

# U.S. PORTFOLIO INVESTMENT STRATEGIES

2017 S.F.R. ASSET ACQUISITION & MANAGEMENT



# STABILIZED INTERNATIONAL INVESTMENTS



PARKER | KOTIS, inc. **Acquisitions** is pleased to provide an innovative line of investment products. These **distinct investment opportunities** allow investors to segment and control Real Estate investments for better returns and easier access to liquidity.

Our portfolio products have been carefully vetted to ensure the most reliable cash flow and RIO, along with vendor services and asset management to provide total investor confidence. Combined with industry-leading knowledge and expert guidance, our model allows us to tailor investment options for a wide range of client needs.

# INVESTMENT PRODUCTS FOR TODAY'S MARKET COUNSEL & MANAGEMENT FOR THE FUTURE

“Our service model takes the guess work out of RE investment. With expert tools & guidance, our products are packaged to provide comprehensive investor control & security from anywhere in the world.”

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PARKER | KOTIS, inc. provides several niche services for our clients, which include Single and Multi-Family offices, as well as Institutions and former Family Office organizations that have formed business entities dealing in real property.

Our clients are supported by over 20 years experience in commercial and residential real estate with backgrounds in Law, Procurement & Distribution, Construction Management and Investment Acquisitions. We have the knowledge and skill sets to help our clients find assets that make sense for their portfolio, combining sound strategy and detailed analysis for best results and management transparency.

From analyzing our clients' RE portfolios to aiding with asset Acquisition & Disposition, ParkerKotis, inc. is positioned with our finger on the pulse of the national RE market to ensure access and information on a wide range of asset classes and formats to ensure your portfolio is diverse and functioning.

We help Institutions and Family Offices seeking to invest in commercial and residential income opportunities. While our focus may adjust with fluctuations in the market, we constantly strive to provide unsurpassed knowledge when it comes to traditional as well as alternative RE investment options. Our clients are currently buying and selling everything from medical office space to SFR portfolios with stabilized returns and generally full occupancy.

Our clients can expect meaningful education, dedicated counsel, and constant contact from RE investment consultants that know your business. Equally important are our honesty, integrity, and willingness to tell a client the truth when we need to investigate an issue instead of simply coming up with an answer the client likes.

Our consultants know the Family Office structure, and we know how to tailor our services to an organization focused on maintaining and growing real wealth. We want to begin a conversation and build a relationship with clients that want real unbiased counsel from advisors with both integrity, and the knowledge needed to enhance your portfolio.



**JODY DENTS**  
VP—ACQUISITIONS/DISPOSITIONS



After receiving his Masters in Project Management, Jody served as a P.M. for a national homebuilder for 12 years. He then realized the opportunity in national RE consulting, and hasn't looked back. Jody knows national markets, has broad connections with global investors, and brings a real-time knowledge of global acquisitions/dispositions. He is a consistently top performing broker/consultant, and is known for his integrity and honest dealings. Jody has a B.S. in Construction Management from the University of Oklahoma, and a Masters in Project Management from Keller Graduate.

**KEVIN COUMES**  
VP—BUSINESS DEVELOPMENT



Before beginning in Commercial Real Estate, Scott was a litigation attorney in the D.C. Area. He relocated to his home state of North Carolina in NC and began working in Commercial Real Estate with Lake Norman Realty in Cornelius, N.C. He later served as Director of Business Development for OwnAmerica, focused in the SFR space. Scott has a B.A. in Journalism from NC State University, and a J.D. from Suffolk University in Boston, MA.

**DANIELLE MARIE PARKER**  
VP—OPERATIONS/HR



Danielle is a skilled and experienced Operations and Human Resource Management Consultant. She began her career with Charles River Int'l in Boston, MA, and has since served Fortune 500© and Inc 500© Companies and Gov't Contractors consistently since that time. Danielle offers a wide range of support and consulting services for our clients, and is known for her professional and timely service as well as her no-nonsense approach to client data. Danielle has a B.A. in Communications from N.C. State University.

## OUR EXECUTIVE TEAM

**WILLIAM PRESCOTT PARKER**  
CEO-FOUNDER



Before beginning in Commercial Real Estate, Scott was a litigation attorney in the D.C. Area. He relocated to his home state of North Carolina and began working in Commercial Real Estate with Lake Norman Realty in Cornelius, N.C. He later served as Director of Business Development for OwnAmerica, focused in the SFR space. Scott has a B.A. in Journalism from NC State University, a J.D. from Suffolk University in Boston, MA., and a VA State Bar License.

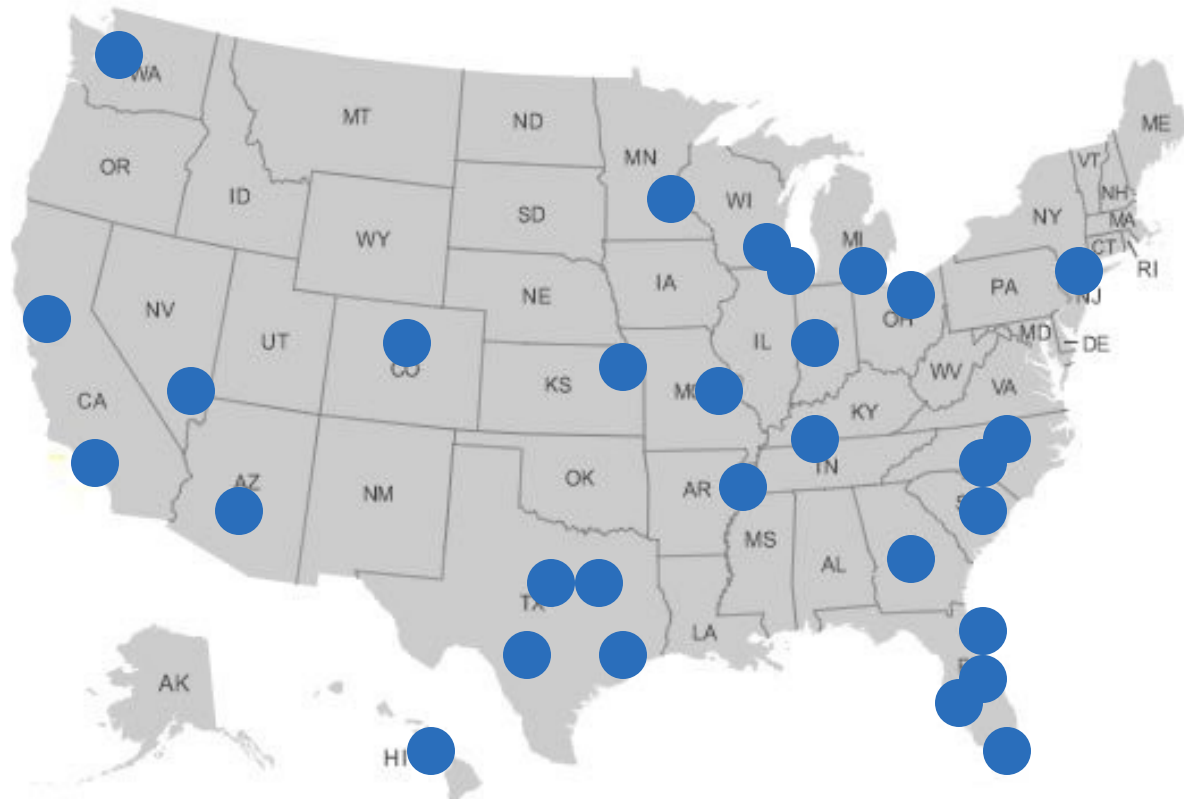
**RYAN TODD KOTIS**  
COO-FOUNDER



A seasoned Commercial Broker, Ryan has a background in Operations, Procurement, Distribution, and Management Consulting with Fortune 500© Companies in Manufacturing & Global Sales. Ryan began his RE career at Lake Norman Realty and later OwnAmerica, and offers a wealth of knowledge across a broad range of Industry and Investment Opportunities. Ryan has a B.A. in Business Management from Kent State University, and a Masters in Healthcare Administration from Pfeiffer University.

# PARKER|KOTIS<sub>inc</sub>

# NATIONAL RE INVESTMENT OVERVIEW



## LARGEST COMMERCIAL/RESIDENTIAL INCOME MARKETS WITHIN U.S.

NEW YORK, NY  
RALEIGH, NC  
CHARLOTTE, NC  
COLUMBIA, SC  
ATLANTA, GA  
JACKSONVILLE, FL  
ORLANDO, FL

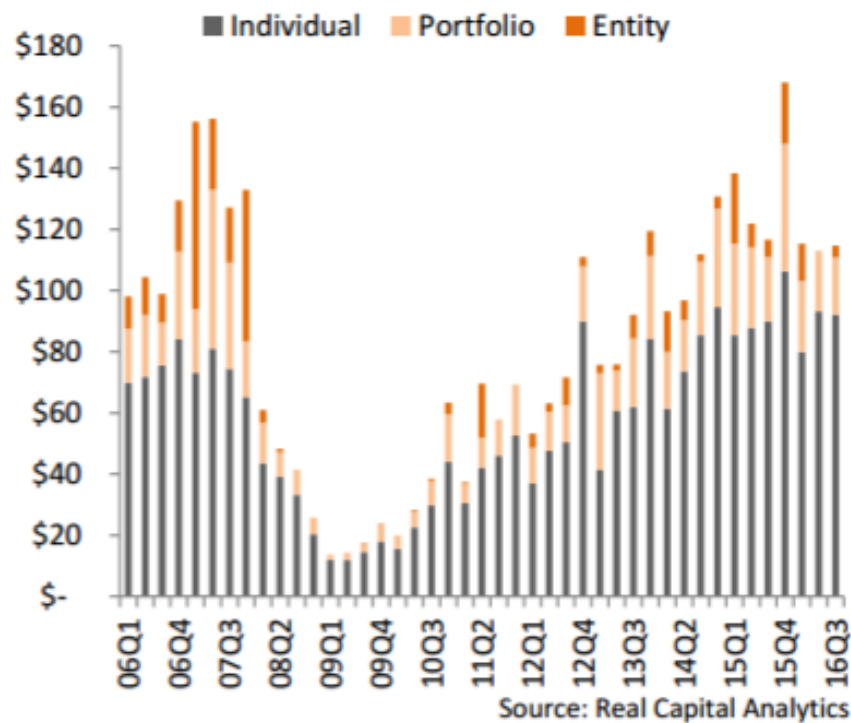
TAMPA, FL  
MIAMI, FL  
HOUSTON, TX  
DALLAS, TX  
FORT WORTH, TX  
SAN ANTONIO, TX  
MEMPHIS, TN

NASHVILLE, TN  
KANSAS CITY, MO  
ST. LOUIS, MO  
INDIANAPOLIS, IN  
CHICAGO, IL  
CLEVELAND, OH  
DETROIT, MI

MILWAUKEE, WI  
MINNEAPOLIS, MN  
DENVER, CO  
PHOENIX, AZ  
SAN FRANCISCO, CA  
LOS ANGELES, CA  
LAS VEGAS, NV

# NATIONAL RE INVESTMENT OVERVIEW

**Exhibit 2.1: CRE Sales Volume (\$2.5M+)**



THE NATIONAL COMMERCIAL REAL ESTATE MARKET HAS REBOUNDED CONSIDERABLY SINCE THE RECESSION OF 2008. THE INDUSTRY HAS BEEN MARKED BY STEADY GROWTH IN VARIOUS NATIONAL SECTORS, WITH LEADING MARKETS SEEING EXPONENTIAL GROWTH RELATIVE TO PRE-RECESSION DATA.

WHILE INSTITUTIONAL CONSUMPTION HAS CONTROLLED A LARGE SHARE OF COMMERCIAL ACQUISITIONS, THE GROWTH OF INDIVIDUAL AND PORTFOLIO PURCHASING HAS ALSO MAINTAINED A PROGRESSIVE PACE.

EVERY INVESTOR STRATEGY REQUIRES A DIFFERENT APPROACH, DEPENDING ON OVERALL PORTFOLIO STRENGTH AND PROJECTED EXIT STRATEGY. WE HAVE DEVELOPED NATIONAL PERFORMANCE INDICATORS TO HELP OUR CLIENTS UNDERSTAND THE CHANGES IN INDIVIDUAL MARKETS AS WELL AS THE PROJECTED GROWTH IN POPULATION AND INDUSTRY THAT WILL AFFECT THE ASSET IN THE FUTURE.

DEPENDING ON THE INDIVIDUAL INVESTMENT FUND, WE CAN HELP DEVELOP A DIVERSE R.E. PORTFOLIO THAT INCLUDES BOTH COMMERCIAL AND RESIDENTIAL INCOME ASSETS TO INCREASE CONTROL, FLEXIBILITY, LEVERAGABILITY AND LIQUIDITY FOR OVERALL INVESTMENT STABILITY.

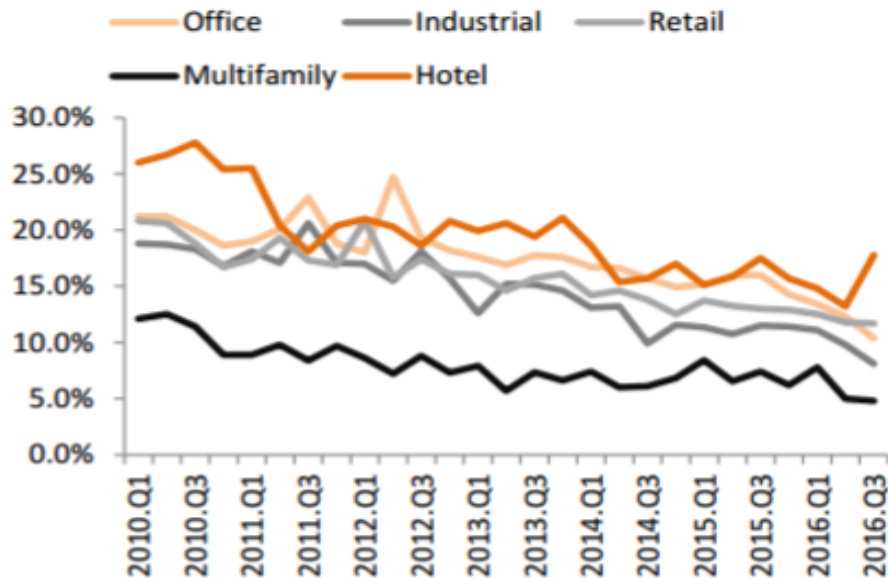
QUALITY INFORMATION MONITORING IS THE BEST WAY TO PROVIDE OUR CLIENTELE WITH REAL-TIME ACTIONABLE DATA FOR INDIVIDUALIZED MARKET SUCCESSES. OUR STAFF MONITORS EVERYTHING FROM FINANCIAL LEGISLATION, PUBLIC & PRIVATE LENDING TRENDS, LOCAL PLANNING & ZONING CHANGES, FOREIGN INVESTMENT AND WALL STREET TRENDS TO MAKE SURE OUR INVESTORS ARE MAKING SOUND DECISIONS AND EXECUTING ON THE RIGHT OPPORTUNITIES.

OUR INVESTORS BENEFIT FROM ACCESS TO A ROBUST RANGE OF OPPORTUNITIES ACROSS THE R.E. SPECTRUM, WITH A FOCUS ON DIVERSIFICATION & LEVERAGABILITY. DEPENDING ON CLIENT GOALS AND HOW LONG A CLIENT INTENDS TO HOLD AN ASSET, WE CAN CALCULATE WHEN AND WHERE THAT CLIENT SHOULD BUY, AND HOW TO FOLD THE POTENTIAL ASSET INTO AN OVERALL GROWTH STRATEGY.

WE BELIEVE THAT ACCESS TO BOTH COMMERCIAL, AS WELL AS SFR INVENTORY, IS THE BEST WAY TO ENSURE THAT OUR CLIENTS HAVE THE RIGHT TOOLS TO EXPLOIT AN EVER-CHANGING MARKET WITH CONFIDENCE AND REPEATABLE SUCCESS.

# NATIONAL RE INVESTMENT OVERVIEW

**Exhibit 3.2: REALTORS® Commercial Vacancy Rates**



Source: National Association of Realtors®

INFORMATION ABOUT COMMERCIAL INVESTMENT VS. SFR INVESTMENT



\*Forecast

# INVESTING IN STABILIZED SINGLE FAMILY RENTAL ASSETS

## Why invest in SFR ?

Single-Family-Rental Portfolios provide investors with a wide range of options and leverage:

OVERALL  
ASSET  
FLEXIBILITY

FLEXIBLE  
PERFORMANCE  
OBJECTIVES

MANAGEMENT-  
BASED  
R.O.I.

FLEXIBLE  
LIQUIDITY  
OPTIONS

ABILITY TO  
LEVERAGE  
INVESTMENT

DIVERSITY  
ACROSS MARKETS,  
MANAGERS &  
STYLES

REDUCED  
ASSET  
VOLITILITY

ATTRACTIVE  
RISK-BASED  
RETURNS

LONG-TERM  
PROVEN  
PERFORMANCE



# NATIONAL RE INVESTMENT OVERVIEW

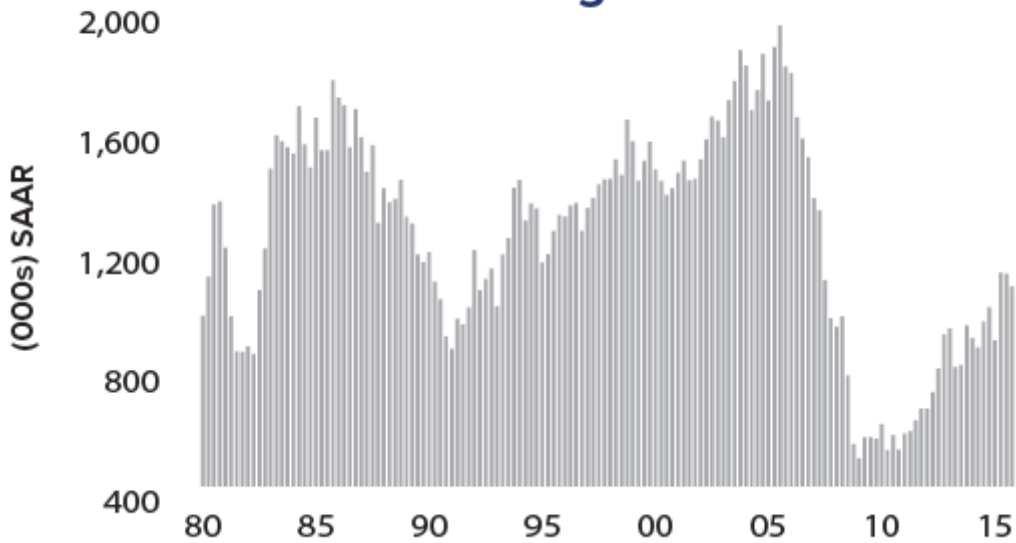
MORE DATA ABOUT SFR INDUSTRY

# NATIONAL RE INVESTMENT OVERVIEW

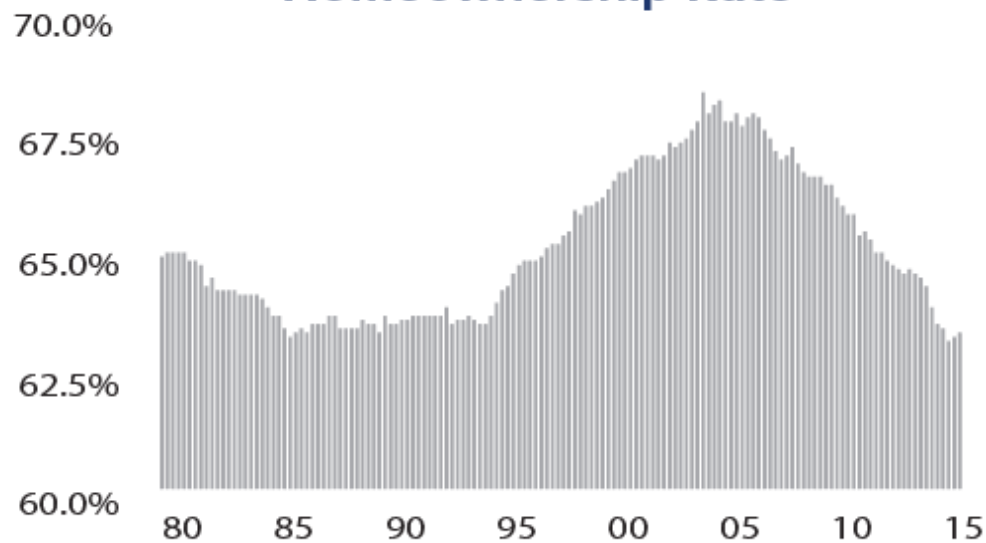
GRAPHS THAT FOLLOW TO BE USED TO HIGHLIGHT SFR DATA

# NATIONAL RE INVESTMENT OVERVIEW

## Housing Starts

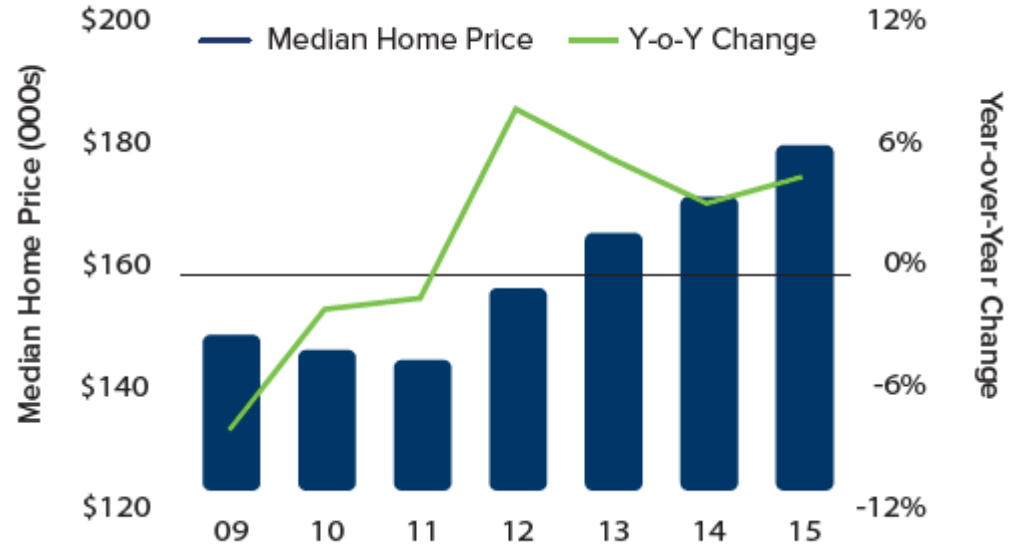


## Homeownership Rate



# NATIONAL RE INVESTMENT OVERVIEW

## Investment Home Price Trends



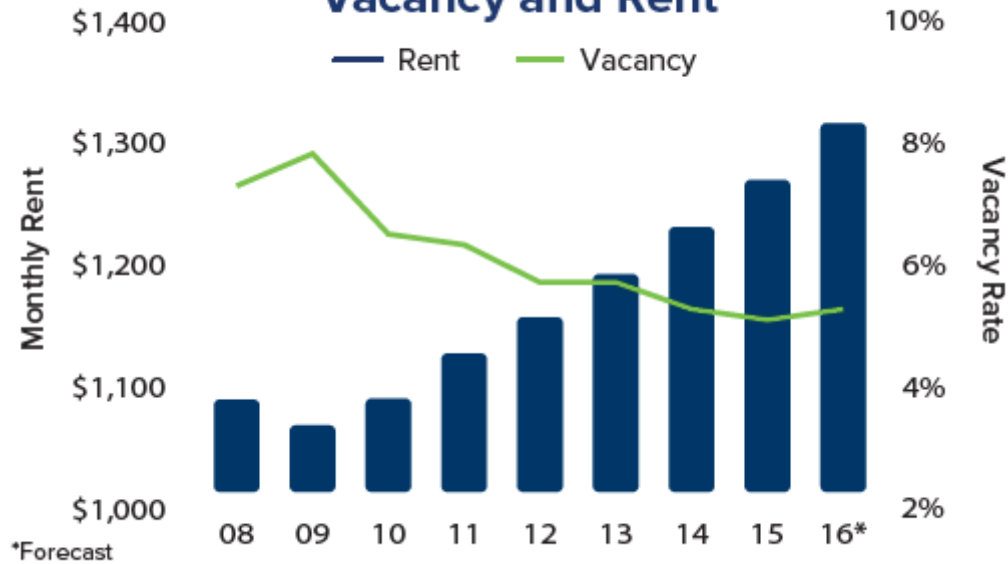
## Retail and Institutional Sales



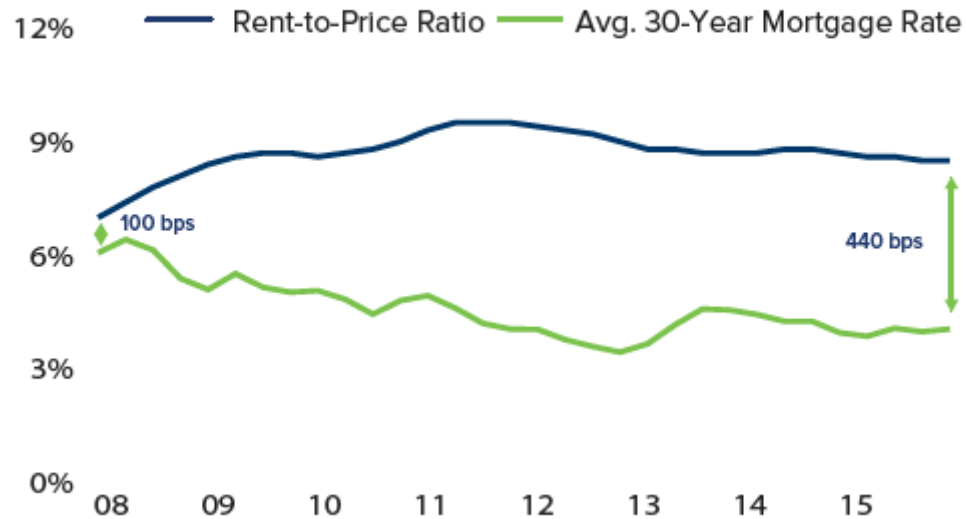


# NATIONAL RE INVESTMENT OVERVIEW

## Vacancy and Rent

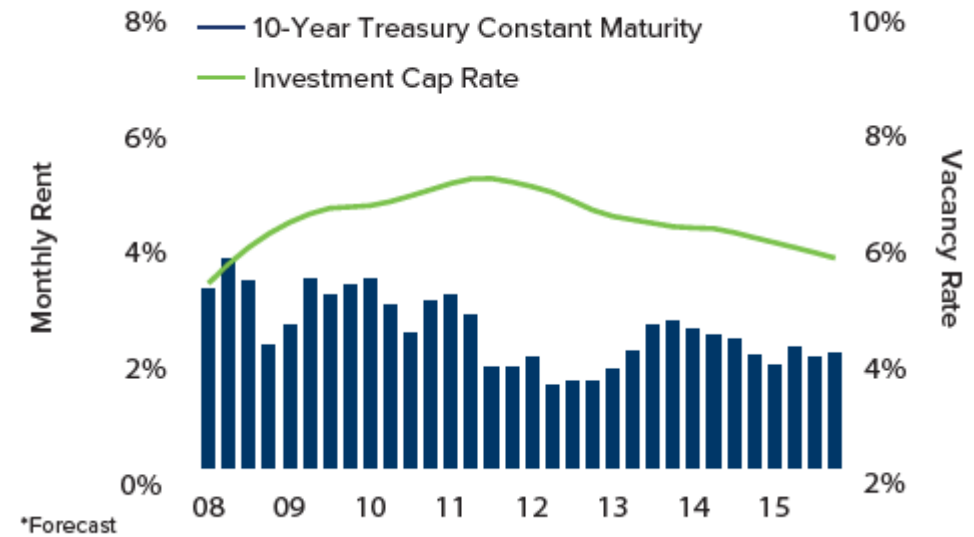


## Opportunity Spread

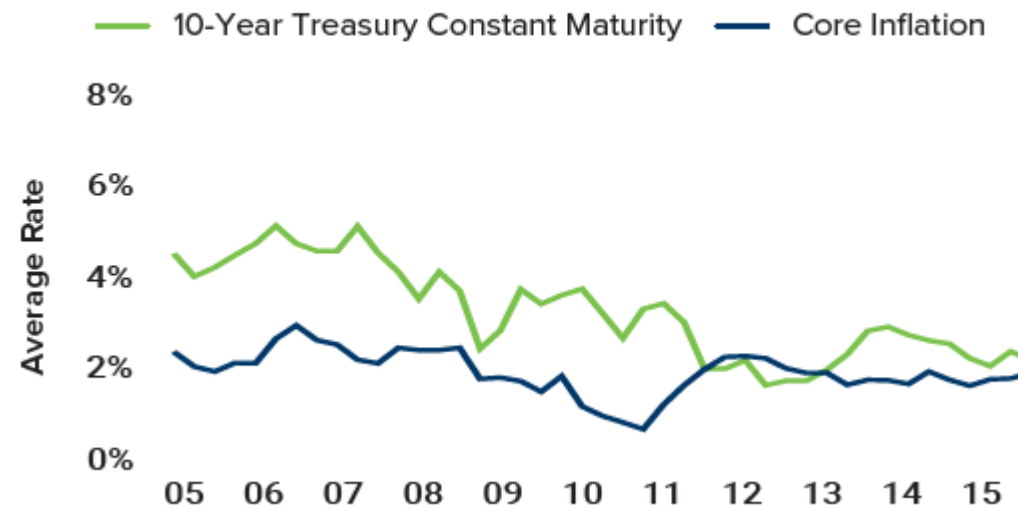


# NATIONAL RE INVESTMENT OVERVIEW

## Cap Rate vs. 10-Year Treasury Rate

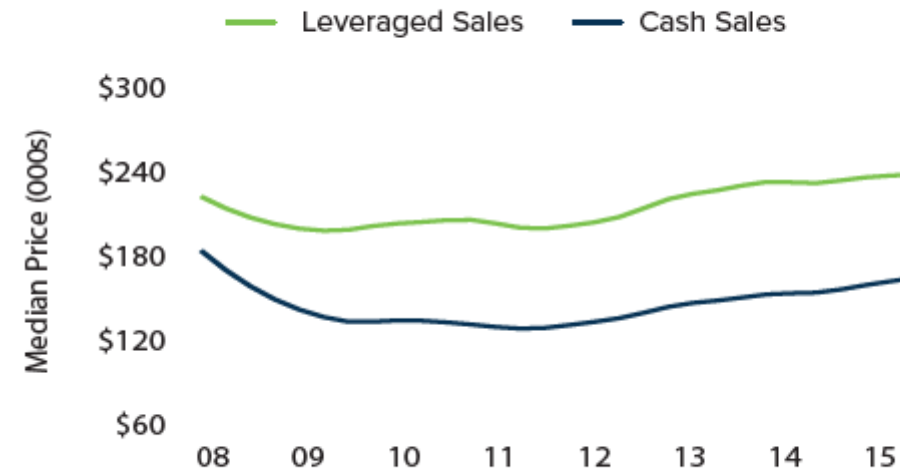


## Core Inflation vs. 10-Year Treasury Rate

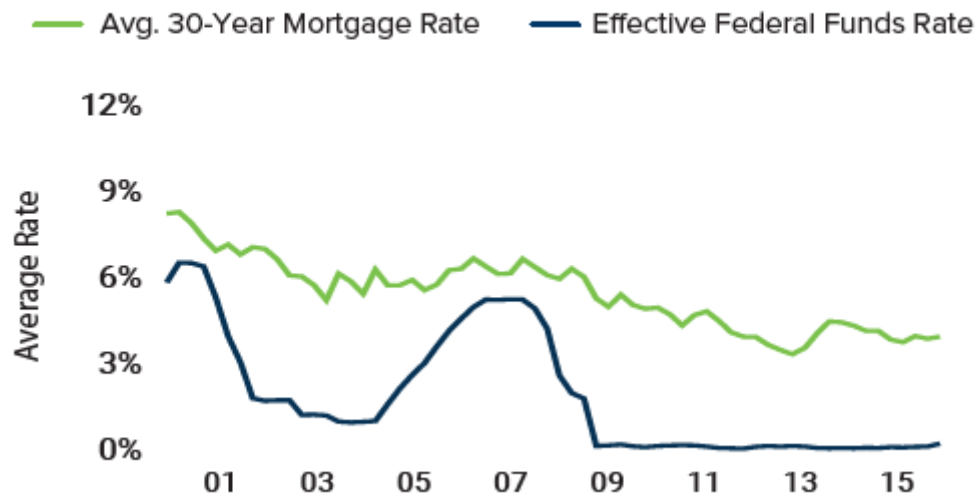


# NATIONAL RE INVESTMENT OVERVIEW

## Investment Leveraged Prices vs. Cash Prices



## Federal Funds Rate vs. 30-Year Mortgage Rates



# NATIONAL RE INVESTMENT OVERVIEW