 170 Valley Portfolio – Cleveland OH

Expected Investor Returns for each \$100k Investment over 36 Month Term

- Fixed Preferred Return of 10%
 - **Earns \$10,000 in interest per year**
 - 10k (year 1) + 10k (year 2), + 10k (Year 3)
 - Taxed at sale at long-term capital gains rate
- Perpetual Equity of .80%
 - **Earns .80% of refi proceeds**
 - \$2,289.20 Projected Cash Out Refi Proceeds
 - Non-taxable Loan Proceeds
 - **Earns \$1,920 per year in cash flow**
 - **(\$3,429.59 after refi ~IF~ Interest Only Loan)**
 - Taxed at earned income rate, offset by depreciation
 - **Holds \$25,470.00 in equity at Refi**
 - Increases annually with principal paydown, appreciation
 - Taxed at sale at long-term capital gains rate



Total Investor Return @ 100k

Assuming 36 Month Stabilization Plan & Refi

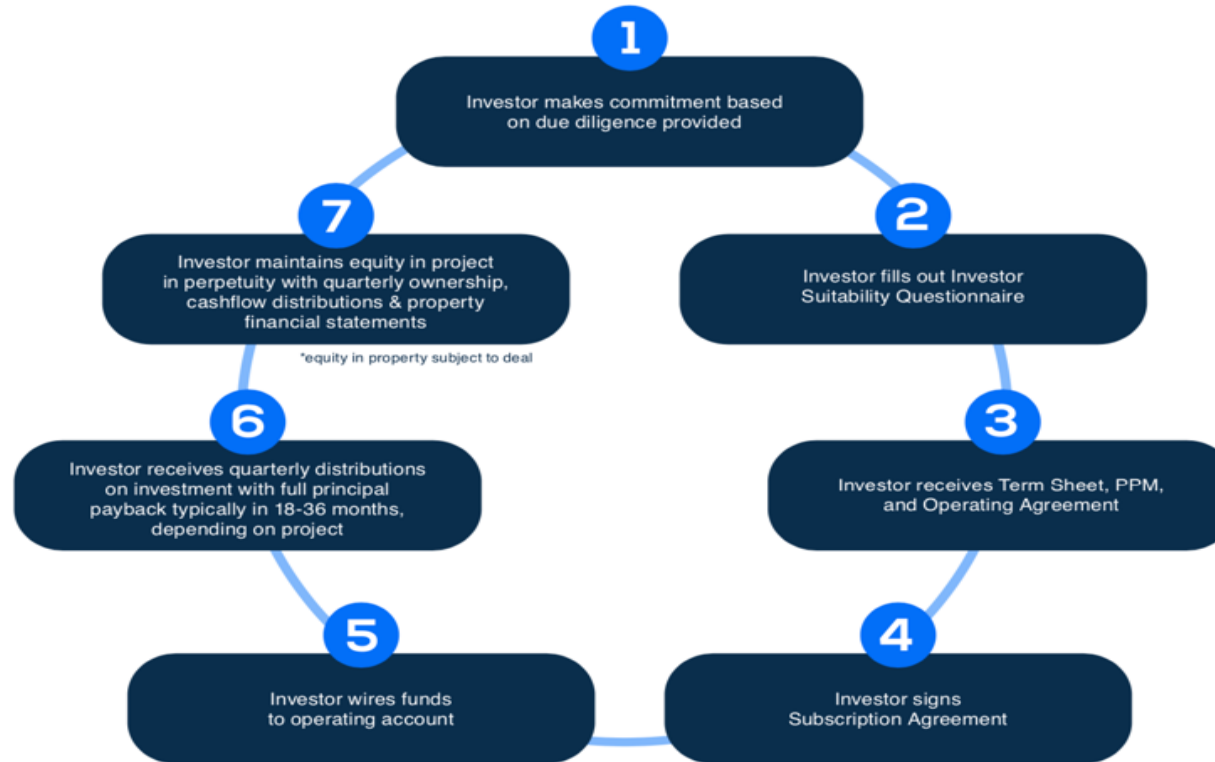
- \$30,000 Preferred return (10% annualized interest)
- + \$2,250 Cash Flow in Year 3 (above pref & costs)
- + \$2,289.20 Cash Out Refi Proceeds
- = \$34,539.20 Total ROI in 36 months
 - 11.51% Annualized ROI (tax advantaged)
- + \$25,470 Equity Retained
- Total = \$60,009.20 total return in 36 months
 - 20% Annualized ROI including Equity
 - + Principal returned in approx. 36 months
 - + Cash Flow + Principal Paydown + Appreciation + Depreciation
 - + Highly tax advantaged

Make an Investment.... Want Units?
Text Josh Now to Secure Your Spot

To secure units:

Josh Cantwell, CEO
Phone: 216-233-5448

Passive Investor Process



Our Investors Are Protected

- Protected by insurance on property
- Secured through the Operating Agreement, Private Placement Memorandum and Subscription Agreement
- Secured as limited partners with no liability

Thank You

NEXT STEPS

To request additional information (PPM, Operating Agreement, Subscription Agreement, etc) for 170 Valley please contact:

Jen Pennington

Phone: 440-783-2047

Email: jpennington@freelandventures.com

Steelyard Commons

