



The Lane Opportunity Zone
Build-to-Rent Development Offering
Austin, TX

Pintar Investment Company Overview

Investment Focus

50+ Leadership team years of residential real estate experience

\$3B+ invested

20K+ total investments

Extensive Experience and Proven Track Record

- The PIC team is a vertically integrated real estate investment, property management, and construction management company
- Since 2009, the company has managed real estate investment ventures with private and institutional partners in markets throughout the U.S.
- Since inception, PIC has invested, renovated, managed, leased, and sold in excess of \$3 billion in assets
- Currently, PIC has a development pipeline of over 1,500 units

Pintar Investment Company – A First Mover in SFR and BTR

THE WALL STREET JOURNAL.

ECONOMY

Investors Pile Into Housing, This Time as Landlords



Jeff Pintar's company now owns or manages 1,700 homes in Southern California. Above, he stands in one of his properties in Anaheim Hills, Calif. MICHAEL CZERWONKA FOR THE WALL STREET JOURNAL

By NICK TIMIRAOS

Updated March 25, 2013 10:35 a.m. ET

LAKE FOREST, Calif.— Jeff Pintar had buyer's remorse as he purchased 12 foreclosed homes in five Southern California counties on a single day. His regret: that he didn't buy more homes a year earlier.

"Things have turned around faster than anyone anticipated," said Mr. Pintar, who first began buying properties here four years ago and now owns or manages 1,700 homes, which he rents out for between \$1,000 and \$3,800 a month. Here in Orange County, nearly every home listed for less than \$400,000 "is being pursued by institutional investor capital," he said.

[Read the full article here](#)



[Watch Jeff discuss the Single-Family housing market on Bloomberg](#)

Single-Family Rental Investing: A Brief Background and Best Practices

Jeff Pintar

The past few years have brought on a renaissance in single-family rental investing. By understanding how the market has changed, due to institutional investors, and following some simple best practices, those looking into single-family rental investing can find success even in the new market.

[Read Jeff's article in the Real Estate Finance Journal](#)



[Watch Jeff discuss Pintar Investment Company's strategy on Bloomberg](#)



[Watch Jeff discuss the U.S. housing market momentum swing on Bloomberg](#)

[See all these plus more on the Pintar website](#)

Institutional Partners



- 141.9 Billion AUM
- 30+ Offices Worldwide
- 30+ Investment Vehicles
- 900+ Team Members



Key Trends in Residential Real Estate



- 1 The US continues to experience a housing shortage due to lack of new construction of affordable housing
- 2 COVID-19 and special awareness has strengthening aspects of the rental market
- 3 Home ownership levels have inched higher but remain well below historical averages
- 4 Home Buyers are delaying purchase decisions given the immense increase of interest rates
- 5 Rental assets continue to perform well during inflationary periods while garnering increased attention from institutional investors

Demand Drivers for Rental Homes

1. Lender Scrutiny

- Rising Interest Rates and increased lender scrutiny is making it more expensive to own a home

2. Household Formation

- Half the Millennial population (30M+) are entering average age of first child's birth to 27-years old increasing need and desire for home occupancy

3. Home Affordability

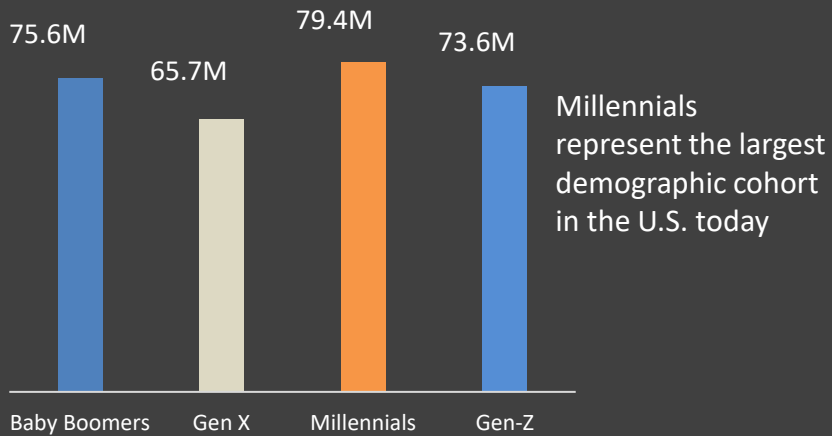
- Despite pending pullback in home values, increased rates have doubled home ownership costs

4. Housing Crisis

- As Austin has experienced explosive job and population growth, the MSA is experiencing significant shortage of new housing

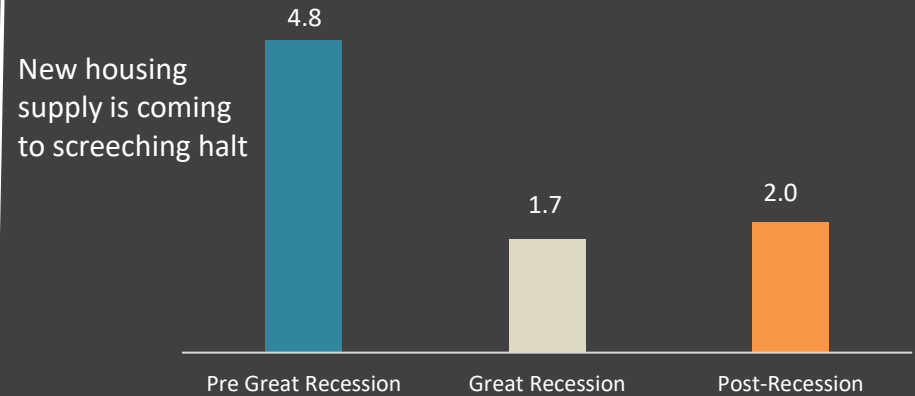
Growing Demand While Supply is Dwindling

Key Demographic Cohorts In Millions



Source: FRED Economic Data & U.S. Census Bureau

New Housing Starts Coming to an End



Austin National Recognition

#1

Hottest Job Market in the U.S. for the Third Year in a Row

Wall Street Journal – May 2022

Best Market for Commercial Real Estate Investing in 2022

Crowd Street – January 2022

City for White-Collar Job Growth

CoStar – January 2022

Best Tech City in the U.S. for the Third Year in a Row

CompTIA – March 2022

City in Texas for Gen Z

CommercialCafe – August 2022

#2

Best-Performing City in the U.S.

Milken Institute – March 2022

Where America's Jobs are Created & Sustained

Milken Institute – March 2022

Top 10 Real Estate Markets for 2021

PwC/Urban Land Institute –
October 2020

Cities that Will Be Leading Technology Innovation Over the Next 4 Years

KPMG – January 2021

#3

Where America's Jobs are Created & Sustained

Milken Institute – February 2021 &
2020

Top Emerging Life Science Cluster in the U.S.

CBRE Research – October 2020

High Tech Job Growth

CBRE Research – March 2020

Austin BTR in the News

A NEW RESIDENTIAL ROUTE

Austin gains ground as one of the hottest U.S. metros for built-to-rent homes

By John Egan Feb 3, 2022, 3:45 pm



Residential Real Estate

Austin has one of biggest build-to-rent home markets

These novel neighborhoods are increasingly popping up



The scramble to develop build-to-rent communities in Central Texas is just heating up

One developer just announced two new communities in Georgetown and Liberty Hill

Texas Austin / TRD Staff

June 13, 2022 05:08 PM

NO FOR-SALE SIGNS

New build-to-rent development opens doors in booming Austin suburb

By John Egan Jul 8, 2022, 10:45 am



Coastal Ridge Real Estate to Develop Build-for-Rent Community in Austin

Stillwell by Coastal Ridge will bring 225 BFR Units to Round Rock Area

June 16, 2022 11:44 ET | Source: Coastal Ridge Real Estate

Build-to-rent takes off in Texas

Banyan Residential plans 230-home rental community north of Austin

National / TRD Staff

Pintar's Local Investment Experience

Arise Riverside – 275 Unit Multifamily Community in Austin's East Riverside Corridor

Acquisition Date	December 2020
Product Type	Traditional Multifamily
Units	275
Vintage	2021
Status	Stabilized
Project Cost	\$63,000,000



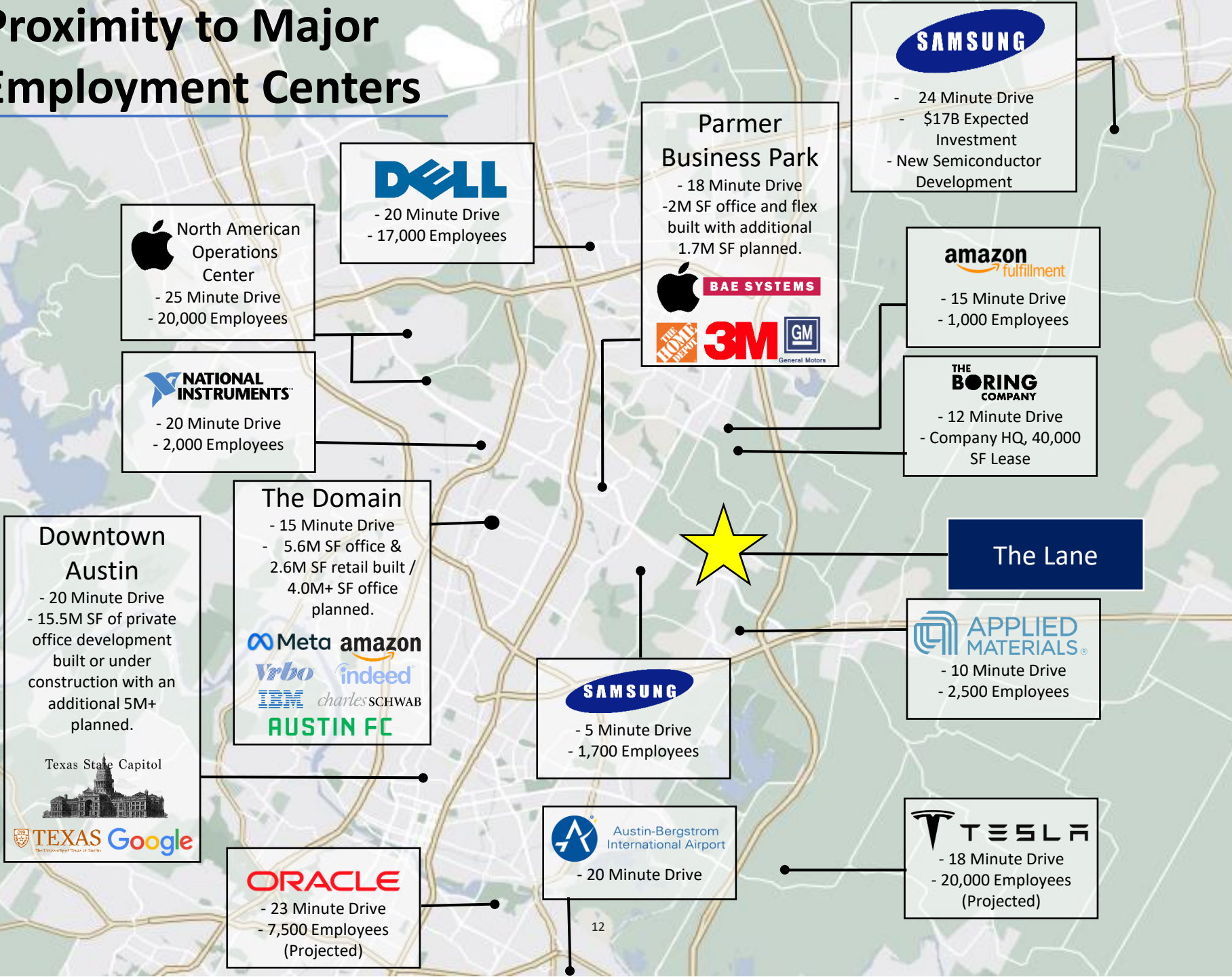
Pintar's Local Investment Experience

Stone Crest at Whisper Valley - 189 Unit Build-to-Rent Community in Austin's Whisper Valley Master Planned Community

Acquisition Date	December 2022
Product Type	Humphrey's Big House
Units	189
Vintage	2024
Status	Construction Starts Q1 of 2023
Project Cost	+/- \$55,000,000



Proximity to Major Employment Centers



Surrounding Developments

Trammel Crow
Development
1,400 Apartment
Units
\$56 million

Taylor Morrison
Development
94 Homes
30% higher PSF Land
Value

East Village
425-acre mixed-use
residential, office,
and retail
community
(Under Construction)

Samsung
Semiconductor
Facility



Fossil Creek
922 Single-Family
Homes

**The Lane
Development**
**+/- 800 Total
Rental Units**
\$10.1 million

Blackburn
Development
371 Single-Family
Homes for Sale

KB Homes
Development
400+ Single-Family
Homes

Residence at
Howard Lane
300 Apartment
Units

Emphasis on Sustainability



Electric Vehicle Charging Stations

All garages will be pre-wired for Level 2 electric vehicle charging stations which can charge their electric vehicles 3-5 times faster than standard outlets.

Solar Energy

Solar panels can be utilized to power all common area electrical needs, allowing residents to cut electric costs while contributing to The Lane's vision of sustainability through renewable energy sources.



Organic Gardens

Residents of The Lane will be encouraged to participate in growing fresh produce at one of the several community organic gardens that are planned.

Walking Trails and Bike Paths

The Lane's residents can hike, bike, or stroll along the community's long scenic trail system as they explore parkland, greenspace, playgrounds, and pocket parks.



Community Features – Modern Farmhouse



Representative Photos

- Humphrey's Big House Design
- Increased density with desirable single-family living features
- Parks and open grass areas for communal and family activities



- Modern interior design
- Stainless steel and energy efficient appliances
- Spacious units for individuals and new families

Phasing Plan

December 2022

Finalize raise from Series A investors to fund all pre-acquisition / entitlement costs and purchase price for all 51 acres at Pintar's attractive basis

2022

2023

2024

2025

2026

2027

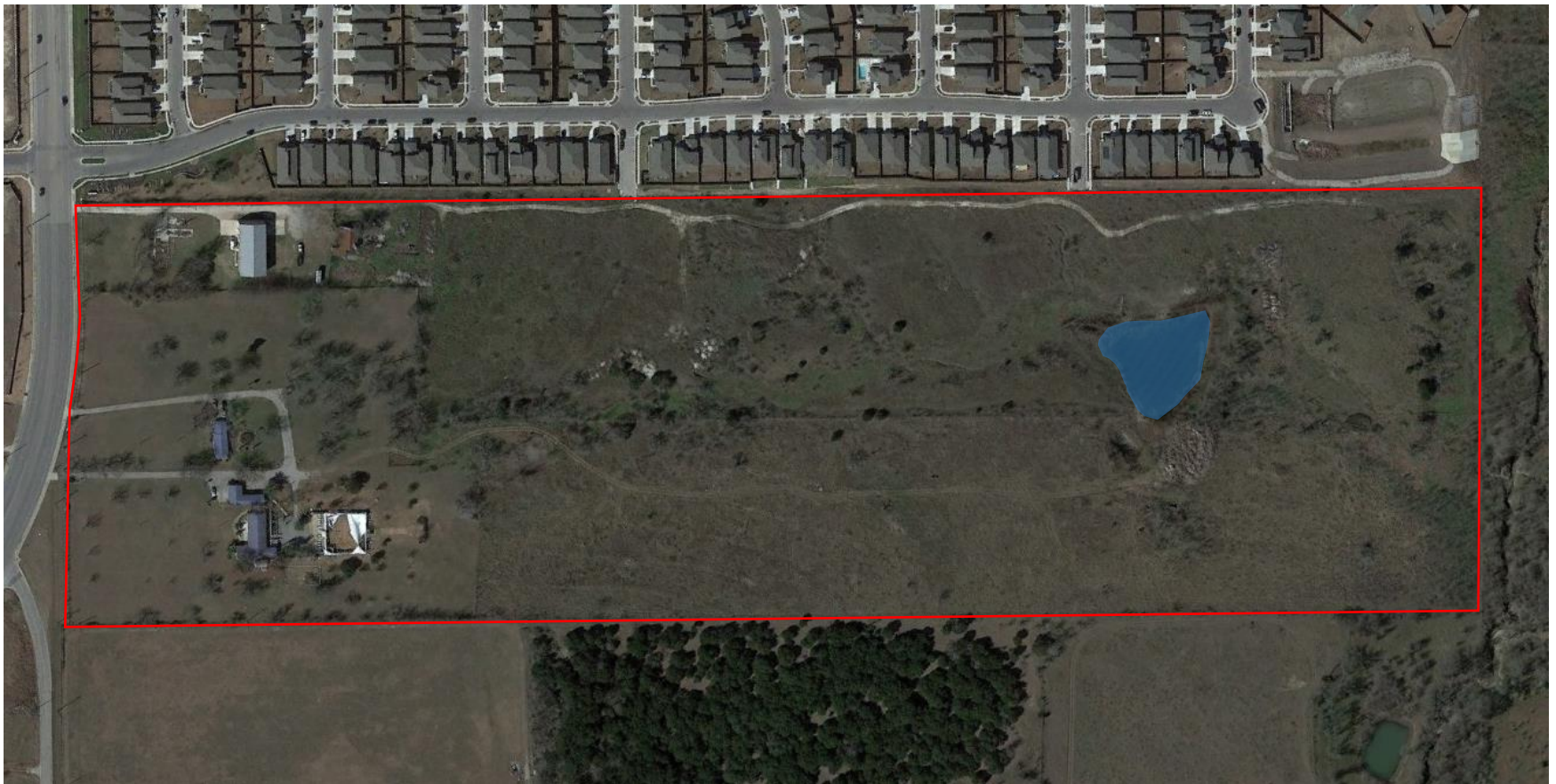
2028

2029

2030

2031

2032



Phasing Plan

January 2024

Close of Escrow on all 51 acres for \$10M. Contribute entitled land for Phase 1 into new partnership at stepped up basis (\$25M to \$35M) with institutional capital partner. Horizontal construction begins on Phase 1.

2022

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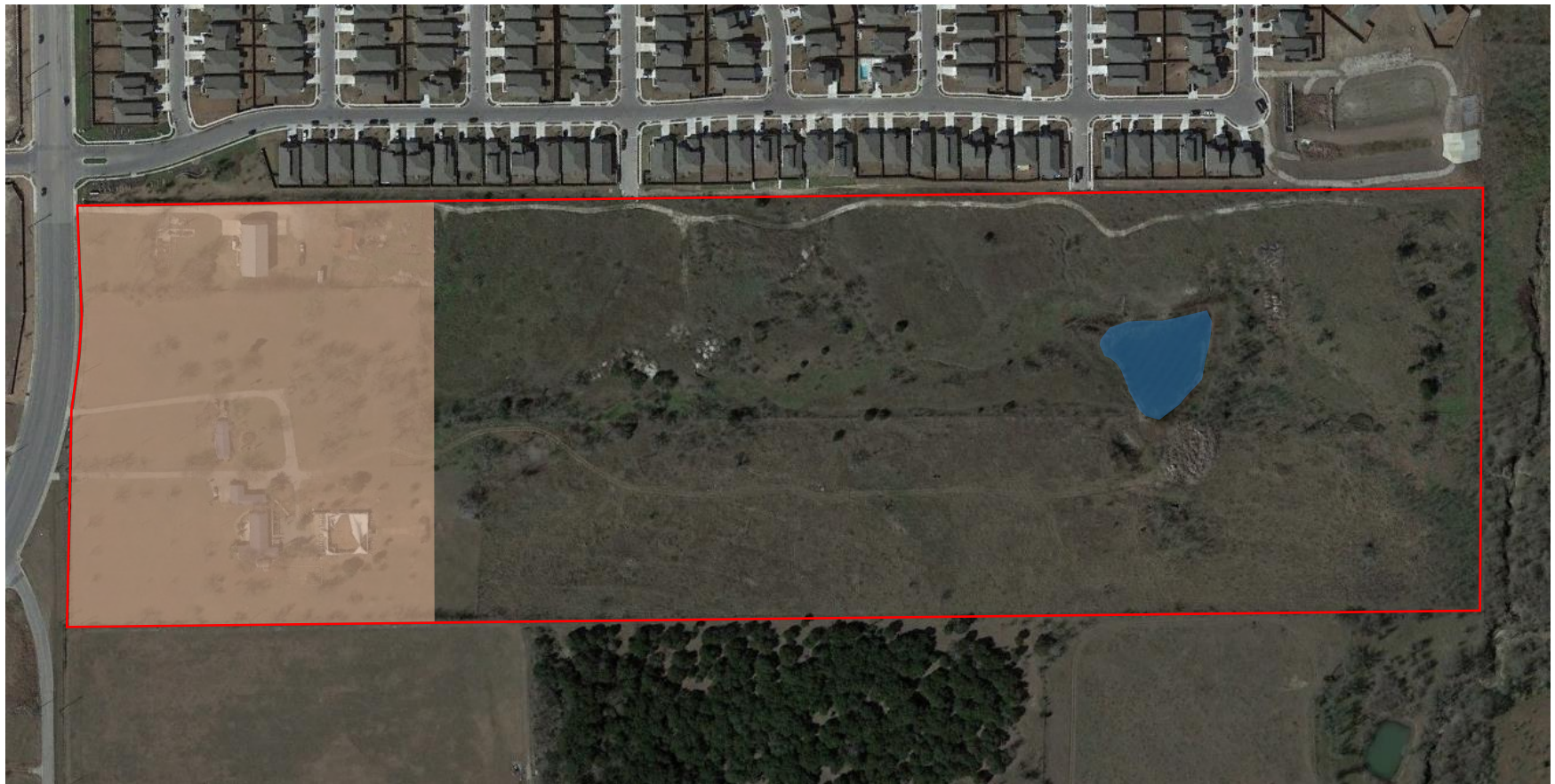
2028

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2032



Phasing Plan

October 2024

Phase 1 vertical construction begins

2022

2023

2024

2025

2026

2027

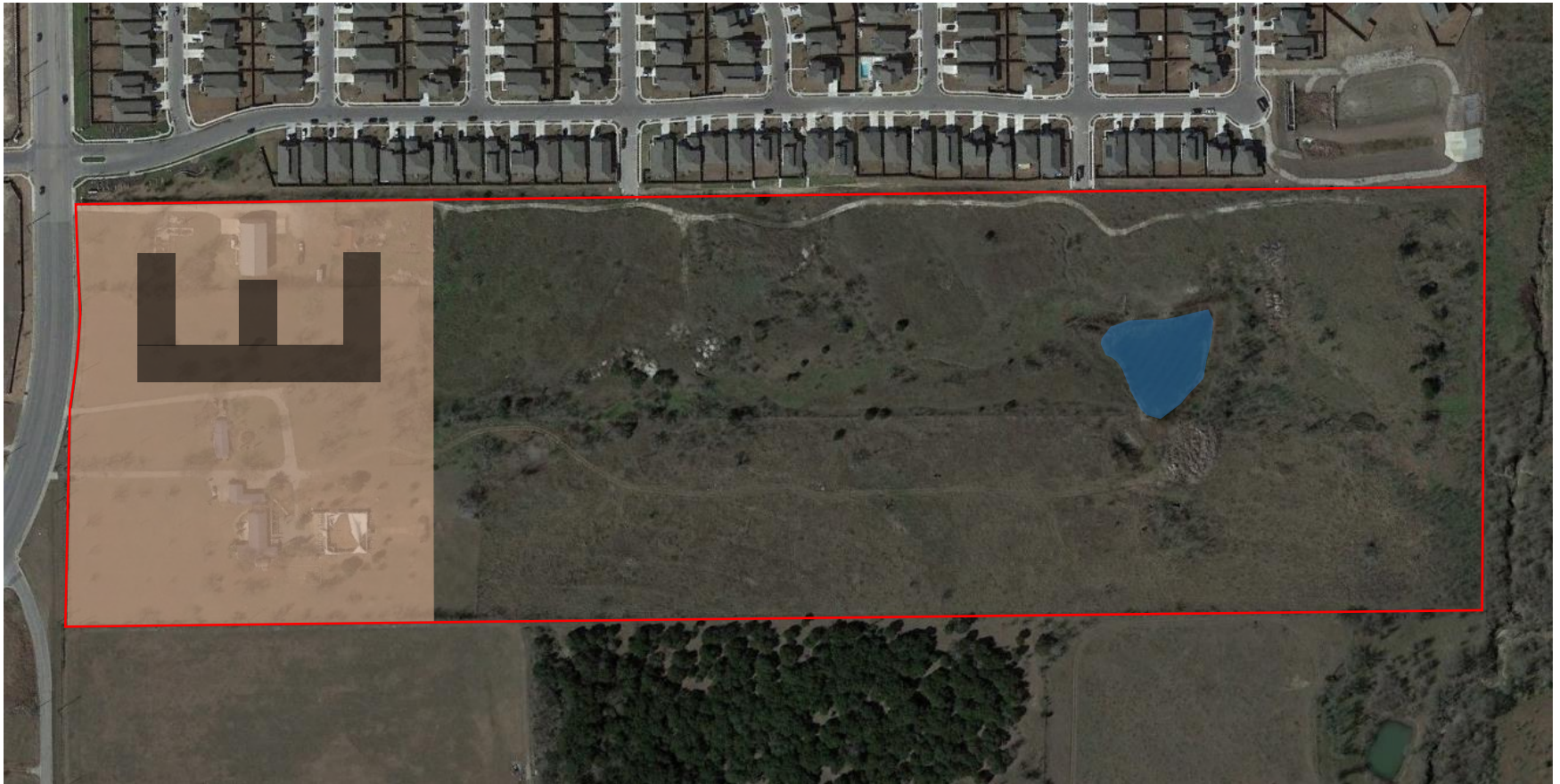
2028

2029

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2031

2032



Phasing Plan

June 2025

First tenant moves into Phase 1

2022

2023

2024

2025

2026

2027

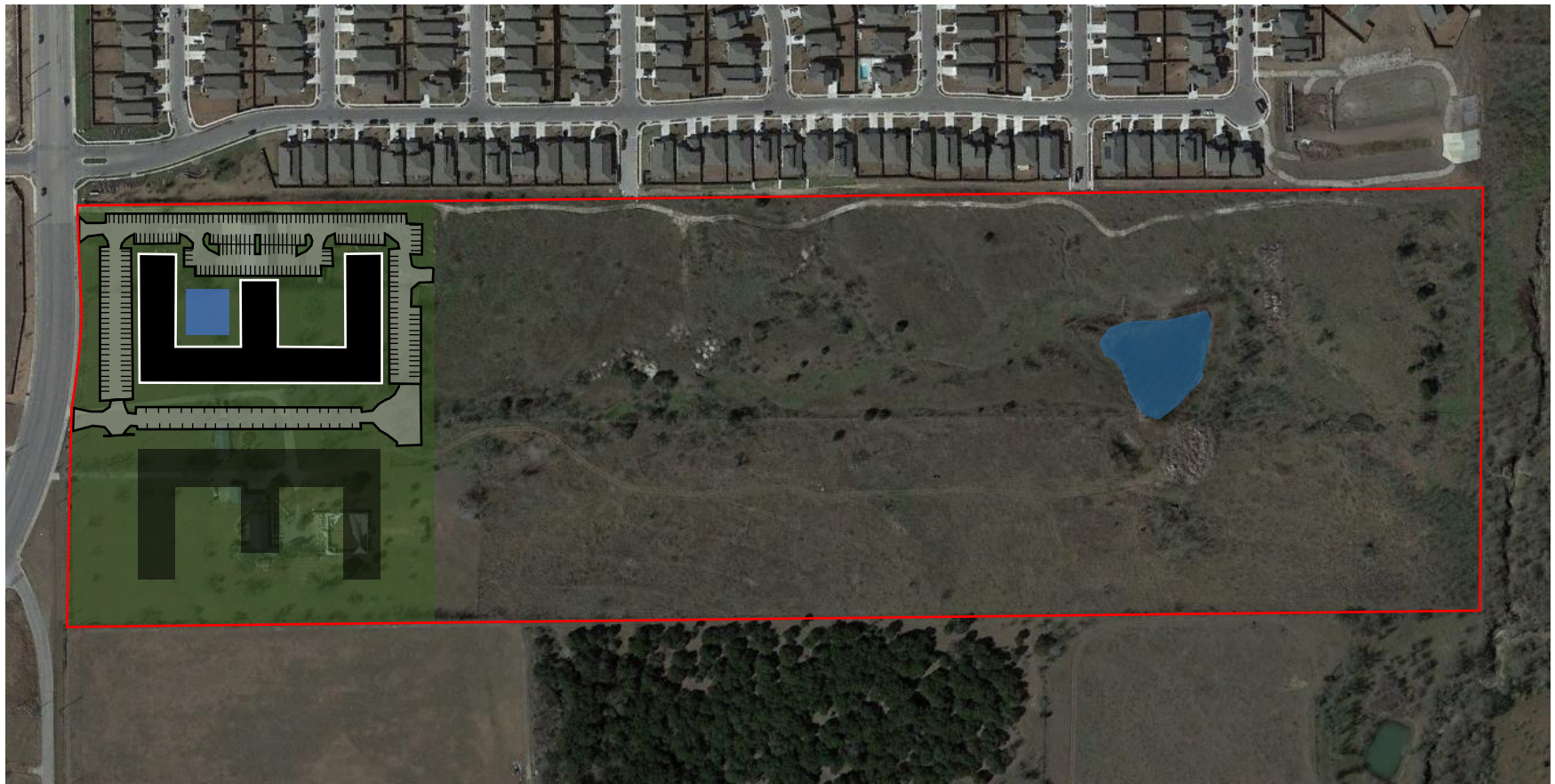
2028

2029

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2031

2032



Phasing Plan

October 2025

Construction is completed on Phase 1

2022

2023

2024

2025

2026

2027

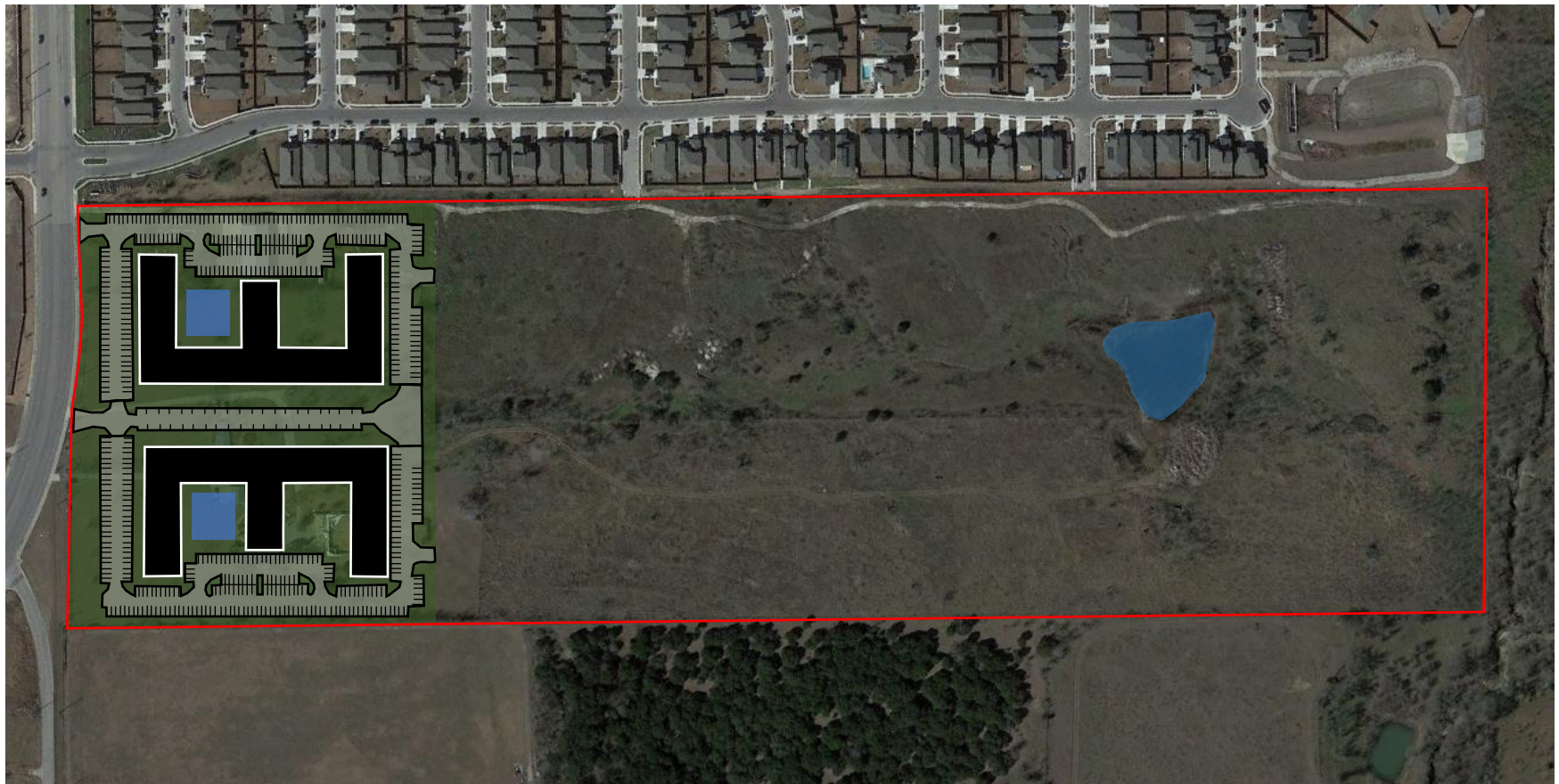
2028

2029

2030

2031

2032



Phasing Plan

September 2026

Refinance Phase 1 construction loan into permanent loan,
 debt proceeds to fund development of future phases.
 Horizontal construction begins immediately on Phase 2.

2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032
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Phasing Plan

May 2027

Phase 2 vertical construction begins

2022

2023

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2026

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2028

2029

2030

2031

2032

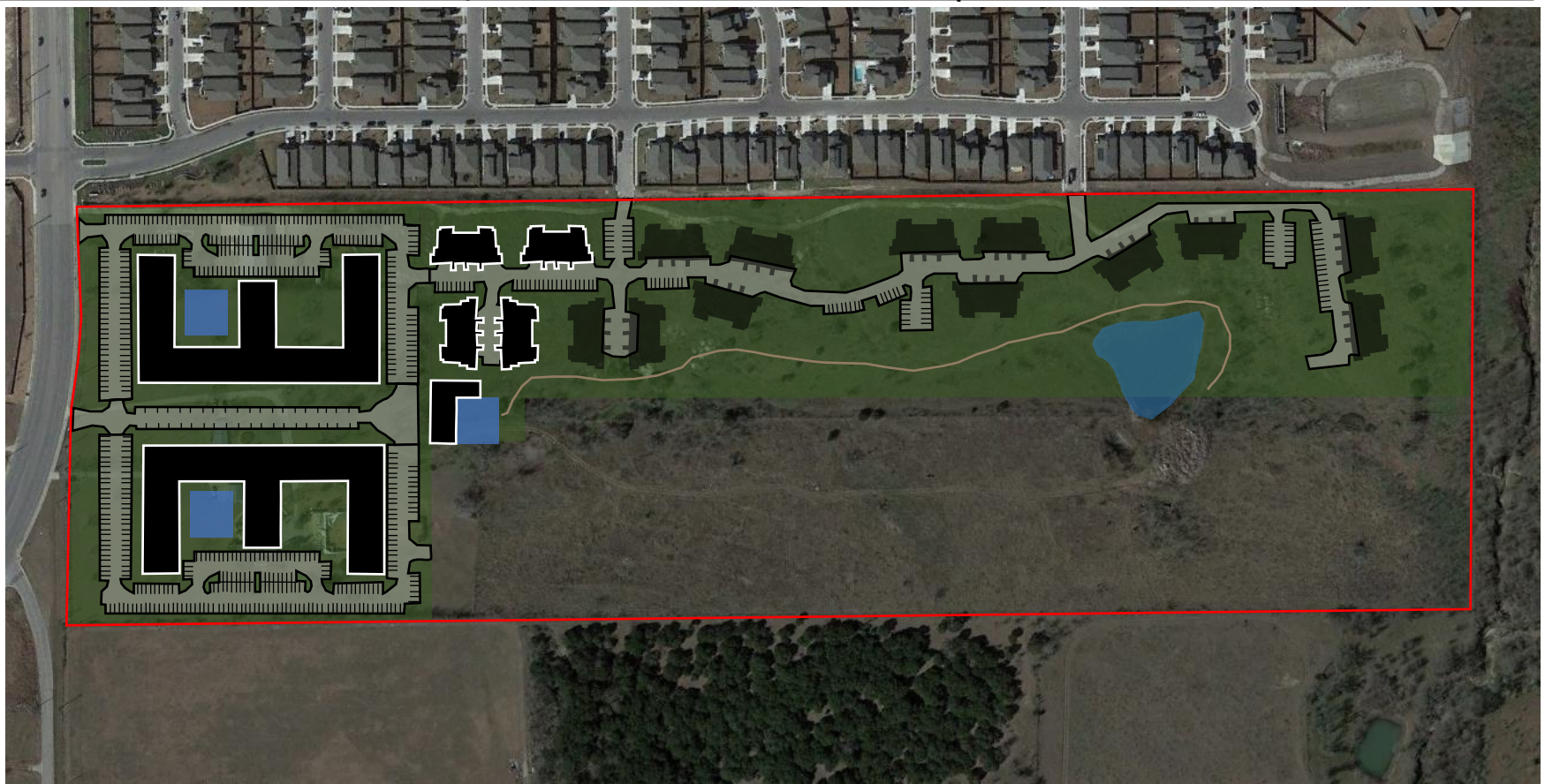


Phasing Plan

September 2027

First tenant moves into Phase 2

2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032
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Phasing Plan

May 2028

Construction is completed on Phase 2



Phasing Plan

December 2028

Refinance Phase 2 construction loan into permanent loan,
horizontal construction begins immediately on Phase 3.

2022

2023

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2031

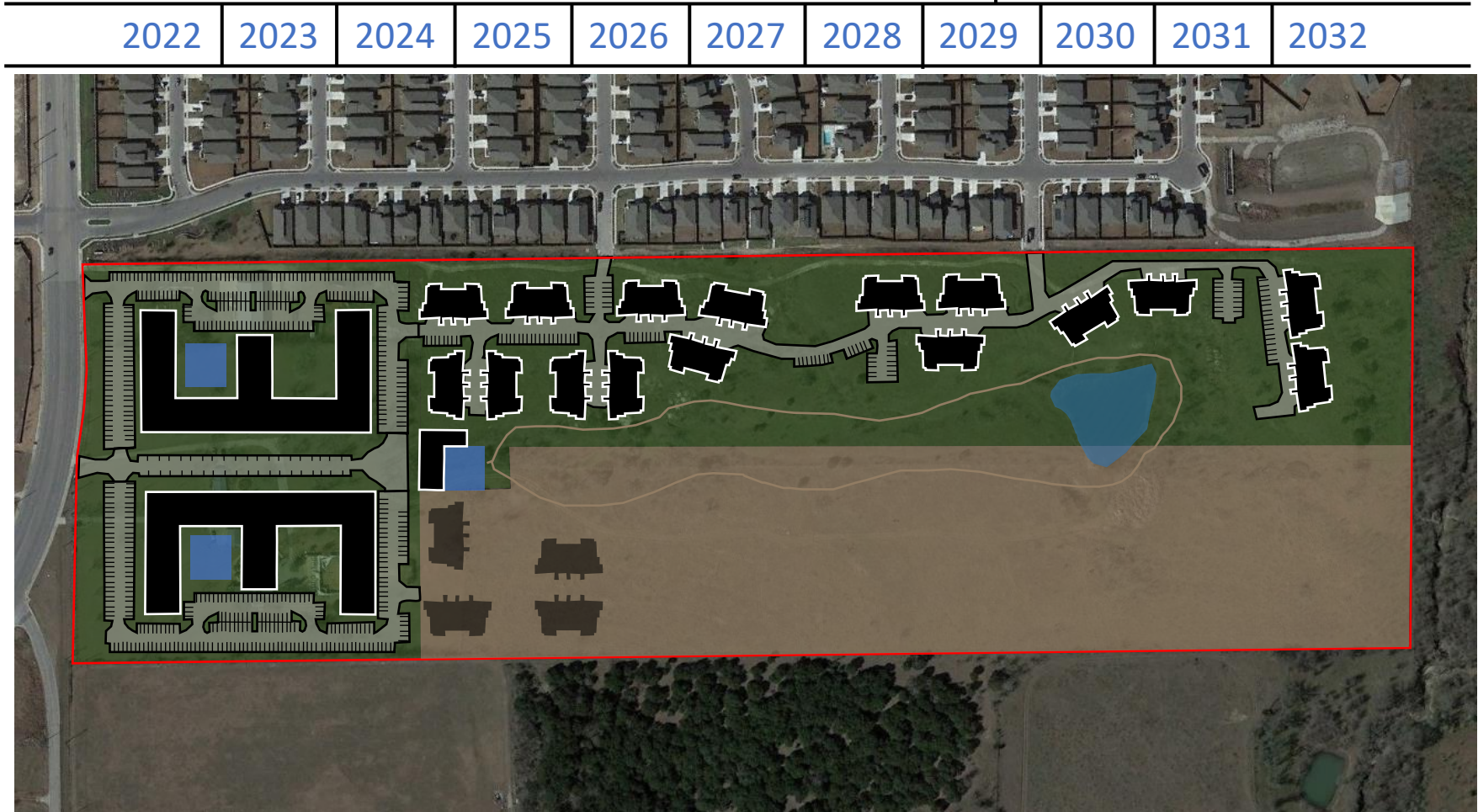
2032



Phasing Plan

August 2029

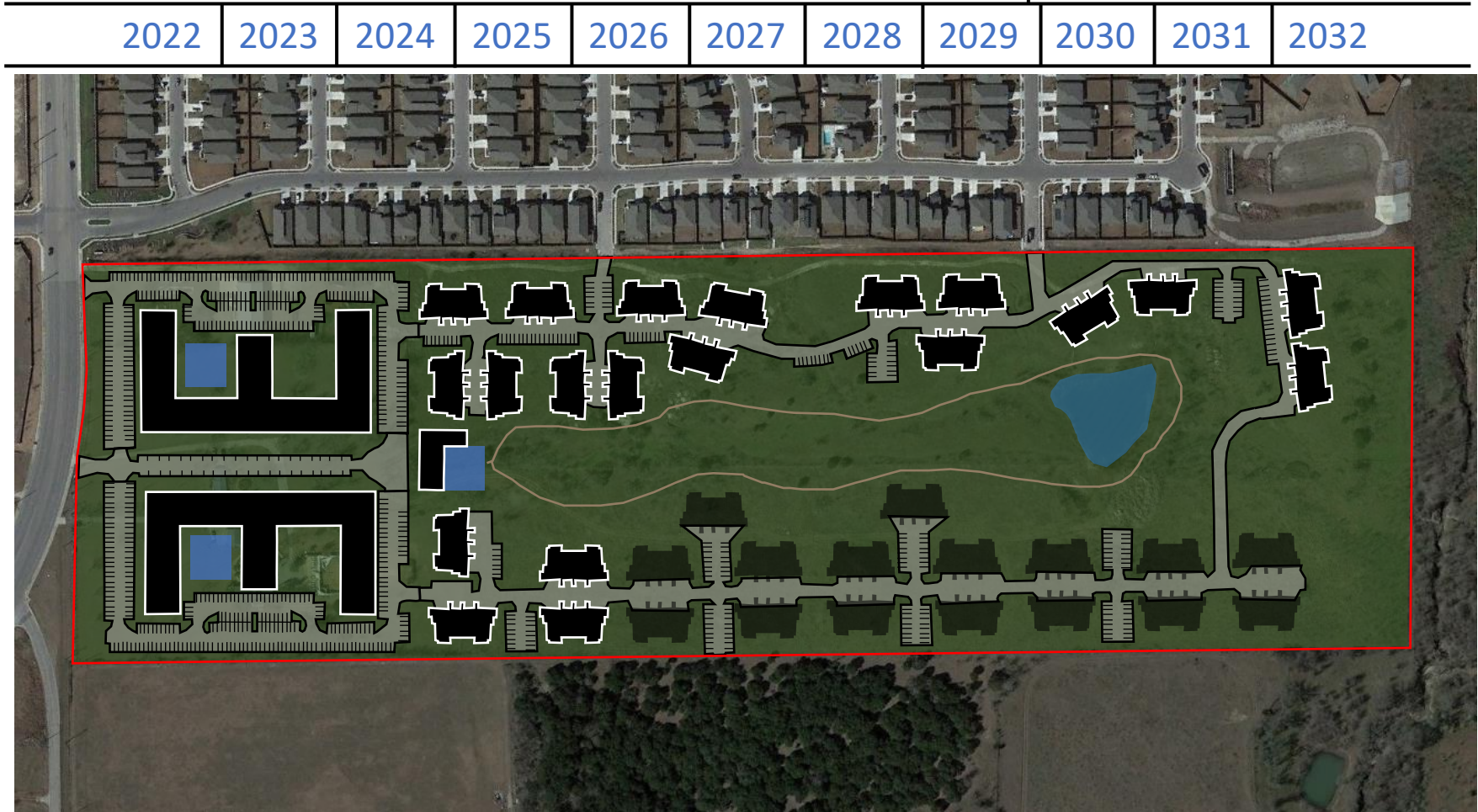
Phase 3 vertical construction begins



Phasing Plan

December 2029

First tenant moves into Phase 3



Phasing Plan

August 2030

Construction is completed on Phase 3

2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032
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The Lane, Austin TX – Projected Returns

800+ Residential Community

- Founders Round
 - Series A Shareholder @ +/- \$12 million basis
 - Series B Shareholder @ +/- \$25 million basis
- Phase I – Peak Equity
 - **60% Equity – 40% Debt**
- **Phase II** – starts construction when Phase I refinances out of construction loan
 - **45% Equity – 55% Debt**
- **Phase III** – starts construction when Phase II refinances out of construction loan
 - **45% Equity – 55% Debt**

Target Investor IRR	20.00% - 25.00%
Target Investor Equity Multiple	3.00x-4.00x
Target Annualized Investor Cash Yield	6.00%-8.00%
Target Investment Period	10 years
Property Type	Purpose Built Single and Multi-Family Rental
Investment Profile	Development
Projected Acquisition Date	January 2024

***Returns are projections only and subject to change**

The Lane SPE Founders Round Offering

Offering Terms	
Total Equity Raise:	\$20,000,000 (Significant GP Co-Investment)
Term:	10 years
Minimum Investment:	\$100,000 or another amount @ GP
Preferred Return:	6%
Profit Splits:	80/20 over 6% pref
Asset Management Fee:	1% of equity
Acquisition Fee:	0.5% of project cost
Disposition Fee:	0.5% of sale price
Debt Origination Fee:	0.5% of total loan amounts

How to Get in Touch



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The Opportunity Zone program is the subject of ongoing regulatory review and change by the Internal Revenue Service and the U.S. Department of the Treasury, among governing authorities. A continued lack of guidance regarding material provisions of the legislation and proposed changes to the existing laws means that there remains substantial uncertainty regarding how to comply with all of the requirements and that there can be no assurance that investors will enjoy the Opportunity Zone program benefits. Given such uncertainty, each prospective investor should consult with their personal tax advisors before investing in the Issuer. The extent of the potential tax benefits available will vary based on each prospective investor's financial situation.

Investing in commercial real estate entails risk. Please see the Private Placement Memorandum for Risk Disclosures.



PINTAR

INVESTMENT COMPANY

PROTECT. PRESERVE. GROW.

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