

**SPECIAL PREVIEW**



## **Real Estate Value Identification & Value Add**

*Building Wealth with Real Estate*

*[www.revivamulti.com](http://www.revivamulti.com)*

**REVIVA**

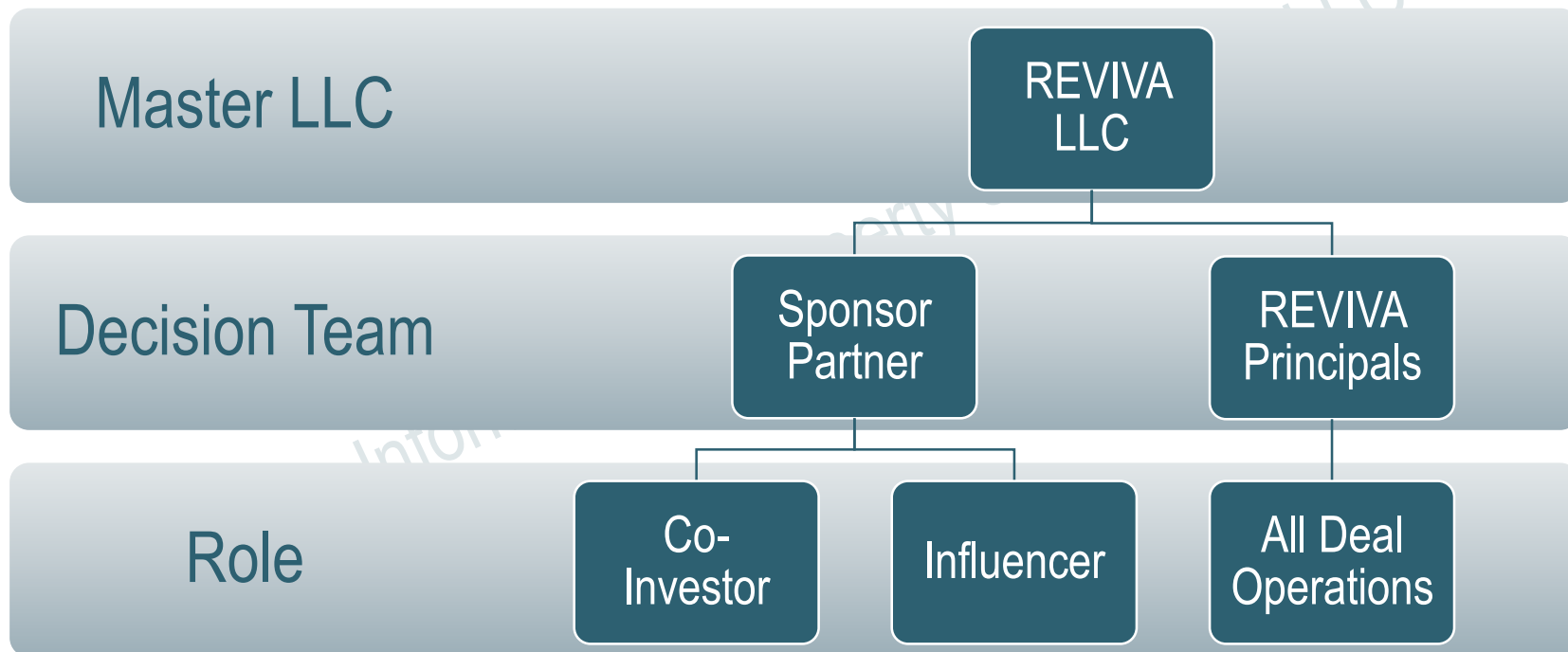
**Sponsor Partner Presentation**

Proprietary Information – Property & Casualty

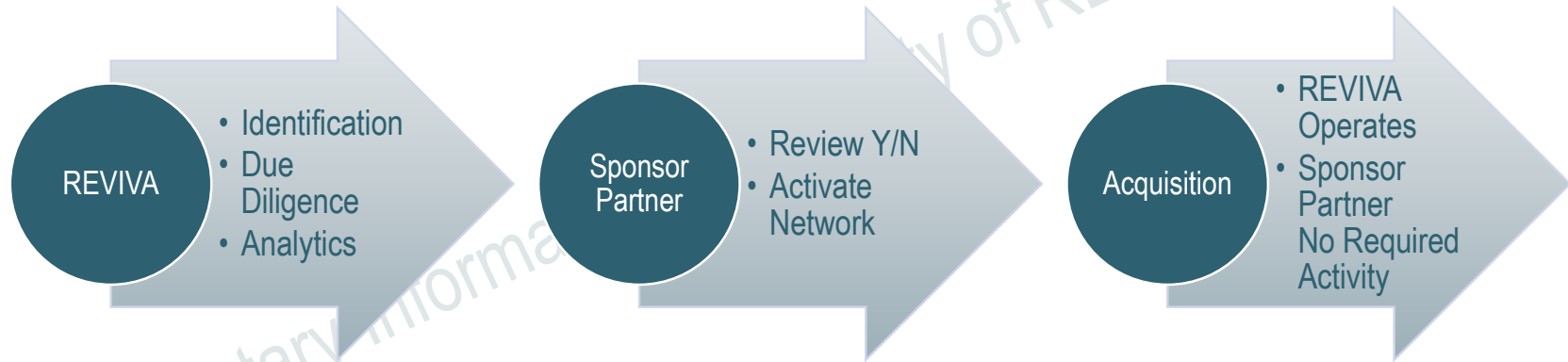
# Sponsor Partner

- ❖ **ROLE** – The Sponsor Partner is primarily a Senior Member of the decision team and a Co-Investor. This role offers various opportunities to contribute to the overall success of REVIVA, LLC.
- ❖ **ACTIVITY** – The Sponsor Partner’s primary activity is influencer and ambassador in the capital raising phase; however, the Sponsor partner may desire to participate more broadly in high level strategic planning or the tactical implementation of that strategy. All additional productive contributions are available to but not required of the Sponsor Partner.
- ❖ **CONTROL** – The Sponsor Partner is a Senior Member of REVIVA, LLC and maintains unilateral control over all capital allocation decisions of the Sponsor Partner’s invested capital. The Sponsor Partner always controls the deciding vote thereby maintaining veto power for each vetted transaction.
- ❖ **PARTICIPATION** – The Sponsor Partner is required to participate in the final stage of the deal approval process for each transaction. All aspects of every deal are sourced, analyzed and vetted by REVIVA, LLC prior to the involvement of the Sponsor Partner for final approval. The Sponsor Partner is also required to champion the REVIVA mission among the sphere of influence in which the Sponsor Partner operates.
- ❖ **RETURNS** – The Sponsor Partner is compensated in a dual fashion. First, the Sponsor Partner’s investment component will earn a pro-rata investment percentage of the investor distribution pool. Additionally, the Sponsor Partner will earn a percentage of the Sponsor attributed participation for all periodic distributions and capital gains distributions. The resultant returns on capital for the Sponsor Partner are quite attractive as will be demonstrated in the calculation components of this presentation.

# Sponsor Partner Senior Role Decision Team



# Sponsor Partner Activity - Flexible



# Sponsor Partner – Dual Earnings

## Co-Investor Earnings

- Periodic Distributions
- Capital Gain Distribution

## Co-Sponsor Earnings

- Periodic Distributions
- Capital Gain Distribution

# Sponsor Partner – Modeled Portfolio Dual Earnings

REVIVA

ACQUISITION	\$	% of Total Capital
Total Investment	\$1,399,440	8.33%

CO-INVESTOR RETURNS	\$	%
Cash-on-Cash Return (Annual Average)	\$122,616	8.76%
Cash-on-Cash Return (Total)	\$613,083	43.81%

CO-SPONSOR RETURNS	\$
Cash-on-Cash Return (Annual Average)	\$73,599
Cash-on-Cash Return (Total)	\$367,997

SUMMARY RESULTS	\$	%
Cash-on-Cash Return (Annual Average)	\$196,215	14.02%
Cash-on-Cash Return (Total)	\$981,079	70.11%
Capital Gain	\$3,322,688	237.43%
Total	\$4,303,767	307.5%

# Sponsor Partner - Single Property Breakout

SPONSOR PARTNER	Year 0	Year 1	Year 2	Year 3	Year 4	Year 5	SPONSOR PARTNER	Annual Average	Overall Total	
Investment (% of Total Capital)	8.33%	-\$240,737					Cash Distributions During	\$30,719	\$153,597	
Cash Flow - <b>Investor</b> Portion (%)	6.67%		\$11,695	\$14,619	\$18,274	\$22,842	\$28,553	Cash Flow - Investor Portion	\$19,196	\$95,984
Cash Flow - <b>Sponsor</b> Portion (%)	4.00%		\$7,020	\$8,755	\$10,969	\$13,711	\$17,139	Cash Flow - Sponsor Portion	\$11,522	\$38,830
Cash-on-Cash Return		7.77%	9.72%	12.15%	15.18%	18.98%		Cash-on-Cash Return	12.76%	63.80%
Net Sale Proceeds - Investor (%)	6.67%					\$465,253		<b>Sale Proceeds - Investor Portion</b>		\$465,253
Net Sales Proceeds – Sponsor (%)	4.00%					\$279,263		<b>Sale Proceeds - Sponsor Portion</b>		\$279,263
<b>Cumulative Cash + Net Proceeds</b>						\$898,113		<b>Cumulative Total Sale Payout</b>		\$744,516
<b>Internal Rate of Return</b>	<b>33.07%</b>	-\$240,737	\$18,715	\$23,394	\$29,243	\$36,553	\$790,208	<b>IRR</b>		<b>33.07%</b>

Assumes: 5-year hold period, Rents and Occupancy Stabilized in 20-24 months @ 50% expense ratio, 9.97% Average Annual Distribution, 6-cap entry & exit. Analysis results compiled from a modeled transaction with a simple syndicate structure of 80%/20% distribution.



# Sponsor Partner Modeled Portfolio - Compensation

Invested	Income	Sale Profit	Total Payout	Total Earnings	Percent Gain
\$1,399,440	\$981,079	\$4,722,128	\$5,703,207	\$4,303,767	307.5%

PRE-TAX IRR

35.77%

ATL-1

Invested	Income	Sale Profit	Total Payout	Total Earnings	Percent Gain
\$124,950	\$90,016	\$441,109	\$531,125	\$406,175	325.1%

ATL-2

Invested	Income	Sale Profit	Total Payout	Total Earnings	Percent Gain
\$240,737	\$153,597	\$744,516	\$898,113	\$657,376	273.1%

NASH-1

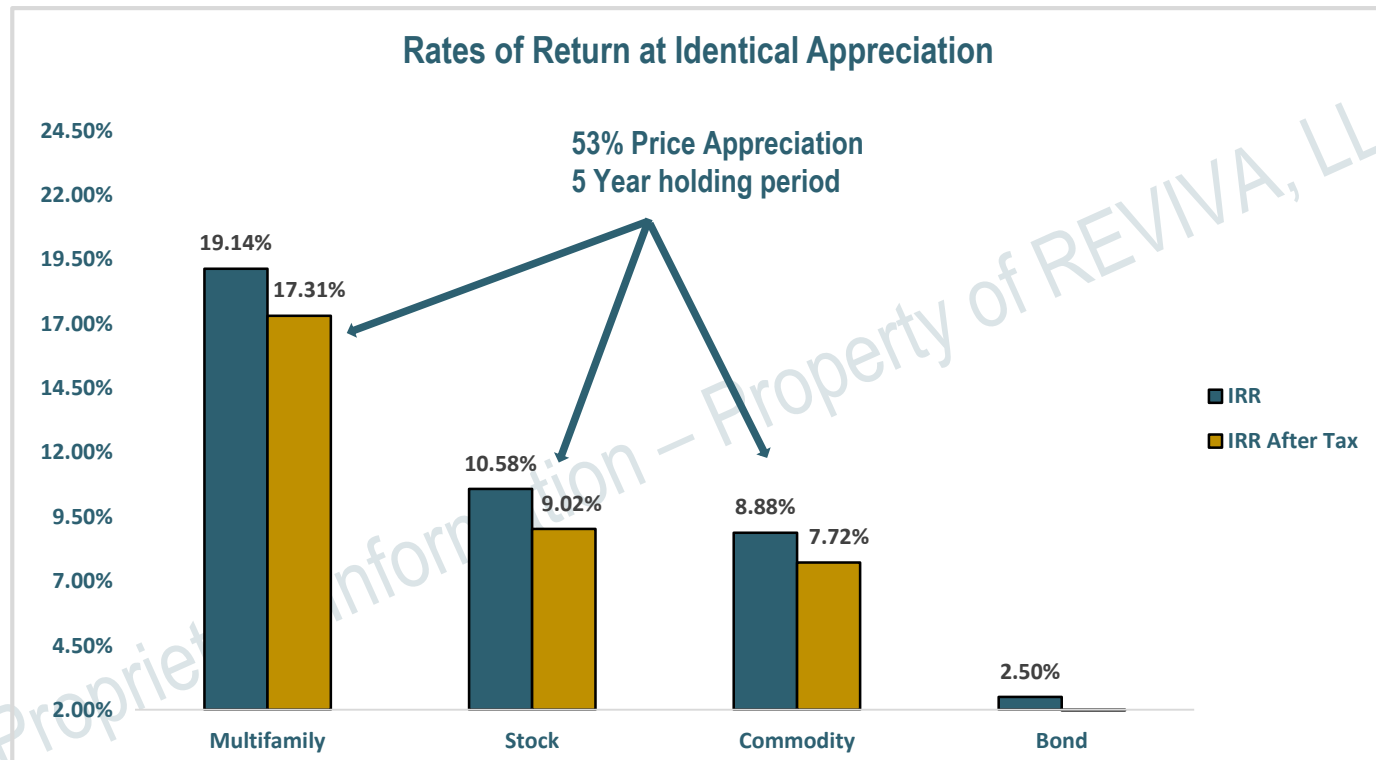
Invested	Income	Sale Profit	Total Payout	Total Earnings	Percent Gain
\$354,025	\$263,189	\$1,245,168	\$1,508,358	\$1,154,333	326.1%

ATL-3

Invested	Income	Sale Profit	Total Payout	Total Earnings	Percent Gain
\$679,728	\$474,277	\$2,291,334	\$2,765,611	\$2,085,883	306.9%

Assumes: 5-year hold period, Rents average 4.52% increase and Occupancy Stabilized in 20-24 months @ 50% expense ratio, 4 transaction portfolio, 6-cap entry & exit. Analysis results compiled from a modeled portfolio with various property level inputs patterned after real transactions.

# Investor Level Asset Return Profiles



# Investor Level Asset Return Profiles

## Multifamily Is Better.

Investment	Multifamily	Stock	Commodity	Bond
\$1,000,000	10.1% Avg. Income	2% Dividend	0% Income	2.5% Income
Time Horizon	<u>53 % Price Gain</u>	<u>53 % Price Gain</u>	<u>53 % Price Gain</u>	0% Gain
5 Years				
5 Year Income	\$509,223	\$100,000	\$0	\$125,000
5 Year Profit	\$695,397	\$530,000	\$530,000	\$0
Taxes Paid	-\$232,469	-\$104,500	-\$150,000	-\$26,250
Gain from Amortization	\$118,522	\$0.00	\$0.00	\$0.00
Net After Tax Earnings	<b>\$972,150</b>	\$525,500	\$380,000	\$98,750
IRR	<b>19.14%</b>	<b>10.58%</b>	<b>8.88%</b>	<b>2.50%</b>
IRR After Tax	<b>17.31%</b>	<b>9.02%</b>	<b>7.72%</b>	<b>1.97%</b>

Multifamily - 10.18% Average Annual Distribution; Capital Gains 15%, Ordinary Income 25% (Example Only, Not Tax Advice); (S&P 500 T-12 Avg. Div.=1.94%); 5yr Holding period.

# Investor Level Compensation Example

Total Investment	Total Taxable Gain	Tax (Estimated Total)	Pre-Tax IRR	After Tax Gain	Non Taxable Gain from Amortization	After Tax Gain plus Amortization	After Tax IRR	After Tax Gain % of Investment
<b>-\$50,000</b>	\$54,305	-\$11,623	<b>19.14%</b>	\$42,681	\$5,926	<b>\$48,608</b>	<b>17.31%</b>	<b>97.2%</b>
<b>-\$100,000</b>	\$108,610	-\$23,247	<b>19.14%</b>	\$85,363	\$11,852	<b>\$97,215</b>	<b>17.31%</b>	<b>97.2%</b>
<b>-\$150,000</b>	\$162,915	-\$34,870	<b>19.14%</b>	\$128,044	\$17,778	<b>\$145,823</b>	<b>17.31%</b>	<b>97.2%</b>
<b>-\$250,000</b>	\$271,525	-\$58,117	<b>19.14%</b>	\$213,407	\$29,630	<b>\$243,038</b>	<b>17.31%</b>	<b>97.2%</b>
<b>-\$500,000</b>	\$543,049	-\$116,235	<b>19.14%</b>	\$426,814	\$59,261	<b>\$486,075</b>	<b>17.31%</b>	<b>97.2%</b>
<b>-\$1,000,000</b>	\$1,086,098	-\$232,469	<b>19.14%</b>	\$853,629	\$118,522	<b>\$972,150</b>	<b>17.31%</b>	<b>97.2%</b>

# Liquidity Facility

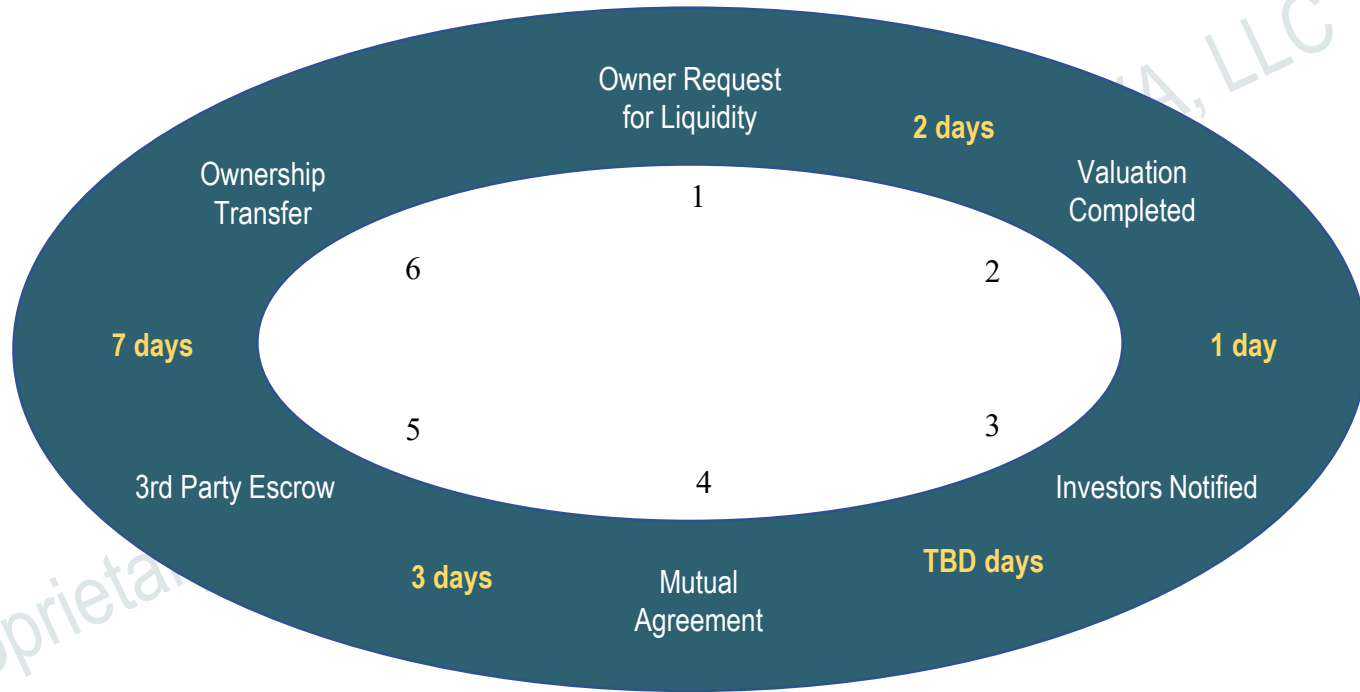
- ❖ Provides Value to Investors
- ❖ Opportunity for Sponsor Partner

# Liquidity Facility: A REVIVA Investor Advantage

REVIVA provides a liquidity facilitation process for our investors.

- ❖ Investors desirous of liquidating 50% or more of their participation stake submit a formal request to REVIVA.
- ❖ REVIVA promptly provides an updated liquidation evaluation to the investor.
- ❖ REVIVA presents to the Sponsor Partner, who is granted the right of first refusal, the opportunity to purchase the stake before the investor network is contacted to find a buyer for this stake.
- ❖ All monetary components are handled through a 3<sup>rd</sup> party escrow process.
- ❖ Following the escrow funding, the books and records are updated reflecting amended membership stakes.
- ❖ Following final review of documentation, the funds are released from escrow to the investor who requested liquidity.
- ❖ REVIVA Liquidity Facility was built for our members and adds a significant value for investors.

# Liquidity Facility



# Principals & Process

Proprietary Information – Property of REVIVA, LLC



# Principals

REVIVA principals believe that numerous current investment opportunities exist in REVIVA's target markets that are closely aligned with the investment strategy.

REVIVA principals Vance and Trey possess decades of combined experience in the institutional commercial real estate capital markets, owning multifamily and single-family properties and partnering in multifamily syndication. Vance and Trey each apply their skill-sets and experience to identify, negotiate, implement and oversee the management of REVIVA investments.

## Vance Wheeler, MBA, *Principal*

- ❖ 27+ years' experience advising and transacting with highly sophisticated investors in structured real estate assets, complex debt instruments, fixed income, modeled loan portfolios, and derivative strategies for hedging or portfolio optimization. Consistently a #1 producer and Presidents Award winner.
- ❖ Sophisticated, institutional clients included FreddieMac, Blackrock, Bank of America, Wells Fargo, Prudential Insurance, Fidelity Investment Management, John Hancock, Invesco, AIG, Franklin Templeton, WAMCO, Credit Suisse Asset Management, TIAA, Apollo Management, 5 State Retirement Funds, among others.
- ❖ Successfully completed transactions totaling in excess of \$600 billion. (MBA, Vanderbilt, Owen School)

## Trey Wheeler, *Principal*

- ❖ Top performer at Andreessen Horowitz-backed FinTech Real Estate company
- ❖ Lead Negotiator on nearly \$200M+ Real Estate transaction volume
- ❖ Former Division 1 Quarterback
- ❖ Cum Laude Finance graduate (*Olin School of Business, University of San Diego*)

# Process



Blue: REVIVA Principal Action. Gold: Sponsor Partner Action.

# REVIVA

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