



2021 Grubb Qualified Opportunity Fund



GRUBB
PROPERTIES
Perspective drives performance.

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For Accredited Investors Only

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Governance, Compliance & Reporting

Grubb Properties is governed by a seven-member Board of Directors with a majority of outside Directors.

1. Grubb Properties has completed a Service and Organization Controls Audit (SOC 1 – SSAE-16) as of December 31, 2018.
2. 2021 Grubb Qualified Opportunity Fund LLC has engaged Tobin & Company Securities, LLC as the Registered Broker Dealer for the offering.
3. 2021 Grubb Qualified Opportunity Fund LLC prepares its financial statements in accordance with United States generally accepted accounting principles, consistently applied, and has them audited by a firm of independent certified public accountants. Whenever the valuation of Fund assets or net assets or a property in which the Fund has made an Investment is required, the fund's investment Manager shall determine the fair value thereof in good faith and consistent with ASC 820 Fair Value Measurements and Disclosures (formerly FAS157), relying on third-party support when available.
4. Grubb Properties currently utilizes Yardi Systems property management and accounting software and designates individual property accountants for day-to-day bookkeeping at the property level for the Fund's investments. In addition, Grubb Properties designates a property accountant for the individual Fund bookkeeping and utilizes Alter Domus (US) LLC as an independent investment servicing company to provide fund administration and financial reporting for investors.

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Manager Highlights

\$1.5B

*of equity deployed
across 75 investments
and 12 funds since 2002*

41.6%

*Weighted average
internal rate of return on
realized investments*

2.35x

*Weighted average equity
multiple on realized
investments*

Track record highlights above are based on
30 realized investments made since 2002.

Differentiated Strategy

Unique Approach to the US Housing Crisis

- Demographic-driven, Essential Housing strategy with a long runway and limited competition
- Value-oriented, high-efficiency apartment development platform – Link ApartmentsSM
- Urban locations near major counter-cyclical employment anchors, transit and amenities

Deep Experience

Performance Across Market Conditions

- Disciplined 57+ year investment history through eight recessions
- Focus on long term real estate value and risk management
- Deep industry relationships and unique research to identify and source opportunities

Integrated Management

Drives Value and Lowers Risk

- Rigorous investment process with proprietary methods to drive value
- Prudent use of leverage with a hyper-focus on protecting investor capital
- Vertically integrated teams that generate industry-leading property performance



Essential Housing is Link ApartmentsSM

Essential Housing is needed

Demographic Opportunity – Generational Housing Demand

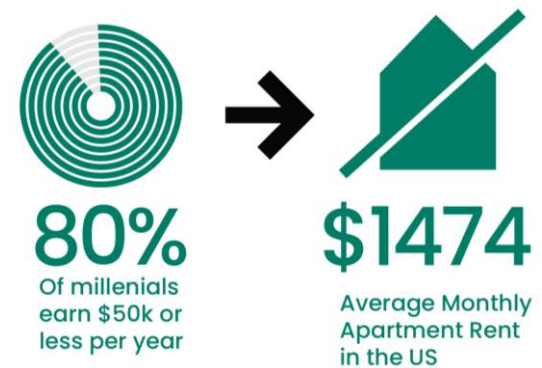
The Housing Crisis in America Today

- Millennials and Gen Z with peak births in 2007 will continue to drive new demand year-over-year for the next decade
- Median new home price in the U.S. exceeds \$345k and the average apartment rent has reached \$1,474 / month and rising – unaffordable for 80% of millennials³

US Births Drive Housing and Office Demand



The Housing Crisis in America Today



(1) US Census Bureau and Department of Housing & Urban Development; (2) Linneman Letter 2Q 2018; (3) US Census Bureau & RentCafe;

Essential Housing is Link ApartmentsSM

Our investment strategy focuses on **Essential Housing**, one of the most resilient asset classes and where there is little new construction with a backdrop of the biggest need.



We pursue Essential Housing through our Link ApartmentsSM developments where we leverage two key differentiators:

1. **Location** – urban, transit-oriented, close to major fixed employers (e.g., universities, medical centers)
2. **Price Point** - target rents that are affordable to residents earning 60-140% of the area median income.

Virtually no other new multifamily product is being developed in this price segment in our target geographies.



Investment Strategy

Essential Housing is Link ApartmentsSM



Intelligent Design & Efficiency

A brand focused on design efficiency and resident amenity in order to create the lowest cost, new urban-infill product available in the market today.

Six Highly Efficient Units

- Six floor plans ranging from 360-1,150 sq ft, versus industry standard of 25 types
- Plans include walk-in closets, large vanities, high-end finishes but at monthly rents \$150 - \$500 per unit lower than competitors'

Tailored Amenity Program

- Carefully curated amenity program oriented toward young professional values and experiences
- Targeted amenities that help drive down cost such as Cycle Centers that reduce property parking demand

Underserved Demographic

- 80% of millennials can't afford the average U.S. rent yet 75% of construction over the last five years targeted \$75,000 incomes or higher
- Young Professionals 21 to 35 year-olds earning 60% - 140% of area median income

Value Strategy

Essential Housing is Link ApartmentsSM

Lowering upfront capital costs

Creating new non-tenant revenue streams

Reducing tenant operating expenses

Deep resident-based, proprietary research and proven methods to drive value such as –

- ✓ Innovative site acquisition
- ✓ Shared parking
 - Construction cost savings
 - Operating cost reduction
- ✓ Tax incentives
 - Local affordability set-asides
 - Brownfield redevelopment
- ✓ Grants
- ✓ Other subsidies





Essential Housing, Link Apartmentssm and the 'fit' with Qualified Opportunity Zones

Manager Highlights

QOZ Experience

Multifamily Experience

- 17 Assets including four assets prior to designation of QOZs
- Over \$1.3bil of total value
- Over 3,000 units
- High-profile markets including Los Angeles, CA; New York, NY; Denver, CO; and Washington, DC

Commercial Experience

- Four Assets
- Over \$110mil of total value
- Over 550,000 sq ft
- Located in Charlotte, NC; Alexandria, VA; Chapel Hill, NC; and Columbus, OH



Investment Theme

Market Bifurcation 2020 – 2021

- Overall US Housing demand continues to outpace supply with an estimated shortfall of 5.24 million housing units up 1.4 million since 2019
- Gateway Markets (i.e., NYC, SFO, LAX, WAS), typically more resilient, were impacted disproportionately harder during COVID by both renters (lower occupancy & rents) as well as capital (lower investment activity)
- High-Growth Markets (i.e., RDC, CLT, ATL, NAS, AUS) ultimately saw a spike in activity as capital and customers flooded into these markets over the past ~20 months
- Grubb has been selling assets in the High-Growth markets (10 assets sold 2020-2021 YTD) and secured significant Pipeline in Gateway Markets (15 assets) to take advantage of temporary pricing dislocation
- Gateway Markets have rebounded starting in 2021 and we anticipate capital will follow - Low basis investments secured during the pandemic in these markets should become valuable over time
- In turn, High-Growth Markets will likely re-balance, making opportunities in those markets more attractive again on a relative basis

Growth Markets Rents

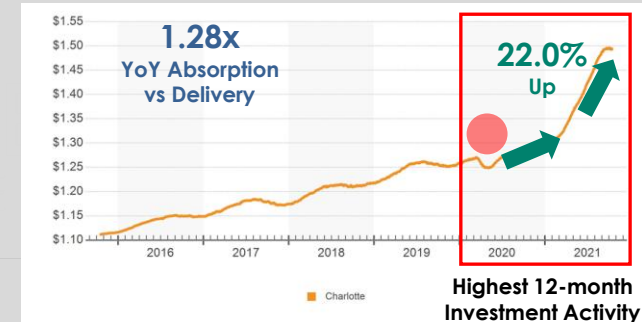
Atlanta, GA

Change in MF Asking Rent Per SF 2016 – 2021 YTD



Charlotte, NC,

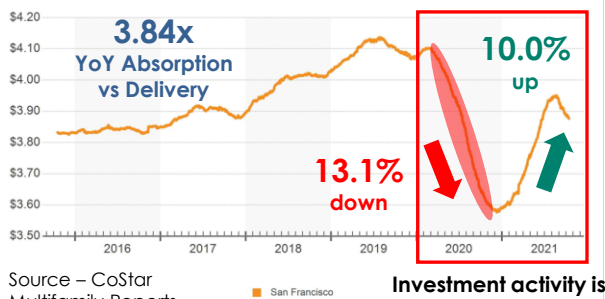
Change in MF Asking Rent Per SF 2016 – 2021 YTD



Gateway Markets – Asking Rent All Classes

San Francisco, CA

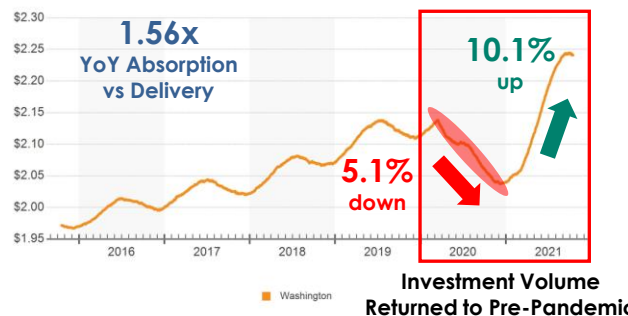
Change in MF Asking Rent Per SF 2016 – 2021 YTD



Source – CoStar
Multifamily Reports

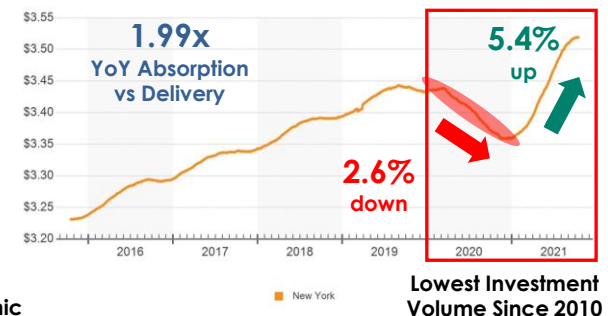
Washington, DC

Change in MF Asking Rent Per SF 2016 – 2021 YTD



NYC, New York

Change in MF Asking Rent Per SF 2016 – 2021 YTD



Link ApartmentsSM Fitz – Aurora, CO

MSA / Submarket	Denver, Colorado – Aurora Fitzsimons submarket
Address	12000 E. Colfax Avenue, Aurora, CO
Unit Count	405 units
Total Project Cost	~\$122 million
Construction Start	Q2 2021

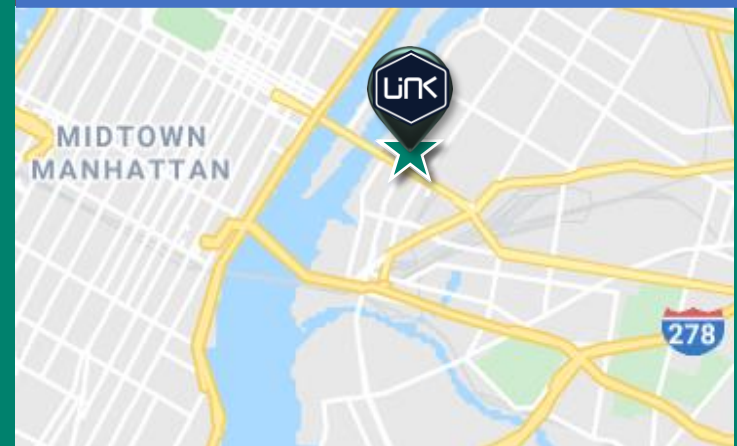
- Directly adjacent to Fitzsimons Innovation Community – a 125-acre Bio-Med innovation campus – home to four medical centers and over 25,000 jobs, with an expectation to increase to over 50,000.
 - CU Anschutz Medical Campus,
 - UC Health University of Colorado Hospital, a top 15 adult hospital in the country,
 - Children's Hospital Colorado, a top 10 children's hospital in the country, and
 - VA Hospital with commercial and lab space.
- Access to Denver city center by light rail R Line (1.2 miles) and future bus rapid transit system along Colfax Avenue.
- Initial two site acquisitions closed in November 2020, with third site acquired in January 2021.
- Demolition and site work began Q2 2021



Link ApartmentsSM Queens Plaza

MSA / Submarket	Queens, NY – Long Island City Submarket
Address	25-01 Queens Plaza
Unit Count	416
Total Project Cost	~\$297 million
Construction Start	Q1 2022

- Prime location in Long Island City just down from the Queensboro Bridge provides great visibility for new construction in a high barrier to entry market.
- The site plan includes direct access via over-street bridge to the Queensboro Plaza subway station, with service by three subway lines (7, N, W)
- Construction is planned under the Affordable New York program providing a 35-year property tax abatement which we believe has an NPV of ~\$65 million
- The development team is pursuing working with the MTA to secure a density bonus to increase the number of unit
- The development team is currently pursuing a Brownfields Cleanup Program agreement with the State of New York that would provide up to \$19 million in tax credits





Manager Highlights

Manager Highlights

Our Environment, Social, Government commitment



Our 2021 GRESB Sustainability Benchmark improved over our 2020 pre-assessment score by 19%.

Our development score is 81 out of 100 - *significantly above the global average.*

Community Impact

- Committed to providing essential housing and improving infrastructure in all our communities.
- Partner with minority- and women-owned businesses on investment, construction, and development projects.
- Grubb Giving Project supports company volunteerism including annually building homes with Habitat for Humanity.

Integrating ESG priorities across the company we focus on:



Environmental Stewardship



Housing Affordability



Community Engagement



Business Ethics & Integrity



Transportation innovation



Responsible Supply Chain



Manager Highlights

Responsive Investor Relations



Making sure our Investors are well cared for through informed fund activity and across all investment performance –

- ✓ Improved security through a multi-factor authentication for our investor portal
- ✓ New portal design to provide easier navigation between investments, reports and important documents
- ✓ Electronic submission for all fund documents
- ✓ *Annual Investor Experience Survey* to ensure our investors have a voice – proud that the highest score we achieved (8 out of 10) in 2020 was for responsiveness of the Investor Relations Team
- ✓ Regular communications – Annual Report, Quarterly Investor Summary Reports, individual Investor Fund Financial Statements, electronic delivery of tax documents, etc.
- ✓ An Investor Annual Meeting with over 150+ of our investors
- ✓ Full transparency of our funds and fund activity

Thank you

What's Next...

To gain access to our QOF information.

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Perspective drives Performance.

2021 Grubb Qualified Opportunity Fund, LLC
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