

# INVESTMENT APPROACH

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Invest in areas of

- High demand, due to
  - Visual amenities
  - Comfortable climate
  - High quality housing
  - Rich culture
- Low supply, due to
  - Geographic boundaries
  - Height limitations
  - Anti-growth political climate

# HISTORICAL PERFORMANCE

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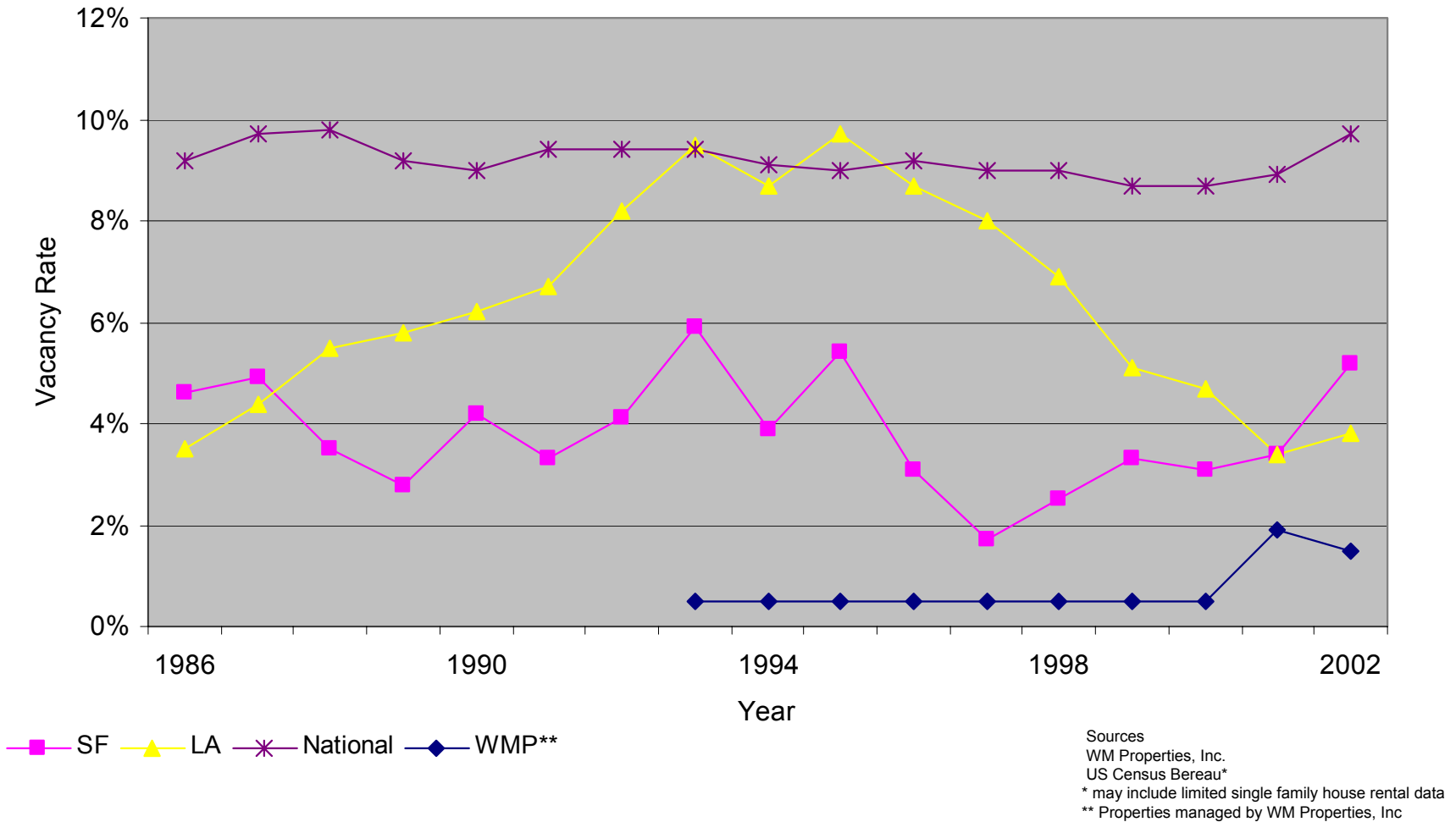
- From 1993 to Present
- 166 apartment units in San Francisco and Bay Area
  - Mostly Nob Hill/Pacific Heights
  - 10 to 15 unit size
- 25% per year annual return (before depreciation)
- 14% per year IRR

# LEASING STRATEGY

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- Effective advertising
- Interactive web-site
- Vacancy management
- Well designed apartments
- Strong lease controls
- Credit reviews of tenant

# AVERAGE VACANCY RATE



# MANAGER'S BACKGROUND

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- 10 Year track record of good returns, low vacancy rates
- In depth knowledge of local market
- Multiple disciplines
  - Accounting
  - Financial Management
  - Property Management
  - Construction Management
  - Real Estate Brokerage
  - Architecture