



CANALSIDE INVESTMENT OFFERING

8%+
Project-Level
Cash-on-Cash
Return

2.5x+
Project-Level
Equity
Multiple

17%+
Project-Level
Levered IRR

2015
Year
Built

Canalside is a 106-unit, 2015-vintage Class A apartment community located in a prime live-work-play, urban-infill location of Augusta, GA. It is uniquely positioned as the only residential community directly adjacent and walkable to the Downtown Medical District – effectively giving it a near monopoly on proximate housing for the district’s 27,000 healthcare professionals. Approximately 71% of Canalside’s tenant base consists of healthcare professionals and medical students, supporting durable demand and stable occupancy. Further reinforcing long-term fundamentals, the Medical District’s major healthcare providers recently committed \$1.8 billion in planned investments over the next decade, which is expected to drive continued employment and housing demand in this highly concentrated medical corridor. Canalside represents an outstanding opportunity to invest in a high-quality asset that offers additional upside with tax abatement savings, running operating expenses inline with market, and value-add headroom through modest unit interior renovations.



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INVESTMENT HIGHLIGHTS

UNRIVALED ACCESS TO DOWNTOWN MEDICAL DISTRICT

- Canalside is uniquely positioned as the only residential asset directly adjacent and walkable to the Downtown Medical District, where 71% of residents are healthcare professionals and medical students – supporting resilient, insulated property fundamentals irrespective of future macroeconomic conditions.

HIGH GROWTH MARKET

- Augusta’s diverse, booming economy is anchored by healthcare, biotechnology, cybersecurity, education, and government. The Augusta MSA’s current population of ~640K is projected to rapidly expand due to its high-quality of life, affordable cost of living, and transformative corporate investments.

TRANSFERABLE TAX ABATEMENT

- The asset benefits from a stepdown tax abatement program, which increases net cash flow available for investor distributions.

CLEAR PATH TO INCREASE NOI

- Canalside’s in-place rents meaningfully trail its rent comp set. This is further evidenced by an average lease trade-out increase of 7% across all eight August leases and the property currently sitting at 100% leased. Beyond organic rent growth, additional rent upside remains through a modest, proven-out renovation to 51% of units with a lower-tier finish level.

DISCOUNT TO REPLACEMENT COST & SALES COMPS

- Canalside’s purchase price reflects a 35%+ discount to replacement cost and 34% discount to sales comps.

HANDS-ON PROPERTY MANAGEMENT

- Hands-on management presents a tangible opportunity to bring operating expenses in line with market benchmarks.

\$16.2M
Acquisition Price

\$152,830
Purchase Price/Unit

5.84%
In-Place Cap Rate

6.72%
Year-1 Cap Rate

7 Years
Expected Hold Period



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KEY MARKET DRIVERS

U.S. ARMY CYBER CENTER, NSA AUGUSTA, FORT EISENHOWER – MAJOR EMPLOYERS

- U.S. Army Cyber Command, NSA Augusta, and Fort Eisenhower collectively employ 37,100+ personnel and driving consistent demand for quality housing among high income earners. Fort Eisenhower is the second largest National Security Agency facility in the world. The facility will be implementing 80+ major construction projects worth nearly \$2 billion over the next decade. The project will be large enough where the Augusta MSA will require another full-size hospital, several new schools, and more than 26,000 additional homes.

AUGUSTA MEDICAL DISTRICT – MAJOR REGIONAL MEDICAL HUB

- One of Georgia’s largest medical hubs, home to Augusta University, AU Health, VA Medical Center, and Children’s Hospital of Georgia. The Medical District employs 27,000 healthcare workers.

HIGHER EDUCATION – ANCHORED BY AUGUSTA UNIVERSITY

- Augusta University serves over 9,000 students across health, science, and tech fields, contributing to a vibrant academic community and driving demand for nearby student and faculty housing options.

AUGUSTA RIVERWALK – DIRECT ACCESS TO OUTDOOR AMENITIES

- Canalside offers immediate access to the Augusta Canal Trail, Riverwalk, and Upper Broad Street with restaurants, shopping, scenic canal views, biking, multi-level bricked pedestrian walking paths, kayaking, and an amphitheater.

OUTSTANDING DEMOGRAPHICS

- With nearly 50% of the tenant base employed by nearby hospitals, Canalside boasts an impressive demographic pool, also benefiting from rapid submarket population growth as the area continues to develop.

2.53

Acres

106

Units

631 Sqft

Average Unit Size

\$1,312

Average Rent/Month

\$2.07

Average Monthly Rent Per Sqft



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CANALSIDE DEAL DETAILS

Acquisition & Financing

Acquisition

Purchase Price	\$16,200,000
Purchase Price/Unit	\$152,830
Purchase Price/SF	\$242
In-Place Cap Rate	5.84%
Year-1 Cap Rate	6.72%

Financing

Loan-to-Value	65.0%
Loan-to-Cost	58.1%
Debt	\$10,530,000
All-in Equity	\$7,591,935
Fixed Interest Rate (Rate Locked)	5.07%
Interest Only Period	7 Years
Loan Term	7 Years
Year-1 Annual Debt Service	\$541,286

Returns & Assumptions

Projected Net LP Investor Returns

Holding Period	7 Years
Net LP Investor Levered IRR	15%+
Net LP Investor Levered Equity Multiple	2.3X+
Net LP Investor Avg. Lev. Cash on Cash	8%+

Growth Rate Projections

Stabilized Rent Growth	3.00%
Stabilized Expense Growth	2.00%

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CANALSIDE PRO-FORMA

Year 1 Year 2 Year 3 Year 4 Year 5 Year 6 Year 7

Revenue							
Market Rent	\$1,843,434	\$1,938,495	\$2,036,408	\$2,137,258	\$2,201,376	\$2,267,417	\$2,335,439
HLC Unit Reno Premium	\$38,600	\$38,600	\$38,600	\$0	\$0	\$0	\$0
Loss-to-Lease	\$(37,641)	\$0	\$0	\$0	\$0	\$0	\$0
Gross Potential Rent (GPR)	\$1,844,393	\$1,977,095	\$2,075,008	\$2,137,258	\$2,201,376	\$2,267,417	\$2,335,439
Vacancy	\$(92,220)	\$(96,925)	\$(101,820)	\$(106,863)	\$(110,069)	\$(113,371)	\$(116,772)
Bad Debt	\$(18,444)	\$(9,692)	\$(5,091)	\$(5,343)	\$(5,503)	\$(5,669)	\$(5,839)
Concessions	\$(18,444)	\$(969)	\$(1,018)	\$(1,069)	\$(1,101)	\$(1,134)	\$(1,168)
Non-Revenue Unit	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Net Rental Income	\$1,715,286	\$1,869,508	\$1,967,078	\$2,023,983	\$2,084,703	\$2,147,244	\$2,211,661
Parking Income	\$1,562	\$1,608	\$1,657	\$1,706	\$1,758	\$1,810	\$1,865
Utility Reimbursements	\$29,866	\$30,762	\$31,685	\$32,635	\$33,614	\$34,623	\$35,661
Other Income	\$83,478	\$85,983	\$88,562	\$91,219	\$93,956	\$96,774	\$99,677
Bulk Internet-Cable Income (Net)	\$47,700	\$93,015	\$95,805	\$98,680	\$101,640	\$104,689	\$107,830
Effective Gross Income (EGI)	\$1,877,891	\$2,080,876	\$2,184,787	\$2,248,223	\$2,315,670	\$2,385,140	\$2,456,694

Operating Expenses							
Payroll Expense	\$192,800	\$196,656	\$200,589	\$204,601	\$208,693	\$212,867	\$217,124
Utilities Expense	\$65,095	\$66,397	\$67,725	\$69,079	\$70,461	\$71,870	\$73,308
Marketing Expense	\$41,455	\$42,284	\$43,129	\$43,992	\$44,872	\$45,769	\$46,685
Administrative Expense	\$50,887	\$51,905	\$52,943	\$54,002	\$55,082	\$56,184	\$57,307
Turnover Expense	\$26,500	\$27,030	\$27,571	\$28,122	\$28,684	\$29,258	\$29,843
Repairs and Maintenance	\$47,700	\$48,654	\$49,627	\$50,620	\$51,632	\$52,665	\$53,718
Contract Services	\$90,100	\$91,902	\$93,740	\$95,615	\$97,527	\$99,478	\$101,467
Management Fees	\$75,116	\$78,033	\$76,468	\$73,067	\$69,470	\$71,554	\$73,701
Insurance	\$47,700	\$48,654	\$49,627	\$50,620	\$51,632	\$52,665	\$53,718
Real Estate Taxes	\$124,837	\$151,575	\$179,333	\$220,873	\$252,590	\$257,641	\$278,872
Total Operating Expenses	\$762,190	\$803,090	\$840,751	\$890,590	\$930,643	\$949,951	\$985,743

Net Operating Income (NOI)	\$1,115,702	\$1,277,787	\$1,344,035	\$1,357,633	\$1,385,027	\$1,435,190	\$1,470,952
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Net Cash Flow							
Net Operating Income	\$1,115,702	\$1,277,787	\$1,344,035	\$1,357,633	\$1,385,027	\$1,435,190	\$1,470,952
Replacement Reserve	-\$26,500	-\$27,030	-\$27,571	-\$28,122	-\$28,684	-\$29,258	-\$29,843
Debt Service	-\$541,286	-\$541,286	-\$542,769	-\$541,286	-\$541,286	-\$541,286	-\$542,769
Asset Management Fee	-\$18,575	-\$18,575	-\$18,575	-\$18,575	-\$18,575	-\$18,575	-\$18,575
Construction Management Fee	-\$32,812	-\$32,812	-\$32,812	\$0	\$0	\$0	\$0
Net Sale Proceeds After Loan	\$0	\$0	\$0	\$0	\$0	\$0	\$15,147,931
Net Cash Flow	\$496,529	\$658,084	\$722,309	\$769,650	\$796,482	\$846,071	\$16,027,695

Debt Coverage Metrics							
Debt Service Coverage Ratio	2.01X	2.31X	2.43X	2.46X	2.51X	2.60X	2.66X
Debt Yield	7.37%	9.55%	10.41%	10.61%	10.97%	11.64%	12.09%



LEADERSHIP TEAM



DANIEL FARBER

CHIEF EXECUTIVE OFFICER

Daniel is responsible for leading the executive management teams on strategy and execution of growth for HLC Equity's investment portfolio, and leading the group's operating businesses and brands. Prior to his current role, Daniel led the group's strategy and execution of transitioning HLC Equity from a private holding group into an institutional level sponsor of investment opportunities by developing HLC Equity's co-investment platform, while also expanding the group's legacy investment portfolio and operating businesses. Prior to entering the real estate investment business, Daniel worked as a strategic consultant to large multinational corporations including Unicredit Bank and the Renova Group, and has also served as a consultant to large political organizations. Daniel holds a BA in Government Diplomacy and Strategy from Reichman University, Herzliya Israel, a Post-Baccalaureate Certificate in Business from Columbia University in New York, and a Master of Science in Real Estate Development from New York University. Daniel is an active member of the Young Presidents Organization (YPO)



MICAH GIMPEL

CHIEF FINANCIAL OFFICER

Micah oversees the accounting processes, financial reporting and tax considerations for HLC Equity and its related entities. Previously, Micah worked as a global controller of BlackRock Inc.'s (NYSE: BLK) \$1 – 2B investment portfolio ranging from real estate, private equity and distressed debt funds to plain equity and bond funds. In this capacity Micah led the investment accounting processes, the external audits and SOX compliance. Additionally, his team reported on the performance and position of the portfolio to BlackRock's executive capital committee as well as to the SEC. Micah earned his CPA working in the "big four" accounting firms, gaining experience in tax planning and compliance at KPMG and in audit with Ernst & Young's financial services group. He received his BA in Economics from Yeshiva University with significant course work at New York University's Stern School of Business, and earned his MBA in Finance from Bar Ilan University.



DAVID MOLITOR

HEAD OF OPERATIONS

As Head of Operations for HLC Equity, David's responsibilities include oversight and management of property operations throughout the group's real estate portfolio, along with overall corporate operations. David is also part of the property acquisitions team and is involved in the sourcing, analyzing, and due diligence for new property acquisitions. Prior to joining HLC, David worked for McKinney Properties, a Pittsburgh based owner and operator of Multifamily and Student housing properties throughout the United States. During his time with McKinney, David was involved in both new business development and property operations. While in the roles of Analyst and Director, David and the business development team completed over \$225 million in new property acquisitions. As a Regional Manager, David was responsible for the management and performance of a seven-property portfolio in three different states. David received a Bachelor of Science in Business Administration from Westminster College and is a licensed Real Estate Sales Person in the State of Pennsylvania.



STEPHEN MARKOWITZ

DIRECTOR OF ACQUISITIONS

As Director of Acquisitions for HLC Equity, Stephen is responsible for sourcing and executing investment opportunities. Prior to joining HLC, Stephen served as Vice President of Acquisitions at Fairfield Residential (majority-owned by CalSTRS), a Top 25 NMHC owner with over \$40 billion in multifamily assets acquired and developed. At Fairfield, he was responsible for leading acquisitions across the Southeast region. Previously, Stephen was Head of Acquisitions and an Investment Committee Member at Rose Valley Capital, where he played a key role in scaling the firm's multi-billion dollar multifamily portfolio. Earlier in his career, Stephen worked as an investment sales broker at Newmark, where he was directly involved in more than \$3 billion of institutional multifamily sales and equity recapitalizations. Stephen began his real estate career at Trimont, a global real estate debt and equity asset manager with over \$700 billion in client capital managed, where he led loan workouts and capital restructures on a \$600 million CLO backed by distressed real estate assets nationwide. Stephen received a Bachelor of Science in Finance from the College of Charleston.



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Built on legacy, creating thriving communities

HLC Equity is a multi-generational real estate investment operator with a 75-year track record of successfully navigating multiple market cycles. Our disciplined approach, built on decades of market intelligence and rigorous risk management, has enabled us to consistently deliver strong, risk-adjusted returns while prioritizing capital preservation.

HLC commits substantial proprietary capital to every acquisition, ensuring complete alignment of interests with our investment partners and reinforcing our high-conviction in each investment thesis. This "skin in the game" fosters trust-based relationships and drives a shared focus on maximizing value and downside protection.

By integrating institutional-quality execution, advanced technology, and the agility of an entrepreneurial operator, HLC Equity targets compelling real estate assets designed to generate durable cash flows, capital appreciation, and long-term investor relationships.



We believe that by building strong communities for our residents and our neighbors, we can add tremendous value to investors and partners over the long term

~ Daniel Farber CEO

75+

HLC
Years In
Business

200+

HLC
Investors
Served

9M+

HLC
Gross Square Feet
Owned

\$12B+

Leadership
Team's
Transaction
Experience



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