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### **Overview**

#### **WHY ORIGIN**

33%

Average gross IRR across 20 realized deals since 2014 \$7M

Co-investment by Origin Principals in the QOZ Fund to date 1,100+

Investment partners

#### **STRATEGY**

11

Number of high-growth markets we target across the U.S. 40

Properties acquired in these markets over the past 10 years 3.0x

Target after-tax net multiple on equity over 10 years

#### **TAX BENEFITS**

7

Number of years you can defer your capital gains taxes 10%

Reduction of capital gains taxes paid in 2026 0%

Capital gains tax when you invest for 10+ years

# Immediately diversify across five Class A multifamily assets.



**ELAN PIKES PEAK**Colorado Springs



PILSEN GATEWAY Chicago



NODA GREENWAY Charlotte



UNION @ ROOSEVELT Phoenix



2404 NAVIGATION Houston



PENDING ACQUISITION
Orlando

# For Origin, this is business as usual.

Many of today's most vibrant neighborhoods were once economically distressed areas.

We have been targeting transitioning neighborhoods since we started because this is where the highest potential returns exist. And, it's worked. The only difference with the QOZ program is that our investors with capital gains get to keep an additional 75% of the profits.



# Tax Benefits Timeline

Invest capital gain into QOZ Fund (defer tax on gain until 2026).

2020

Original capital gain is reduced by 10% through a step-up in basis.

All capital gains tax on profits from QOZ Fund investment are eliminated.

Deferred capital gains tax (reduced by 10%) is due.



2026

2027

2030

#### WHO IS THE FUND FOR?

Any accredited investor who has recent capital gains will be eligible for the QOZ tax benefits. Reinvested capital gains can be from stocks, bonds, a company, real estate and a host of other investments. You can also invest non-capital gains money, however, you will not receive the QOZ tax benefits.

# Tax Benefits Analysis

75%

Boost in after-tax returns when you invest capital gains in the Origin QOZ Fund vs. a non QOZ investment in a similar fund.

	Non QOZ Investment	QOZ Investment
Capital Gain	\$1,000,000	\$1,000,000
Less Capital Gains Tax (23.8%)	\$238,000	\$0
After-Tax Investment	\$762,000	\$1,000,000
Year 10 Value <sup>1</sup>	\$1,905,000	\$2,500,000
Less Year 10 Capital Gains Tax (23.8%)	\$272,034	\$0
Year 10 After-Tax Value	\$1,632,966	\$2,500,000
Less Capital Gains Due In 2026 (23.8%) <sup>2</sup>	\$0	\$214,200
Total Year 10 After-Tax Value	\$1,632,966	\$2,285,800
Effective After-Tax Net Multiple	2.14x	3.00x <sup>3</sup>

<sup>1)</sup> ASSUMES 2.5X NET EQUITY MULTIPLE RETURN BEFORE FACTORING TAXES & TAX BENEFITS

<sup>2)</sup> DEFERRED TAXES ON ORIGINAL CAPITAL GAINS WITH 10% STEP-UP IN BASIS RETURN

<sup>3)</sup> ASSUMES SAME INVESTMENT BASIS AS EQUIVALENT TAXABLE INVESTMENT (\$762,000)

# What is the Fund strategy?

#### **GROUND-UP DEVELOPMENT**

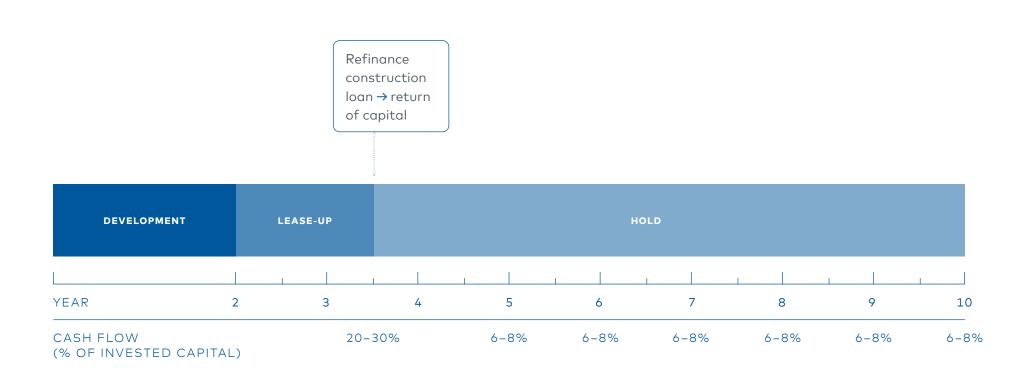
The Fund's portfolio consists of ground-up development projects that are able to produce viable returns before factoring in the QOZ tax benefits.

#### **BUILD-TO-CORE STRATEGY**

After the properties are built, the fund will be a diversified portfolio of Class A properties that produces stable cash flow for investors.



# How much cash flow will each property produce for you?



# Where will the Fund invest?

#### **LOCAL KNOWLEDGE**

Our team lives and works in our target markets, positioning them to uncover opportunities both on and off-market. We have acquired 40 properties in these markets over the past 10 years, so we are intimately familiar with the fundamentals of each. There isn't a building or owner we don't know.

#### **PATH OF GROWTH**

We would do these deals with or without tax incentives. We look for properties in the path of growth in already transforming neighborhoods.

#### 11 FAST-GROWING MARKETS

Our target cities are some of the fastest-growing markets in the nation.

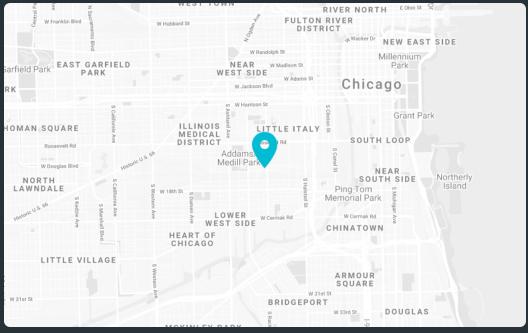


## Pilsen Gateway

The property is located ~1.5 miles southwest of downtown Chicago with convenient access to "The Loop" and both of the city's international airports (O'Hare and Midway). Residential rents in the neighborhood have risen dramatically over the past ten years due to the proximity to downtown.

MARKET	CHICAGO, IL
SUBMARKET	PILSEN
EQUITY	\$15M
TOTAL DEAL	\$64M
UNITS	202



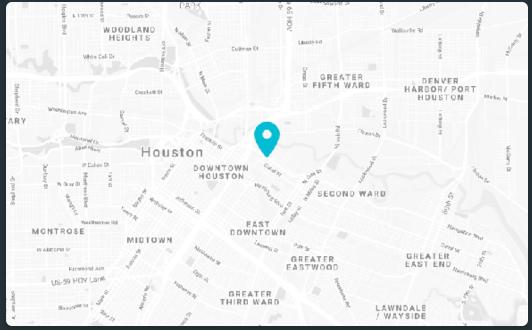


# 2404 Navigation

A multifamily development located in the burgeoning East End neighborhood. The site is approximately 1 mile from Houston's central business district. Over the next decade there is expected to be \$7 billion in public infrastructure and private development projects that will transform the area.

MARKET	HOUSTON, TX
SUBMARKET	EAST END
UNITS	300



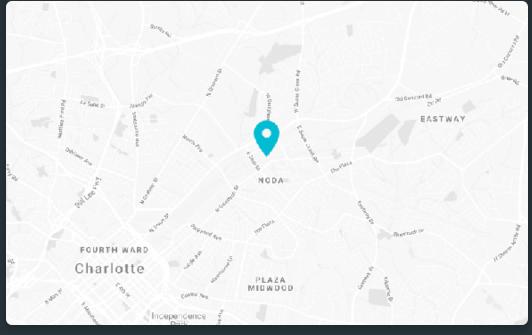


# NoDa Greenway

A transit-oriented multifamily development in the popular NoDa Greenway District, along the new Lynx Light Rail. The NoDa Greenway District is an already transforming submarket that is rich in amenities, entertainment and culture.

MARKET	CHARLOTTE, NC
SUBMARKET	NODA DISTRICT
EQUITY	\$30M
TOTAL DEAL	\$61M
UNITS	326



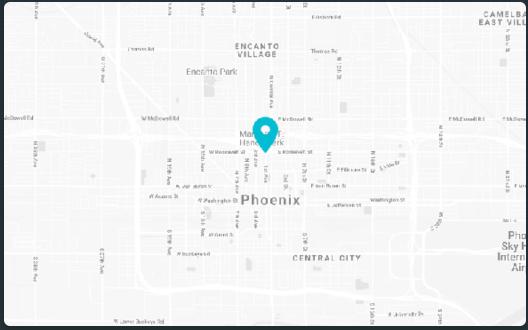


### Union @ Roosevelt

A transit-oriented multifamily development in the Roosevelt Row District of Downtown Phoenix. The site is positioned just 300 feet from a Metro Valley Light Rail station and is surrounded by a host of restaurants, amenities, and entertainment.

MARKET	PHOENIX, AZ
SUBMARKET	DOWNTOWN
EQUITY	\$17M
TOTAL DEAL	\$55M
UNITS	185





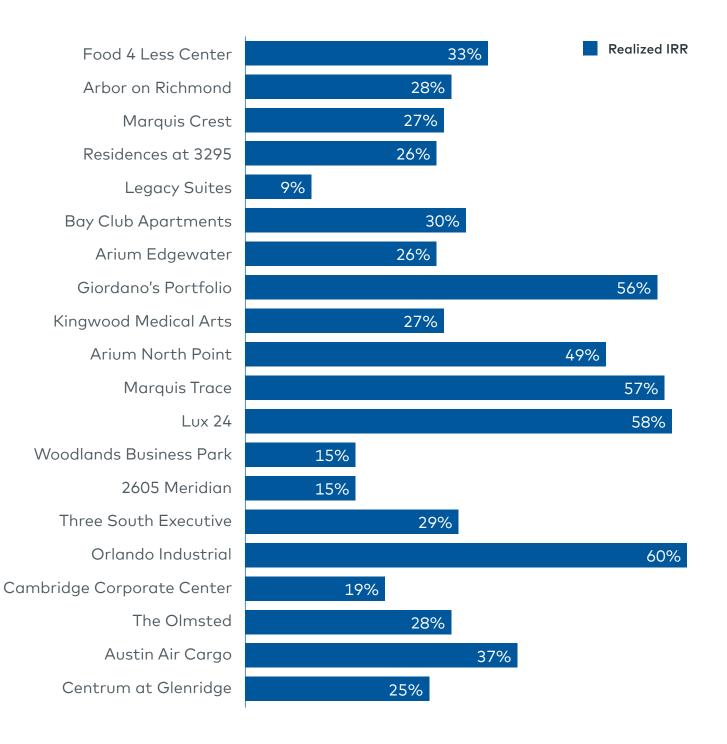
### Our Track Record

33%

Average gross IRR across 20 realized deals since 2014

Consistent
Top Performing
Private Real
Estate Manager

- Opregin



# A manager who invests with you.

#### **DAVID SCHERER**

PRINCIPAL & CO-FOUNDER

David is a principal of Origin, co-chairs the Investment Committee and oversees acquisitions and asset management. He has more than 20 years of experience in real estate investing, finance and asset management and believes that real estate is the best asset class for long-term wealth protection and growth.

#### MICHAEL EPISCOPE

PRINCIPAL & CO-FOUNDER

Michael is a principal of Origin, co-chairs the Investment Committee and oversees investor relations, marketing and company operations. Michael brings 25 years of investment and risk management experience to the company and believes that calculated risk-taking in inefficient markets is the key to building wealth.

\$56M

of their personal wealth invested alongside investors.



# An extensive team devoted to your success.

Our team members come from real estate companies like Equity Office and RREEF, and they have executed billions of dollars in real estate transactions.





































































### **Terms**

General	
Origin Co-investment	\$7,000,000 or more
Investment Period	Through December 31, 2021
Fund Redemption Option	After 1-year holding period
Target Return	2.25–2.75x net equity multiple
After-Tax Target Return*	2.69–3.34x net equity multiple
External Legal Counsel	K&L Gates LLP
Fund Administrator	SS&C Technologies, Inc

Terms		
Annual Management Fee	1.25% of net asset value	
Acquisition Fee	0.5% of project cost	
Performance Fee	15% after 7% preferred return (50/50 catchup)	
One-time, Upfront Setup Fee	Commitment	Fee
	\$50,000 – \$249,999	2.0%
	\$250,000 – \$999,999	1.0%
	\$1,000,000 - \$4,999,999	0.5%
	\$5,000,000 or more	0.0%

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