

ACQUISITIONS OVERVIEW

Axis RP is a privately held real estate company based in Florida. We focus on acquiring, creating and enhancing the value of underperforming real estate assets. We strive to achieve attractive, risk-adjusted returns by investing in real estate, non-performing loans, distressed assets and select commercial and residential projects.

GEOGRAPHIC PARAMETERS

PRIMARY MARKETS

- **ARIZONA**
Phoenix
- **FLORIDA**
Southeast Coast
Tampa/St. Petersburg
Orlando
Jacksonville
- **GEORGIA**
Atlanta
- **NORTH CAROLINA**
Raleigh/Durham
Charlotte
- **SOUTH CAROLINA**
Charleston
- **TENNESSEE**
Nashville
- **TEXAS**
Austin
Dallas
Houston
San Antonio

SECONDARY MARKETS

- **FLORIDA**
Sarasota
Palm Coast
Panama City
Ft. Myers-Naples
- **GEORGIA**
Savannah
- **NORTH CAROLINA**
Greensboro
- **SOUTH CAROLINA**
Columbia
- **TENNESSEE**
Chattanooga
Memphis

GENERAL CRITERIA

Axis Realty Partner’s primary acquisition efforts focus on traditional multi-family apartment communities, anchored or shadow anchored retail centers, small to mid-size office buildings, fully entitled land, and distressed multi-family, retail and office assets.

MULTI-FAMILY ACQUISITION CRITERIA

Traditional multi-family apartment communities, failed condominium conversions, and stalled or distressed land opportunities within strong and growing demographic submarkets.

MULTI-FAMILY PROPERTY CHARACTERISTICS

<ul style="list-style-type: none"> • 1970-2007 Construction/Age • +100 Multi-Family Units • High Barrier to Entry Locations • Garden Style to High-Rise 	<ul style="list-style-type: none"> • Good Access/Visibility • Competitive Unit Mix • Proximity to Employment Centers • Adjacent or Near Anchored Retail
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VALUE-ADD MULTI-FAMILY PROPERTY CHARACTERISTICS

<ul style="list-style-type: none"> • Inferior Property Management • Deferred Maintenance • Old/Outdated Unit Interiors • Bathroom Upgrade Potential 	<ul style="list-style-type: none"> • Below Market Rents • Utility Cost Pass-Through Opportunities • Potential to Add Washers & Dryers • Potential for Fitness or Business Center
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RETAIL ACQUISITION CRITERIA

Neighborhood or community centers that are anchored by a major grocer, other national retailers, or unanchored neighborhood retail centers with credit tenants located in close proximity to anchored or big box centers. Additionally, Axis looks to acquire centers that offer the potential to enhance property revenue through improved management, expansion, remerchandising, or redevelopment.

RETAIL PROPERTY CHARACTERISTICS

<ul style="list-style-type: none"> • Class A or B Centers • +35,000 Leasable Square Feet • High Barrier to Entry Locations • Excellent Visibility • Below Market Rents 	<ul style="list-style-type: none"> • Easy Ingress/Egress with Median Cuts • Re-Tenancing Opportunities • Above MSA Average Income • Out Pad Development Potential • Vacant Big Box Space
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OFFICE ACQUISITION CRITERIA

Small to medium office properties that are in established markets with good economic fundamentals and established infrastructure; as well as, office properties that provide upside through renovation or improved leasing and management.

OFFICE PROPERTY CHARACTERISTICS

<ul style="list-style-type: none"> • 1980-2005 Construction/Age • +50,000 Leasable Square Feet • High Barrier to Entry Locations • Efficient Floor Plans 	<ul style="list-style-type: none"> • Good Access/Visibility • Below Market Rents • Value Enhancement Through Renovation
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“OPPORTUNISTIC” PROPERTY CHARACTERISTICS

<ul style="list-style-type: none"> • Failed Condominium Projects • Distressed Debt • Under-Utilized Sites/Properties 	<ul style="list-style-type: none"> • Limited to No Short-Term Income • Excess Development Land Plays • Development/Re-Development Potential
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LAND ACQUISITION CRITERIA

Residential and commercial entitled or un-entitled land that is, based on current growth patterns, projected to be absorbed for development in the near-term. in primary or growing secondary markets. Sites of interest are located in primary and secondary markets with good long-term growth characteristics. Infill sites that have potential for redevelopment that also have interim existing uses will also be considered for acquisition.

DEAL STRUCTURE & SIZE

Axis employs a flexible deal structure to match the uniqueness of each transaction. Typically, Axis engages in leveraged transactions, but will close all-cash depending on the conditions of the transaction. We consider acquisitions ranging from \$5 million dollars and greater; as well as, single assets to large property or debt portfolios. Please contact our acquisition team for more information at acquisitions@axisrp.com.

SUBMISSION REQUIREMENTS

<ul style="list-style-type: none"> • Full property description • Previous two years year-end operating statements • Current tax bill • Terms of financing (if assumable) • Market information 	<ul style="list-style-type: none"> • Color photographs • Sales and Rental Comparables • Location map • Current rent roll • Year-to-date detailed operating statement
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