

### Real Estate Investment Trust (REIT) Offering

A Community Transformation & Passive Real Estate Income Fund



**Investment Presentation** 



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## Vision

To bring new life to communities.

## Mission

To deliver significant returns to purpose driven investors utilizing tax efficient strategies.

### Purpose

To transform the lives of tenants and investors.



# WHY IMPACT INVESTING MATTERS

# 99.65%

of Capital Deployed Annually is in Investable Assets CHARITABLE DONATIONS (~\$500B IN U.S.)

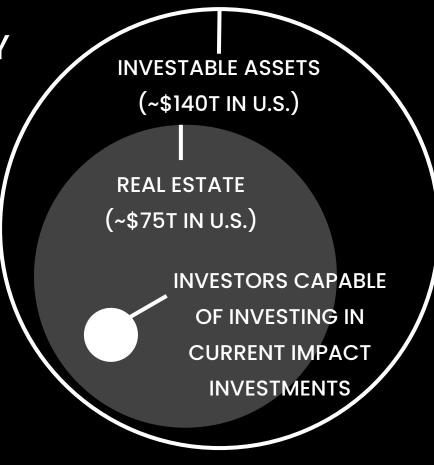
**INVESTABLE ASSETS** 

(~\$140T IN U.S.)

Source: www.his.fund

# THE MARKET OPPORTUNITY OF A PUBLICLY TRADED IMPACT REIT

Real estate is by far the biggest asset class. Yet the majority of investors don't fit inside the <u>box</u>.



Source: Redemptive Real Estate

## Purpose Driven Community Impact

- 37% of the U.S. population lives in some form of multi-housing
- 98% of multi-housing residents are unengaged or unchurched
- 21% of adults struggle with loneliness and only 53% of Americans have meaningful in-person social interactions

Through partnership with ministries like Apartment Life and Marketplace Chaplains we can connect with these people in a transformative way.

Sources: WayForward and Gallup





## Our Simple to Understand Investment Philosophy

- Purchase properties at favorable prices.
- Diversify alongside trusted partner operators nationwide
- Improve physical characteristics and amenities (value-add).
- Improve the well being of tenants to retain as long term tenants.
- Once improvements are complete, boost in cash flow will follow.
- Enjoy rising cash flow as rents and occupancy increase.
- Hold properties for long term. Only sell for a compelling reason.
- Enjoy appreciation that comes from inflation and rise in rents.
- 1031 exchange when necessary to avoid capital gain taxes.
- Steward capital wisely. Take great care of investors and tenants.
- Repeat the process over and over again as capital compounds.



## Current Opportunity

- Multi-family properties are "on-sale".
- Apartment buildings 20-40% discount from 2022 peak prices.
- 42% of all commercial property loans will mature in 2024-2026.
- Due to higher interest rates, many commercial owners are not able to refinance
- Both small and large portfolio managers are selling buildings when they cannot refinance.



### Target Investment Returns, Dividends & Fees

#### **RETURNS & DIVIDENDS**

- IRR: 8-12%
- Dividend: 4% (90% of income paid out regularly per IRS)
- Hurdle rate: 6%

#### MANAGEMENT FEES

- Management fee: 1.25% (Fund) or 1.75% (Direct)
- Performance fee: 15% (Fund) or 20% (Direct)
- Acquisition and disposition fee on the purchase/sale/refi
- Partner Operator Fees (Vary + are in addition to our fees):
  - Management fee: 1.5-2.0%
  - Performance fee: 20-30%

\*See offering circular for more details.



### Top 10 Reasons to Invest with AARE

- Proven Track Record Our success with previous funds underscores our experience and capability. Successful outcomes and timely communication along the way.
- Legitimate Community Impact We partner with organizations proven to bring hope and build relational communities which, in turn, can benefit investors. (See Witten Advisors Impact Report)
- Regular Distributions & Cash Flow 90% of income is sent via dividend payouts per IRS guidelines.
- 4. **Liquidity** Subsequent offerings and listing on an exchange offers investors liquidity (redemptions) on their investment.
- 5. **Diversification & Risk Mitigation** Investments are spread across a variety of markets, properties, and operators to reduce risk. We are experienced in navigating market cycles.



### Top 10 Reasons to Invest with AARE

- 6. Inflation resilience Real estate is a hedge against inflation.
- 7. **Scale** AARE breaks down investment barriers, allowing individual investors access to institutional quality assets.
- Passive Investment Avoid day-to-day property management hassles. Benefit from the operational excellence of a vertically integrated company that delivers exceptional efficiency.
- 9. **Retirement Plan Compatibility** Invest from tax exempt accounts such as Self-directed IRA, 401K, and retirement plans.
- 10. **Tax Advantages** Benefit from tax advantages such as 1031 and 721 exchanges, depreciation and cost segregation. Avoid double taxation and UBTI. Evaluate DST Opportunities and the possibility of a 20% tax deduction from the Tax Cuts and Jobs Act ("TCJA") (see IRS code 199A).



## Fundraising Details

- Raising \$200k-\$75 million in equity: Reg A+ offering.
- Property acquisitions from \$10 million-\$50 million.
- Total acquisitions \$10-\$150 million based on raise.
- Target 20-40% discount from peak prices.
- Target acquisitions below replacement cost.
- Must act swiftly. Limited window of opportunity.
- Minimum investment is \$200,000 USD.
- Maximum investment is \$5,000,000 USD.
- "Self directed" IRA/401k/DAF funds accepted.
- Investors can invest online at www.aare.com/reit





### Valuation & Use of Capital Proceeds

Valuation Opportunity

Valuation | Opportunity For Potential Future Valuation Increase

AARE Value:

\$26 million valuation (pre)
5,279,183 shares outstanding
\$5.00 share price
\$93 million valuation (post)\*
18,680,183 shares outstanding
\*Based on maximum raise of \$75,000,000

### 3-35x return:

\$300 million - \$35 billion valuation

#### Brokerage stocks to analyze:

Residential: COMP, EXPI, HOUS, RMAX, RDFN Commercial: JLL, CBRE, NMRK, CIGI, CWK, MMI

40-120x return:

\$40 - 120 billion valuation

#### **REIT stocks to analyze:**

PLD, AMT, EQIX, CCI, PSA, SPG, O

### Use of Proceeds Use of Capital | Minimum \$200,000 raise (12/2024-12/2025)

#### A. ACQUIRE PROPERTY

We plan to use \$176,000 from the proceeds to acquire interests in income producing commercial real estate assets.

#### **B. SHAREHOLDER SALE**

We plan to use \$20,000 from the proceeds to pay the selling shareholder(s) in the sale.

#### C. MANAGERS

We plan to use \$2,000 to hire investment managers and admin to oversee our portfolio.

#### **D. ADMINS**

We plan to use \$1,067 to hire investment admins to oversee our portfolio.

#### E. TAX/LEGAL/AUDIT

We plan to use \$933 from the proceeds for expenses including tax, legal, and auditing.

TAX/LEGAL/AUDIT	ADMINS	INVESTMENT MANAGERS	SELLING SHAREHOLDER	ACQUIRE PROPERTY
\$933	\$1,067	\$2,000	\$20,000	\$176,000
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Ç 900	\$1,067		·····	
\$933	\$1.067	\$2k	\$20K	
			\$20K	
				· · · · · · · · · · · · · · · · · · ·

\$176K

#### Use of Proceeds

### Use of Capital | Maximum \$75,000,000 raise (12/2024-12/2025)

#### A. ACQUIRE PROPERTY

We plan to use \$66,000,000 from the proceeds to acquire interests in income producing commercial real estate assets.

#### **B. SHAREHOLDER SALE**

We plan to use \$7,500,000 from the proceeds to pay the selling shareholder(s) in the sale.

#### C. MANAGERS

We plan to use \$750,000 to hire investment managers and admin to oversee our portfolio.

#### **D. ADMINS**

We plan to use \$400,000 to hire investment admins to oversee our portfolio.

#### E. TAX/LEGAL/AUDIT

We plan to use \$350,000 from the proceeds for expenses including tax, legal, and auditing.

TAX/LEGAL/AUDIT	ADMINS	INVESTMENT MANAGERS	SELLING SHAREHOLDER	ACQUIRE PROPERTY
\$350,000	\$400,000	\$750,000	\$7,500,000	\$66,000,000
	• • • • • • • • • •	• • • • •		
\$350K	\$400K	\$750M		
			\$7.5M	

\$66M

AARE is a public real estate company (not yet publicly traded). In 2021, Is AARE a Public Company? AARE filed with the SEC to become a public company through a Regulation A+ offering. The offering was successful with 120 new shareholders. Yes. The current offering is to invest in AARE's stock which includes the Is REIT offering part of AARE? formation of the REIT. In other words, shareholders will receive shares in AARE which includes the REIT. Per IRS guidelines, the brokerage operations will become a taxable REIT subsidiary ("TRS") once the REIT is established. Yes. At this time all shares are under one entity, however, once the TRS is Will I receive shares in both? established (for the the brokerage operations) per IRS guidelines, you will receive an equal amount of shares in both the REIT and AARE's brokerage. The goal is to list on an exchange as soon as a 2-3 year track record is Will you list on an exchange? established. Once the properties are purchased, stabilized and cash flow is consistent, we can consider listing on an exchange or the OTC markets. Yes. We are seeking a wide range of investors throughout our network and Can I share this with others? would appreciate any introductions to investors seeking real estate income.

\*Read the Company's SEC filings and Offering Circular for more information at aare.com/sec-filings/

End of Presentation

**Conclusion - Investment Presentation** 



### Thank you for your support and consideration.

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