

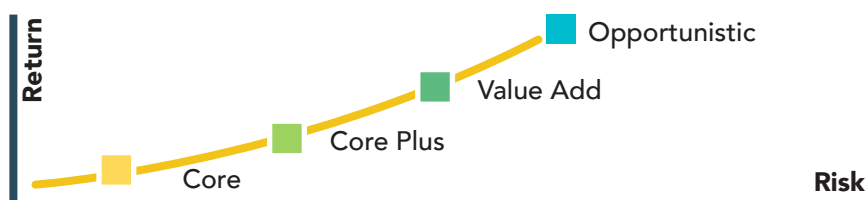
# THE BASICS OF REAL ESTATE INVESTING

Real estate investments can play an important role in a well-diversified portfolio.

## Benefits of investing in real estate:

1. Passive Income
2. Cash Flow
2. Inflation Protection
3. Diversification
4. Tax Advantages

Real estate assets can typically be grouped into four main categories based on their characteristics and perceived risk.



LCM's strategy concentrates on **Core Plus**, **Value Add**, and **Opportunistic** investments, which are the areas we believe add the most value for our investors.

Typical Characteristics	Core	Core Plus	Value Add	Opportunistic
	<ul style="list-style-type: none"><li>• Stable cash flow</li><li>• Fully leased with reliable, creditworthy tenants</li><li>• Downtown locations in primary markets</li><li>• Little opportunity to add value due to high price</li></ul>	<ul style="list-style-type: none"><li>• Stable cash flow</li><li>• May not be fully leased but tenants generally still high quality</li><li>• Suburb or secondary markets</li><li>• Ability to increase rents to market rates or make minor improvements that offer potential for increased cash flow</li></ul>	<ul style="list-style-type: none"><li>• Less stable cash flow</li><li>• May need more significant improvements, repositioning, and/or re-tenanting</li></ul>	<ul style="list-style-type: none"><li>• Properties with little to no cash flow</li><li>• Ground-up development, empty building, land development</li></ul>



**Larson Capital Management (LCM)** is a private real estate investment firm with a diverse offering of equity and debt investments into funds and properties. Our primary goal is to acquire income-producing commercial property to produce optimal returns for our investors.

To accomplish this, we target premium properties in high growth, secondary and tertiary real estate markets throughout the United States. We pride ourselves on our ability to be nimble and investor-focused, which enables us to find creative solutions when structuring deals.

## Step 1: Target a Property

Properties are generally located in high growth, secondary and tertiary markets across the U.S., such as Phoenix and Dallas, or in "Opportunity Zones" that provide tax benefits to incentivize investment in the community.

## Step 2: Purchase a Property

LCM completes extensive research and due diligence, then develops a business plan for the property prior to purchasing, which could include renovations, redevelopment, or ground-up development.

## Step 3: Manage & Sell Property

LCM manages the property with the goal of increasing cash flow, then sells opportunistically.



# LCM TRACK RECORD

PAST 6 SALES

[Click here for full acquisition history](#)



## The Oliver

151-unit multifamily development

### Purchase Details:

**Dev. Start:** July 2020

**Equity Invested:** \$7.58M

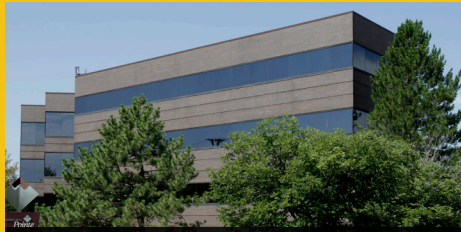
**Construction Loan:** \$17.2M

**Total Dev. Cost:** \$26.5M

### Sale Details:

**Sale Date:** June 2022

**Sale Price:** \$46M



## Rider Trail

112,000 SF office property

### Purchase Details:

**Acquisition Date:** Nov 2017

**Equity Invested:** \$3.8M

**Total Debt:** \$11.5M

**Purchase Price:** \$15.3M

### Sale Details:

**Sale Date:** March 2022

**Sale Price:** \$23M



## Silver Star

347,332 SF industrial property

### Purchase Details:

**Acquisition Date:** Dec 2020

**Equity Invested:** \$4.7M

**Total Debt:** \$13.6M

**Purchase Price:** \$18.2M

### Sale Details:

**Sale Date:** Dec 2021

**Sale Price:** \$22.2M



## Edge @ BRDG

151,830 SF office property

### Purchase Details:

**Dev. Start:** May 2019

**Equity Invested:** \$20M

**Construction Loan:** \$32.5M

**Total Dev. Cost:** \$55M

### Sale Details:

**Sale Date:** Dec 2021

**Sale Price:** \$92.2M



## NorthPark

121,223 SF office property

### Purchase Details:

**Acquisition Date:** July 2018

**Equity Invested:** \$2.1M

**Total Debt:** \$6.6M

**Purchase Price:** \$8.8M

### Sale Details:

**Sale Date:** Oct 2021

**Sale Price:** \$12.9M



## South County Med Bldg

80,277 SF office property

### Purchase Details:

**Acquisition Date:** Aug 2018

**Equity Invested:** \$2.5M

**Total Debt:** \$8.5M

**Purchase Price:** \$11M

### Sale Details:

**Sale Date:** August 2021

**Sale Price:** \$12.7M

\* Investment advisory services are provided by Larson Capital Management, LLC, a Registered Investment Advisor. All securities involve risk and may result in significant losses. Investing in private placements also requires long-term commitments. Investors should have the ability to afford to lose the entire investment and the should have low liquidity needs. Further, alternative investments and private placements should only be a part of your overall investment portfolio and the alternative investment and private placement portion of your portfolio should include a balance of different underlying investment strategies. Before investing you should: (1) conduct your own investigation and analysis; (2) carefully consider the investment and all related charges, expenses, uncertainties, conflicts-of-interest and other risks described in the offering materials; and (3) consult with your own investment, tax, financial and legal advisers.