

FARIS

Residences

**Value Add Multifamily
Apartment Investment**

104 UNITS | TAMPA MSA



DISCLAIMER

This is a sample deal package being shared for illustration purposes only. This is not an offer to buy or sell, or a solicitation of an offer to buy or sell any security or fund interest or any financial instrument and is not to be considered investment advice.

This presentation is for institutional use only and is not to be distributed to any party other than its intended recipient. This is a fictitious property, based on an actual deal we explored and is representative of the types of deals and properties we seek to acquire

ABOUT US

- **175+** Investors
- Raised **\$50M+**
- **100%** distribution track record
(never missed a distribution)
- **577** residents
- On track to invest **\$1 billion** into
passive real estate investments



OUR MISSION is to go full out for our clients and provide the best investing experience in the world.

Our Core Values



TEAM



Mark Faris

CEO 



- Scaled the largest real estate team in Canada
- 2100+ 5-star Google reviews
- Sold over 12,000+ properties
- \$170m+ assets under management



John Makarewicz

PRESIDENT 

- Scaled the largest real estate team in US
- Over \$13BN in real estate sold
- \$4BN in sales in 2022

TEAM

**Georgia
Pitrone**



SVP OF ASSET MANAGEMENT



- 20+years of experience in the real estate industry
- 43% average IRR

**Joe
Lowery**



SVP OF ACQUISITIONS



- Has been involved in over \$1.1 Billion transaction volume, including \$800,000,000 in acquisitions and over 34% average IRR

**Madison
McCarty**



DIRECTOR OF FINANCE



- Canadian CPA
- Registered Dealing Representative



PROPERTY OVERVIEW

INVESTMENT DETAIL

Address	Tampa, FL 33771
Price	Offered without an asking price
Terms	Loan assumption
Year Built	1984
Total Units	104
Average Unit Size	770 FT

Rentable Area	+80,096 SF
Market Rent Per Unit	\$1,737
Market Rent Per NSF	\$2.26
Leased Rent Per Unit	\$1,399
Leased Rent Per NSF	\$1.81
Last Lease Rent Per Unit	\$1,572
Last Lease Rent Per NSF	\$2.04
Occupancy (July 2023)	96.2%

CONSTRUCTION DETAIL

Style	Garden-style
Foundation	Poured concrete
Exterior Walls	Concrete block with stucco
Roof	Pitched roofs with shingles
Paving	Asphalt
Plumbing	PVC
Wiring	Copper
Ceiling Height	8-foot

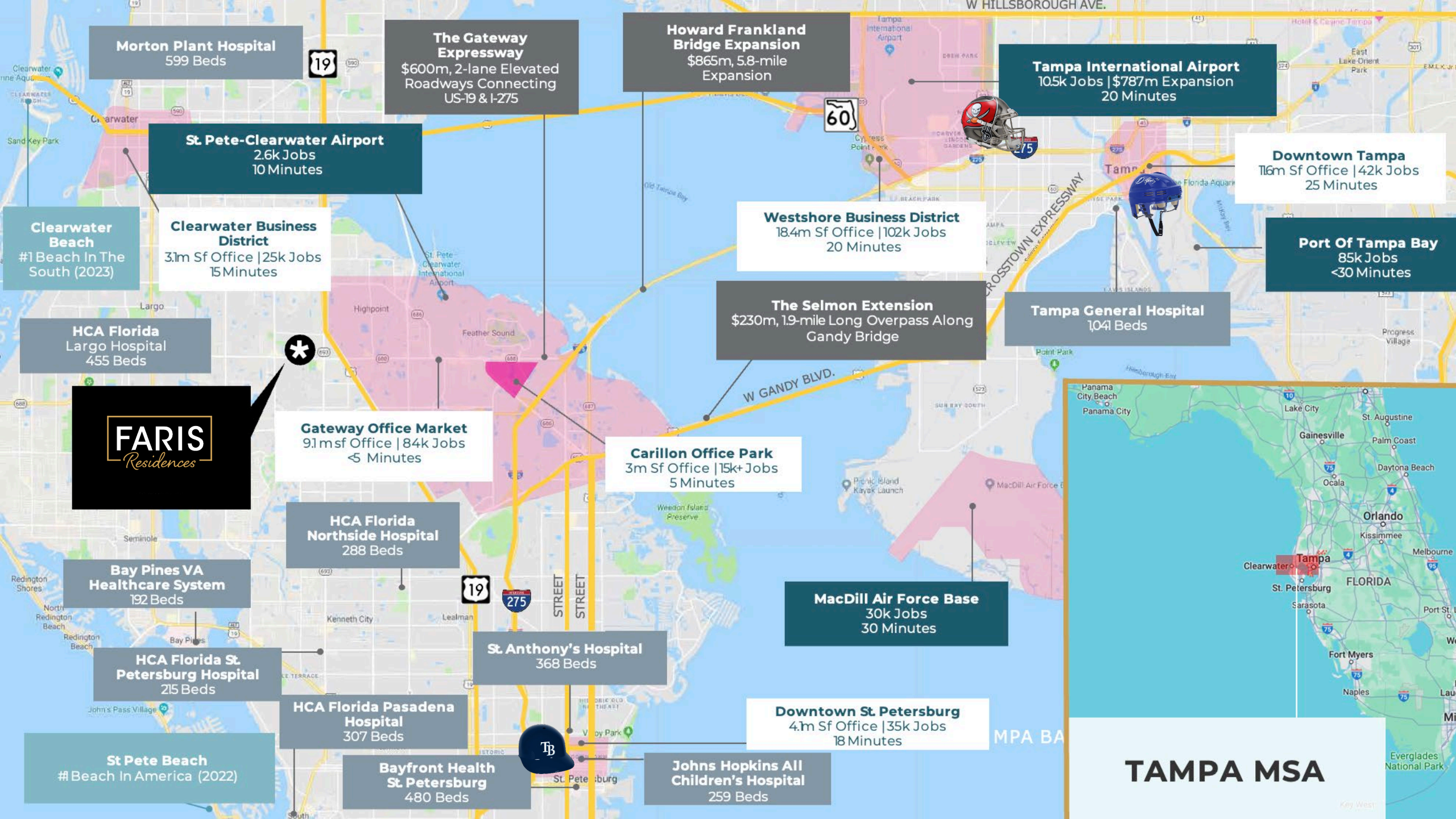
SITE DETAIL

Acreage	±7.6 Acres
Density	±13.7 Units/Acre
Buildings	11 one-and two-story residential buildings and 1 leasing office
Access	Via Rodgers Ave.

Flood Zone	Zone X
Parking Spaces	180 total parking spaces 169 surface spaces 11 handicap spaces
Parking Spaces	173 Spaces

UTILITIES/MECHANICAL SYSTEMS

Electrical	Individually metered by FPL
Water/Sewer	Submetered and billed via Paylease to residents
Trash	Residents are charged \$25 per month for Valet Trash



Morton Plant Hospital
599 Beds

The Gateway Expressway
\$600m, 2-lane Elevated Roadways Connecting US-19 & I-275

Howard Frankland Bridge Expansion
\$865m, 5.8-mile Expansion

Tampa International Airport
10.5k Jobs | \$787m Expansion
20 Minutes

Downtown Tampa
116m SF Office | 42k Jobs
25 Minutes

St Pete-Clearwater Airport
2.6k Jobs
10 Minutes

Westshore Business District
18.4m Sf Office | 102k Jobs
20 Minutes

Port Of Tampa Bay
85k Jobs
<30 Minutes

Clearwater Beach
#1 Beach In The South (2023)

Clearwater Business District
3.1m Sf Office | 25k Jobs
15 Minutes

The Selmon Extension
\$230m, 1.9-mile Long Overpass Along Gandy Bridge

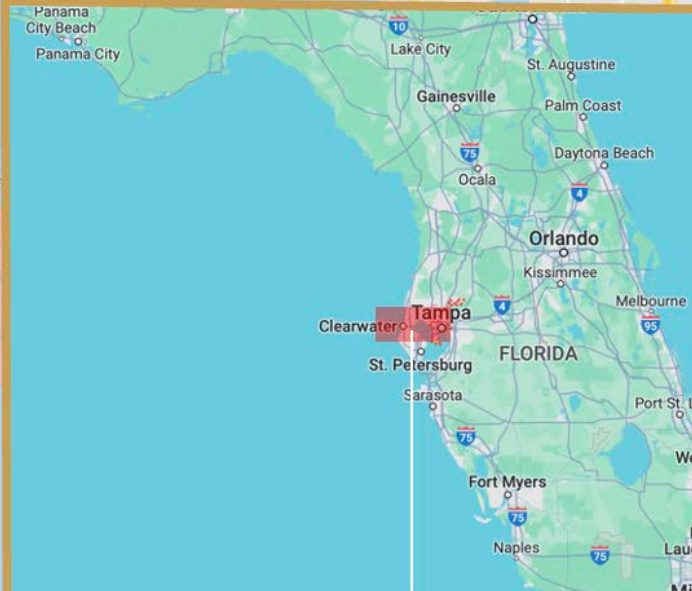
Tampa General Hospital
1,041 Beds

HCA Florida Largo Hospital
455 Beds

FARIS Residences

Gateway Office Market
9.1msf Office | 84k Jobs
<5 Minutes

Carillon Office Park
3m Sf Office | 15k+ Jobs
5 Minutes



HCA Florida Northside Hospital
288 Beds

MacDill Air Force Base
30k Jobs
30 Minutes

Bay Pines VA Healthcare System
192 Beds

St. Anthony's Hospital
368 Beds

HCA Florida St. Petersburg Hospital
215 Beds

HCA Florida Pasadena Hospital
307 Beds

Downtown St. Petersburg
4.1m Sf Office | 35k Jobs
18 Minutes

St Pete Beach
Beach In America (2022)

Bayfront Health St. Petersburg
480 Beds

Johns Hopkins All Children's Hospital
259 Beds

UNIT FEATURES

- Black Appliances
- Breakfast Bar
- Pantry*
- Track Lighting
- Washer and Dryer Connections & Equipment
- Ceiling Fans
- Carpet in Bedrooms
- Tile Flooring in Wet Areas
- Linen Closets*
- Walk-in Closets*
- Screened in Patio on First Floor Units and
- Open Air Balcony on Second Floor Units
- Rare opportunity - 1984 built concrete block asset
- 90% classic units
- 2 of 11 roofs were replaced in 2021 and 9 of 11 were replaced in 2016

* In select units

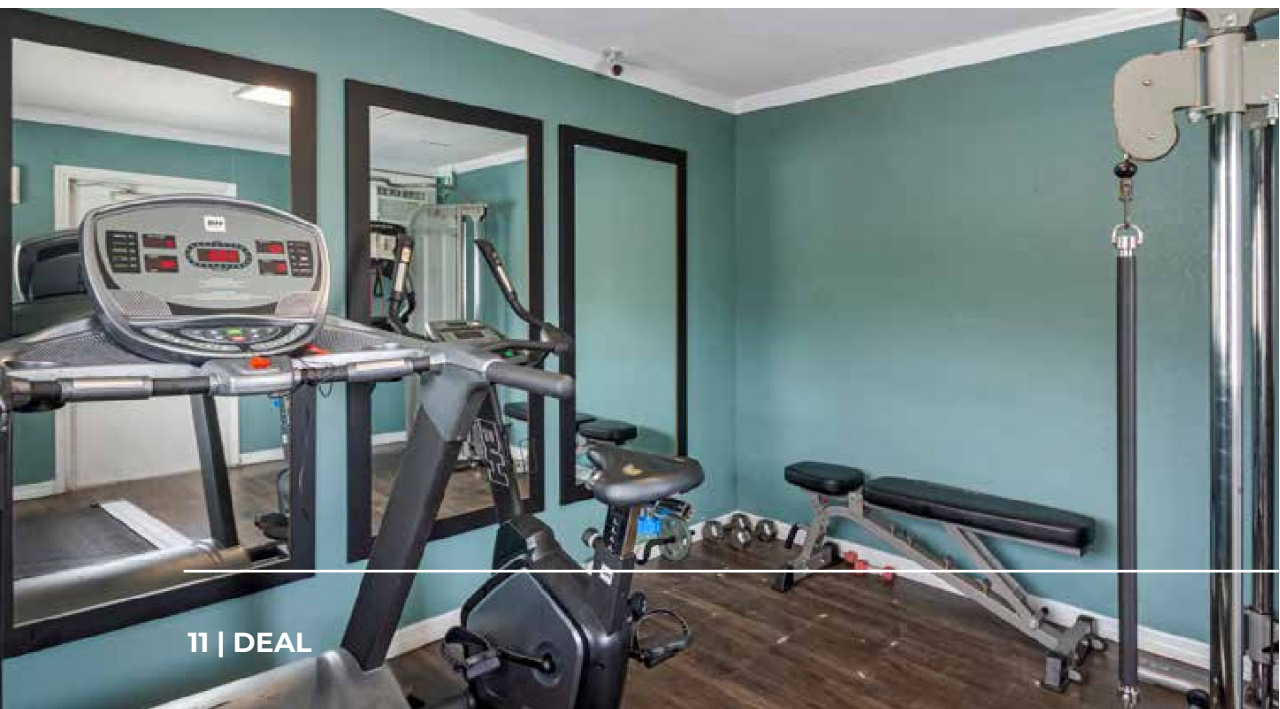






COMMUNITY FEATURES

- Fitness Room
- Swimming Pool
- Pet Park
- BBQ Grills with Picnic Area
- Wi-Fi Common Areas
- Valet Trash Pick-up
- On-Site Maintenance
- On-Site Manager



UNIT MIX & FLOOR PLANS

UNIT TYPE	UNIT MODEL	NO. OF UNITS	% OF TOTAL	UNIT SF*
1 BED / 1 BATH	Classic	73	70.2%	700
1 BED / 1 BATH	Full Reno	3	2.9%	700
1 BED / 1 BATH	Partial Reno	4	3.8%	700
2 BED / 2 BATH	Classic	20	19.2%	1,004
2 BED / 2 BATH	Full Reno	2	1.9%	1,004
2 BED / 2 BATH	Partial Reno	2	1.9%	1,004
TOTAL or AVG		104	100%	770

*Owner and Broker make no representation as to the actual square footage of any units. Prospective purchasers are encouraged to independently confirm the measurement of all units.

A1
1BD | 1BA | 700 SF



B2
2 BD | 2 BA | 1004 SF

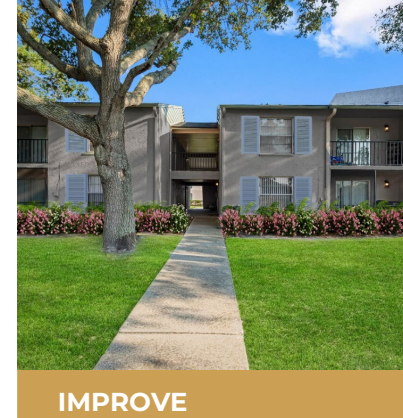
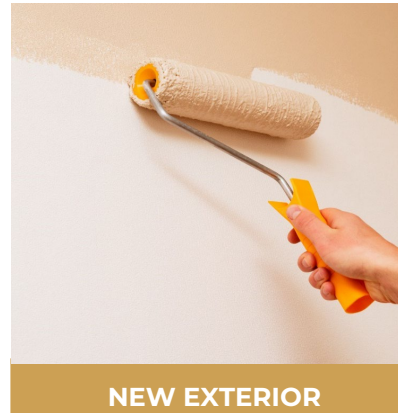


BUSINESS PLAN

EXTERIOR UPGRADES AND AMENITIES

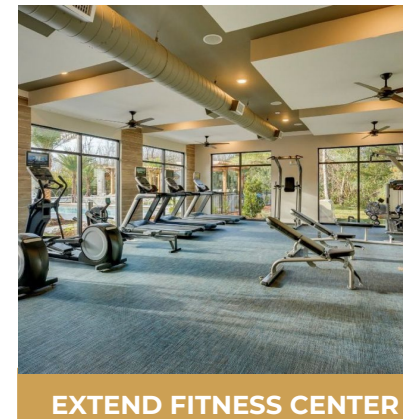
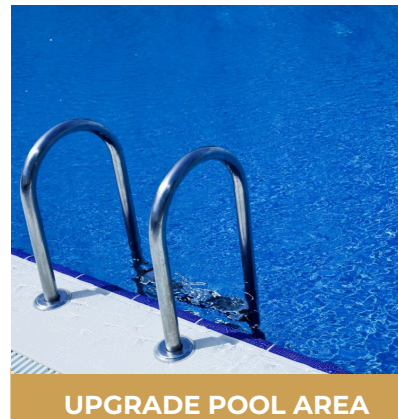
Exterior Facelift

- New exterior paint
- Upgrade signage & rebrand asset
- Landscaping
- Additional lighting
- Opportunity to add fenced backyards and charge additional rent premiums



Amenity Upgrades

- Extend and upgrade the fitness center and business center
- Enhance dog park
- Extend pool area to make a community gathering space - add grilling station, seating and game area



*all renderings/pictures shown are for illustration purpose only

BUSINESS PLAN-

Interior Renovations

- Upgrade 95% of unit interiors (99/104 units).

Re-lease Units at Premium Rents

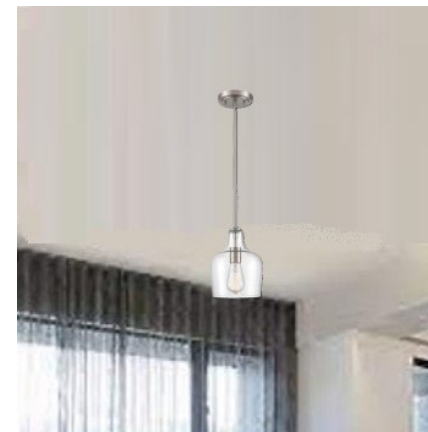
- Burn off loss-to-lease by rolling over the rent roll to market rents with strategic renovations.
- The plan is to renovate 5 units/month with the aim of finishing the renovations in under 30 days/unit.

Additional Income Opportunities

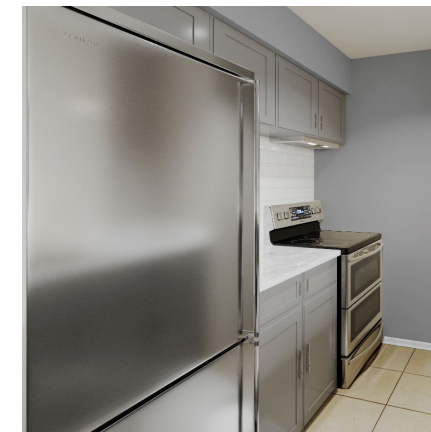
- All units have washer and dryer machines and private balconies. Current ownership is not charging tenants for the washer/dryer equipment.
- Opportunity to start a chargeback program as we sign new leases. Currently not reflected in underwriting, so this would be additional above and beyond NOI.



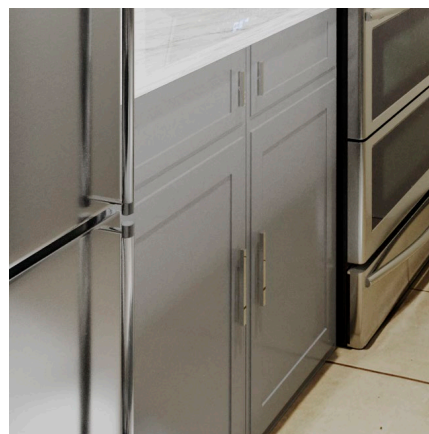
VINYL PLANK FLOORING



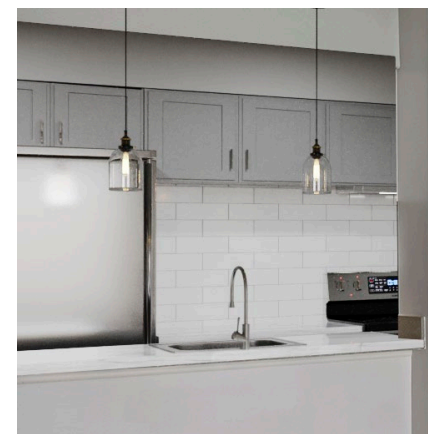
DESIGNER LIGHTING PACKAGE



STAINLESS STEEL APPLIANCES



UPGRADE CABINETRY



NEW KITCHEN COUNTERS & HARDWARE



BATHROOM UPGRADES

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OVERVIEW OF INVESTMENT

PURCHASE PRICE
\$17,500,000

CAP RATE (T12)
5.42%

HOLD PERIOD
5 YEARS

EQUITY REQUIRED
\$10,775,707

SOURCES & USES OF CAPITAL

SOURCES

Debt	\$10,602,000
Equity	\$10,775,707
TOTAL	\$21,377,707

USES

Purchase Price	\$17,500,000
Capex Budget	\$1,848,578
Closing Costs	\$1,686,020

(Includes Financing Costs and Acquisition Fee)

Reserves	\$343,109
TOTAL PROJECT COST	\$21,377,707



PROJECTED RETURNS

18.5%+

AVERAGE
ANNUALIZED
RETURNS

5.5%

AVERAGE ANNUAL
DISTRIBUTIONS

1.93x

EQUITY
MULTIPLIER

5 YEAR

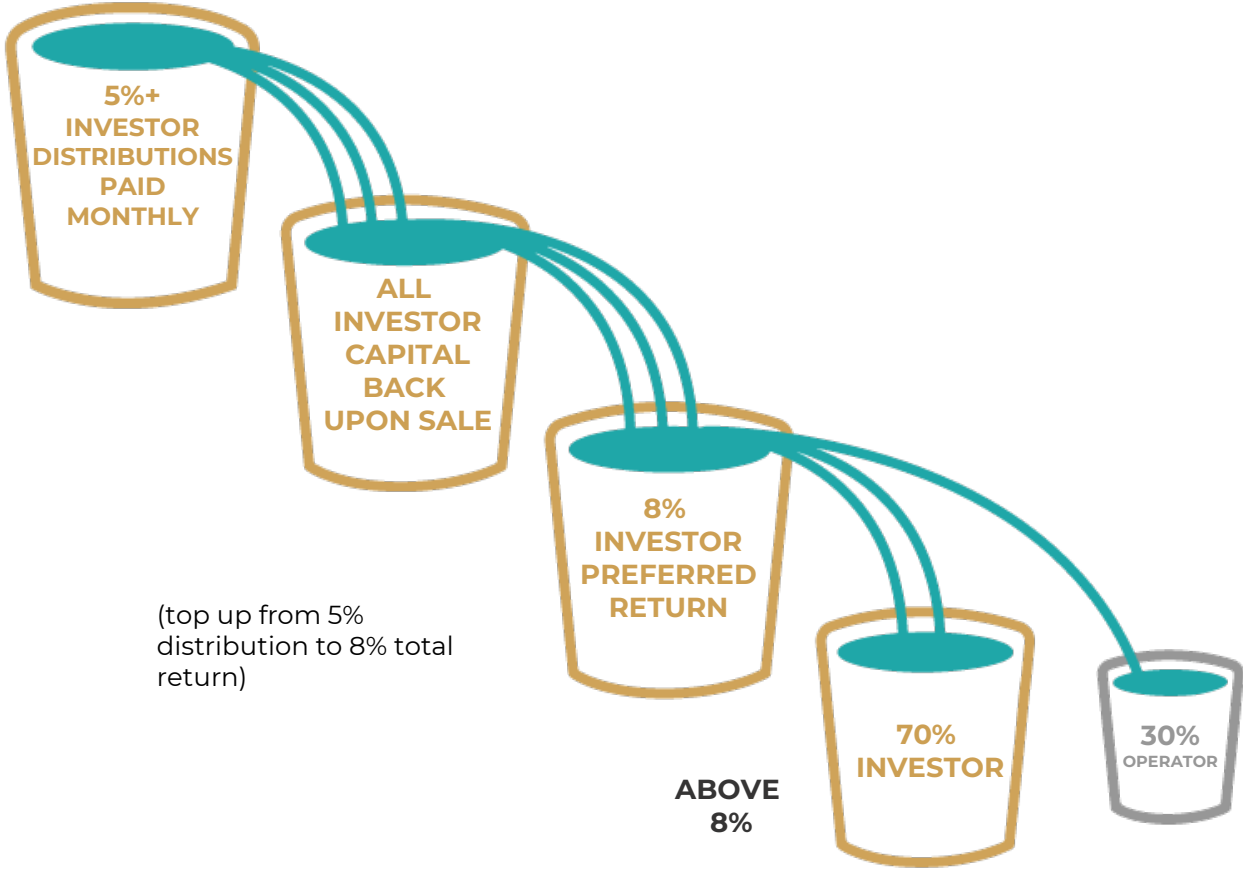
TERM

\$100K

MINIMUM INVESTMENT (USD)
ACCREDITED INVESTORS
ONLY

PROFIT SHARE OVERVIEW

Profit Split	Description
100% 0%	Investors earn 100% of the monthly cash flow and profits up to 8%
70% 30%	Proceeds are split 70% to investors, 30% to sponsors over 8%



5 YEAR PRO-FORMA

	FY1	FY2	FY3	FY4	FY5
Income					
Gross Potential Rent	1,804,718	1,882,321	1,962,320	2,031,001	2,102,086
Proforma Rent-Value-Add	92,543	298,434	416,338	430,910	445,992
Total GPR	\$1,897,261	\$2,180,755	\$2,378,658	\$2,461,911	\$2,548,078
Vacancy Loss	(72,189)	(75,293)	(95,146)	(98,476)	(101,923)
Vacancy Loss Renovations	(71,581)	(74,659)	-	-	-
Bad Debt	(23,716)	(27,259)	(29,733)	(30,774)	(31,851)
Net Effective	\$1,729,775	\$2,003,544	\$2,253,778	\$2,332,661	\$2,414,304
Water / Sewer	82,846	85,332	87,892	90,528	93,244
Trash Income	32,760	41,496	42,741	44,023	45,344
Fee / Other Income	57,565	59,292	61,070	62,902	64,790
FCP Ancillary Revenue	15,170	30,341	41,177	42,412	43,684
Effective Gross Income	\$1,918,117	\$2,220,004	\$2,486,658	\$2,572,527	\$2,661,366
Total Expenses	\$939,163	\$992,738	\$1,034,092	\$1,071,301	\$1,109,930
Net Operating Income	\$978,954	\$1,227,265	\$1,452,566	\$1,501,226	\$1,551,435
Reserves	\$23,400	\$23,400	\$23,400	\$23,400	\$23,400
NOI After Reserves	\$955,554	\$1,203,865	\$1,429,166	\$1,477,826	\$1,528,035

OPERATING EXPENSES

OPERATING EXPENSES	FCP YR 1	Per Unit	Monthly	Per Unit	% EGI
Administrative	26,000	250	2,167	21	1.4%
Marketing	24,440	235	2,037	20	1.3%
Management Fee	57,543	553	4,795	46	3.0%
Payroll	184,600	1,775	15,383	148	9.6%
Utilities	25,097	241	2,091	20	1.3%
Water/Sewer	75,409	725	6,284	60	3.9%
Trash	16,508	159	1,376	13	0.9%
Valet Trash	17,320	167	1,443	14	0.9%
Landscaping	26,000	250	2,167	21	1.4%
Repairs & Maintenance	13,000	125	1,083	10	0.7%
Turnover	7,800	75	650	6	0.4%
Contract Services	13,020	125	1,085	10	0.7%
Insurance	187,200	1,800	15,600	150	9.8%
Taxes	265,224	2,550	22,102	213	13.8%
TOTAL EXPENSES	939,163	9,030	78,264	753	49.0%
Reserves	23,400	225	1,950	19	1.2%
TOTAL OPEX + RESERVES	962,563	9,255	80,214	771	50.2%



BEFORE



AFTER

CAPEX BUDGET

TOTAL UNITS: 104

UNITS TO RENOVATE: 99 (95%)

INTERIOR

Total Interior Costs

BUDGET

\$1,138,500

EXTERIOR

BUDGET

Landscaping (Sod + Plants)	\$100,000
HVAC Replacement	\$50,000
Exterior Painting	\$180,000
Monument Sign	\$25,000
Fenced Patio	\$42,000
Pool area enhancement	\$7,500
Pergola / Replace Equipment	\$25,000
Dog Washing Station	\$7,500
Fitness Center Reno / Expansion	\$25,000
Add Maintenance Shed	\$10,000
Total Exterior Costs	\$462,000

Sub-Total of Renovation Costs	\$1,600,500
Contingency (10%)	\$160,050
Construction Management Fee (5%)*	\$88,028
TOTAL PROJECT COSTS	\$1,848,578

*Construction management fee paid by lender

INVESTOR RETURN PROJECTIONS

BASED ON \$100,000 INVESTMENT

	YEAR 0	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5	TOTAL
Cash Flow	-\$100,000	\$4,816	\$4,977	\$5,419	\$5,870	\$6,336	\$27,419
Return of Capital						\$100,000	\$100,000
Equity at Sale						\$65,263	\$65,263
TOTAL	-\$100,000	\$4,816	\$4,977	\$5,419	\$5,870	\$171,599	\$192,681

INVESTOR TESTIMONIALS



Tim Salter

5 reviews

★★★★★ 11 months ago

As an investor in real estate managed by Faris Capital Partners I can confidently say that their service and investor commitment is unmatched in the industry.

The first thing that stands out with Faris Capital Partners is their impeccable communication. Never have I felt out of the loop; I'm consistently updated on property performances, market trends, and any relevant news that could impact my investments. Their transparency is not just refreshing—it's empowering. It gives me confidence that my capital is well-placed and well-managed.

Their execution is top-notch. From property acquisition to due diligence, everything is handled with the utmost professionalism and efficiency. It's evident that they have a well-oiled machine and a deeply knowledgeable team that knows how to spot excellent investment opportunities and manage them well.

For anyone looking to invest in real estate, Faris Capital Partners is the gold standard. Their communication, execution, and management skills are second to none. Highly recommended for anyone serious about making sound real estate investments.



Mary Wylde

13 reviews

★★★★★ 4 months ago

I have been extremely pleased with my investment with Mark Faris. He does amazing research in picking the investment buildings. And he keeps you in the loop on not only what's happening with the project but also what happening in the market. I am looking forward to investing in more of his project.



Rick Barnes

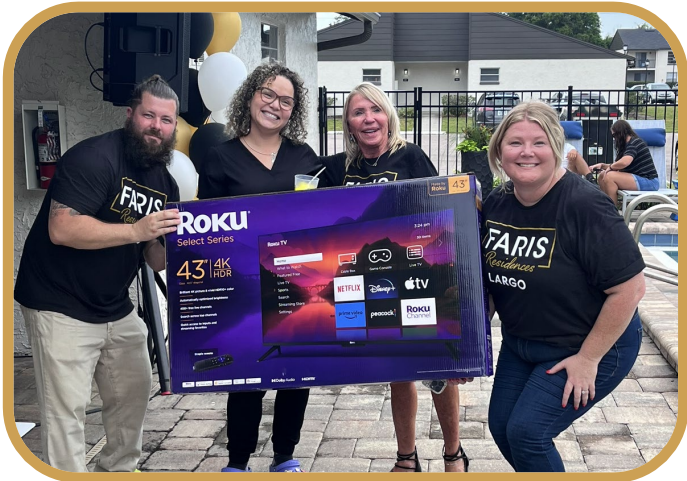
3 reviews

★★★★★ 4 months ago

Mark and the team at Faris Capital Partners are fantastic to work with but more importantly, they have streamlined the process for Canadians to invest in US based multi family residential communities. Communication is exceptional and the dividends are paid out on time, every month!



RESIDENT REVIEWS



✕  **Deixi Reyes**
1 review


★★★★★ 2 months ago

We have lived here for almost two years, what I have loved the most is the internal service in terms of keeping an eye on the repairs, the cleanliness, the tranquility between the neighbors. A place where your children can be calm.

 **Billy Knipp**
4 reviews

★★★★★ 2 weeks ago **NEW**

Faris is an amazing place to live. The community is very quiet, and very well maintained. The property management is always very helpful, and pleasant. My favorite part, is that any questions or concerns is addressed immediately.

 **Gamal Sheikh**
10 reviews

★★★★★ 4 weeks ago

I highly recommend these apartments. The management team is responsive and efficient, promptly addressing any issues that arise. They're a pleasure to work with!

CANADIAN & AMERICAN-FRIENDLY STRUCTURE

Value Add: CROSS BORDER TAX

No double taxes. No double tax returns.
No extra work.

1. Investing into a Canadian Limited Partnership
2. You will receive a Canadian tax slip at year end



NEXT STEPS

1-ON-1 ZOOM CALL WITH
OUR TEAM



A city skyline at sunset with a large black overlay containing the FARIS logo and 'Thank You' text. The background shows a city with several tall buildings, some with lights on, and a road with palm trees in the foreground. The sky is a mix of blue and orange.

FARIS

CAPITAL PARTNERS

Thank You