

# BLACK SWAN FUNDS

Q3 2025 Update

Presentation will start at 12:00pm CT





# Welcome!

The following presentation is for informational purposes only, is not for further distribution, and does not constitute an offer to sell, or a solicitation of an offer to buy any interests in any of the Black Swan Real Estate Funds. Any offering of securities or solicitation in connection with the sale of securities will be made pursuant to a private placement memorandum (“PPM”). In the event of any conflict between this presentation and the PPM, the PPM will control. There are risks associated with investing in private real estate funds and notes secured by real estate, which could result in the loss of some or all of your principal investment. Past performance stated herein is not an indicator of future results and is not a guarantee of future yield or similar results and should not be implied therefrom. Certain statements contained herein are forward-looking statements, which by their nature, are speculative and may or may not occur. Any and all target projections that may be contained in this presentation have been estimated based on unknown variables, which may or may not occur in the future. Your decision to invest should be based on your personal financial circumstances and investment objectives. Black Swan Real Estate and its affiliates are not a registered investment advisor and do not provide financial or tax advice to investors. Consult your tax advisor or financial advisor before investing. Full details and disclosure can be found in each fund’s PPM offering documents. Thank you for your interest in doing well while doing good with Black Swan Funds.



# Operational Excellence



## **\$450M+ Assets Under Management**

- Vertically Integrated
- Property Management Company - Black Swan Living



## **\$115M+ Capital Raised**

- Private Equity Fund - [securefreedomfund.com](https://securefreedomfund.com)



## **\$225M+ Lifetime Sales**

- Real Estate Sales Team at Keller Williams



## **\$50M+ Ground-Up Construction**

- \$40M Townhome Community - *Complete!*
- \$11.5M Apartment Building - *Complete!*





# ANNOUNCEMENTS

A black and white photograph of a modern, multi-story apartment building. The building features a mix of light-colored panels and dark window frames. Many units have balconies with dark metal railings. Two vertical signs are attached to the building's facade; one clearly reads 'NOW LEASING' and the other displays the phone number '507-935-1557'. The building is situated on a street with several cars parked along the curb. Trees and a sidewalk are visible in the foreground. The overall image has a dark, moody aesthetic.

# Visioning Workshops 2025

*Design Your 2026 — Your Life, Your Next Level*

Four nights that will change everything.

**November 17–20 | 7 PM CT**

**Free | Live Online | Replays Available**

Spots are limited — reserve yours now and step into your next chapter.

*Scan to register* →



# Real Estate Real Life 2025 Recap

*What an Incredible Weekend at RERL 2025!*

- Like-minded individuals from across the country gathered in Rochester for four unforgettable days of connection, learning, and growth.
- Inspiring keynote sessions from industry experts
- On-site tours of Black Swan properties
- Live coaching and breakout sessions
- Connections that sparked lifelong partnerships





# Real Estate Real Life 2025 Replays

Relive every insight, strategy, and transformation from this year's event—anytime, anywhere.

Experience the full RERL 2025 sessions on your own schedule. Replay every keynote, panel, and workshop designed to help you scale your real estate success.

**GET ACCESS NOW at**  
***RERL2025.COM***



**Get Ready for  
2026**

**REAL ESTATE**  
*Real Life*

**September 17-20, 2026**

**September 21, 2026: Upgrade to include VIP Day**

**BUY YOUR TICKET at  
[rerl2026.com](http://rerl2026.com)**



# Keep your investor info current!

Log into InvestNext to update your address, SSN/EIN, banking, and contact details. This is necessary for distributions and tax time efficiency!

**[blackswan.investnext.com](https://blackswan.investnext.com)**

**[rachel@blackswanteam.com](mailto:rachel@blackswanteam.com)**



# Distributions



**Fund I** - monthly distributions throughout 2024 & 2025. Over 19% returned so far!



**Fund II** - monthly distributions throughout 2025; 5.3% returned to date



**Fund III & IV** - distributions will start in early 2026



**Secure Freedom Fund** - monthly distributions sent for cash flow option



**No capital calls. No capital loss.**



# Distributions for 2026



- Continued distributions for Fund I & II - projected amounts will be shared in December 2025
- First distributions for Fund III & IV in Q1 2026! ~12-18 months ahead of schedule!
- Monthly distribution option for Secure Freedom Fund





# Legacy Fund Historical Statistics

Legacy Fund	Date Closed	Date of Final Asset Purchase
Black Swan Real Estate Fund I	December 2021	April 2023/final
Black Swan Real Estate Fund II	December 2022	August 2025/still acquiring*
Black Swan Real Estate Fund III	March 2024	March 2025/final
Black Swan Real Estate Fund IV	December 2024	March 2025/final

*\*Black Swan Real Estate Fund II intends to acquire 2 final units at Riverview Apartments*



# The Headlines of Q3 are...

- Massive amount of construction and value being created, \$5M+ of equity created in the last quarter alone
- Hosted RERL 2025!!
- Closed on Rainbow Plaza Apartments
- Northern Hills Apartments under contract in Secure Freedom Fund
- Working through Due Diligence and HUD loan assumption at Villages at Essex Park
  - Plan to close before end of year, pending government shutdown
- Stone Haven Apartments 100% occupied and performing extremely well
- Greatest transformation EVER at Meadow Park
- Rent growth WAY above market norms continues



# Best of the Best - WINNERS!



## BEST PROPERTY MANAGEMENT COMPANY



BLACK SWAN LIVING



## BEST APARTMENT COMMUNITY



RESIDENCE @ DISCOVERY SQUARE

VOTED ROCHESTER'S BEST PROPERTY MANAGEMENT COMPANY 3 YEARS IN A ROW!





# HOSPITAL OF THE FUTURE

A black and white photograph of a modern, multi-story residential or commercial building. The building features a mix of light-colored panels and dark-framed windows and balconies. A prominent vertical sign on the side of the building reads "NOW LEASING" and "507-993-1557". The building is situated on a street with several cars parked along the curb. Trees and landscaping are visible in the foreground. The overall scene is presented in a monochromatic style.

# Hospital of the Future: Bold. Forward. Unbound.





# The Mayo Clinic Experience of the Future



## Innovative care concepts

Redesigning the healthcare experience with patients and staff at the center.



## Integrated technologies

Seamlessly integrating physical and digital infrastructure to meet patients' evolving needs.



## Designed for flexibility

Creating facilities with unique architectural features that provide intentional flexibility not found in a fixed building infrastructure.

2023



Utility and infrastructure work

2024



Phased construction begins with staging to minimize disruption  
  
Key projects within existing footprint to enable growth

2025

2026

2027

2028



Scheduled open date of first building

2029

2030



Scheduled completion of project



## STATE &amp; REGION

# Rochester ready for decade of construction

By TREY MEWES  
The Minnesota Star Tribune

What the city "will go through over the next 10 years is what most cities experience in 100 years," says Patrick Seeb, who heads the Destination Medical Center initiative.

ROCHESTER - For months, residents have asked what's next for Destination Medical Center (DMC), the public initiative that promises to create an international medical hub in southeast Minnesota now that it's on track to meet its financial goals.

DMC officials revealed few concrete details concerning its future at an annual meeting Thursday, but officials did promise one thing: A lot more construction is in the works for Minnesota's third-largest city.

"The amount of construction Rochester will go through over the next 10 years is what most cities experience in 100 years," DMC Executive Director Patrick Seeb told dozens of people at the Historic Chateau Theatre in

downtown Rochester.

The Minnesota Legislature in 2013 signed off on \$585 million in city, county and state funding for the initiative, which promised to pull in at least \$5.6 billion in private investment in Rochester's downtown over a two-decade period starting in 2015.

DMC is set to surpass that figure after Mayo Clinic announced a \$5 billion downtown expansion in 2023. Mayo kicked off construction earlier this year, shutting down a number of downtown streets over the spring and summer. Mayo officials said last month that the most disruptive work is done.

The DMC initiative has spent much of this year touting its work redeveloping downtown

and branding the community as "America's City for Health."

DMC officials say they're focused on continuing that goal with three key drivers: creating more public infrastructure for sustainable, health-related projects, attracting more businesses to support and expand the city's health and medical industries and creating conditions for more research and innovation.

What that actually will look like is unclear, although DMC officials plan to continue trying to attract biomedical and medtech firms to partner with Mayo Clinic's research arm.

"The proposition of Rochester being a home base for startup companies is really starting to take root," Seeb said.

Other projects will come as they're proposed, either through the city or through developers and organizations looking to invest.

What few specific project examples have come from residents in recent months.

Seeb mentioned continued interest in restarting a Mayo Clinic medical museum as a potential attraction for visitors, while others in the past have pushed for a dedicated music hall.

That could become part of the Historic Chateau Theatre's calling as the downtown venue hits 100,000 visitors this weekend since it reopened more three years ago under its new operator, Threshold Arts.

Naura Anderson, director of Threshold Arts, said the Chateau had large-scale plans for the venue as it celebrates its 98th year this fall, including a large movie screen to bring back movies for the first time in decades.

Chateau has struggled in recent years to find its footing, in part due to ongoing renovations, but Anderson said the venue still is finding its path as a downtown attraction amid working with community groups.

"We're creatives. We work really hard," she said. "We have to be flexible and very adaptive."

Larger projects likely will come to fruition as Mayo Clinic finishes its expansion in 2030.

Mayo has provided the bulk of private investment in downtown, and non-Mayo investment has dipped in recent years in part because of COVID-19 and the glut of initial projects when DMC kicked off.

Seeb said he expects Rochester to support and grow around Mayo, from water and utilities work to making downtown more walkable and bikeable. He also pointed to the University of Minnesota Rochester's recent growth as a chance for aggressive development to support area colleges and help train future workers at Mayo and biomedical companies.

"If we're going to meet workforce demand in the future, we can't just be nibbling at the edges," Seeb said. "It has to be pretty bold moves."

trey.mewes@startribune.com

# Hospital of the Future Construction





# INDUSTRY UPDATE

A black and white photograph of a modern, multi-story apartment building. The building features a mix of light-colored panels and dark-framed windows and balconies. Vertical signs on the building read "NOW LEASING" and "507-463-1557". The building is situated on a street with parked cars and trees in the foreground. A "ONE WAY" street sign is visible on the right side of the image.



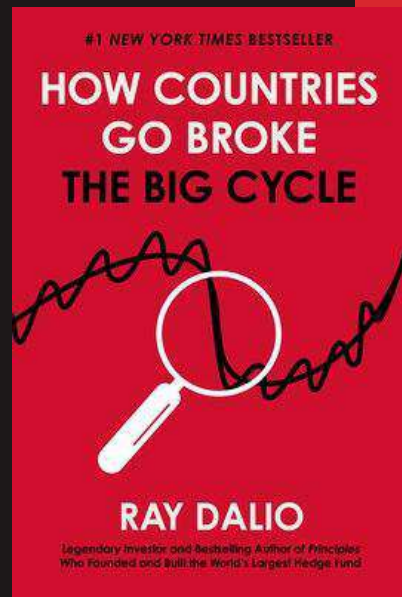
# 100% Bonus Depreciation is Back!

- Creates significant tax advantages for real estate investments!
- Allows investors to deduct the full value of certain property components in year one
- Offsets rental income and other passive income
- **Retroactive to January 2025**
- Major advantage for Funds III and IV—**Boulder Ridge now qualifies!**
- Major advantage for Secure Freedom Fund!
- Integrated into Black Swan's strategy for tax-efficient investing



# Market Uncertainty: Trump vs Powell

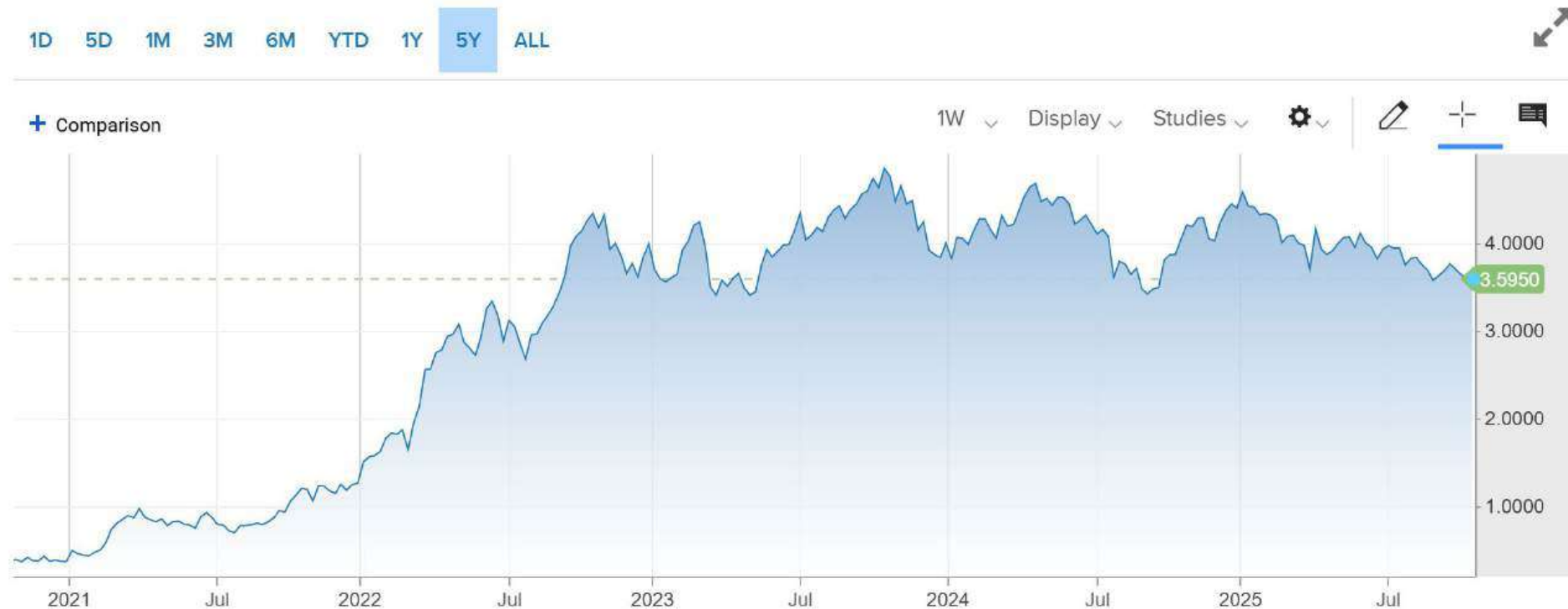
- Last quarter's bullet points
  - Trump demands 300 bps rate cut
  - Threats to fire Powell despite legal limits
  - Fed remains independent through Q1 2026
  - Diminishing influence as that date gets closer
  - US Treasury currently issuing short bonds
    - **Don't ever listen what Trump says, watch what he does**
  - "You don't have to outrun the bear, just the person next to you"
  - The long term US debt cycle is highly predictable
    - We merely have to endure in the short term
- Since then
  - Quarter point reduction on Sept 17
  - 98.9% chance of another quarter point cut anticipated on Oct 29



	CME FEDWATCH TOOL - CONDITIONAL MEETING PROBABILITIES									
MEETING DATE	175-200	200-225	225-250	250-275	275-300	300-325	325-350	350-375	375-400	400-425
10/29/2025					0.0%	0.0%	0.0%	0.0%	98.9%	1.1%
12/10/2025	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	2.6%	96.3%	1.1%	0.0%
1/28/2026	0.0%	0.0%	0.0%	0.0%	0.0%	1.4%	54.5%	43.6%	0.5%	0.0%
3/18/2026	0.0%	0.0%	0.0%	0.0%	0.8%	29.5%	48.7%	20.8%	0.2%	0.0%
4/29/2026	0.0%	0.0%	0.0%	0.2%	9.7%	35.5%	40.0%	14.4%	0.2%	0.0%
6/17/2026	0.0%	0.0%	0.1%	5.7%	24.7%	38.1%	25.1%	6.1%	0.1%	0.0%
7/29/2026	0.0%	0.0%	1.8%	11.4%	28.7%	34.2%	19.5%	4.3%	0.0%	0.0%
9/16/2026	0.0%	0.7%	5.1%	17.4%	30.6%	29.1%	14.2%	2.8%	0.0%	0.0%
10/28/2026	0.1%	1.3%	6.8%	19.2%	30.4%	27.1%	12.7%	2.5%	0.0%	0.0%
12/9/2026	0.3%	2.0%	8.6%	20.8%	29.9%	25.0%	11.2%	2.1%	0.0%	0.0%
1/27/2027	0.3%	2.3%	9.1%	21.2%	29.7%	24.4%	10.8%	2.0%	0.0%	0.0%
3/17/2027	0.3%	2.3%	9.1%	21.1%	29.7%	24.4%	10.9%	2.1%	0.0%	0.0%
4/28/2027	0.3%	2.2%	8.8%	20.6%	29.3%	24.7%	11.5%	2.5%	0.1%	0.0%
6/9/2027	0.3%	2.1%	8.4%	20.0%	28.8%	24.9%	12.2%	2.9%	0.2%	0.0%
7/28/2027	0.3%	1.8%	7.3%	17.9%	27.3%	25.6%	14.4%	4.6%	0.7%	0.1%
9/15/2027	0.3%	1.8%	7.3%	17.9%	27.3%	25.6%	14.4%	4.6%	0.7%	0.1%



# 5 Year Treasury Lowest Since Last Fall

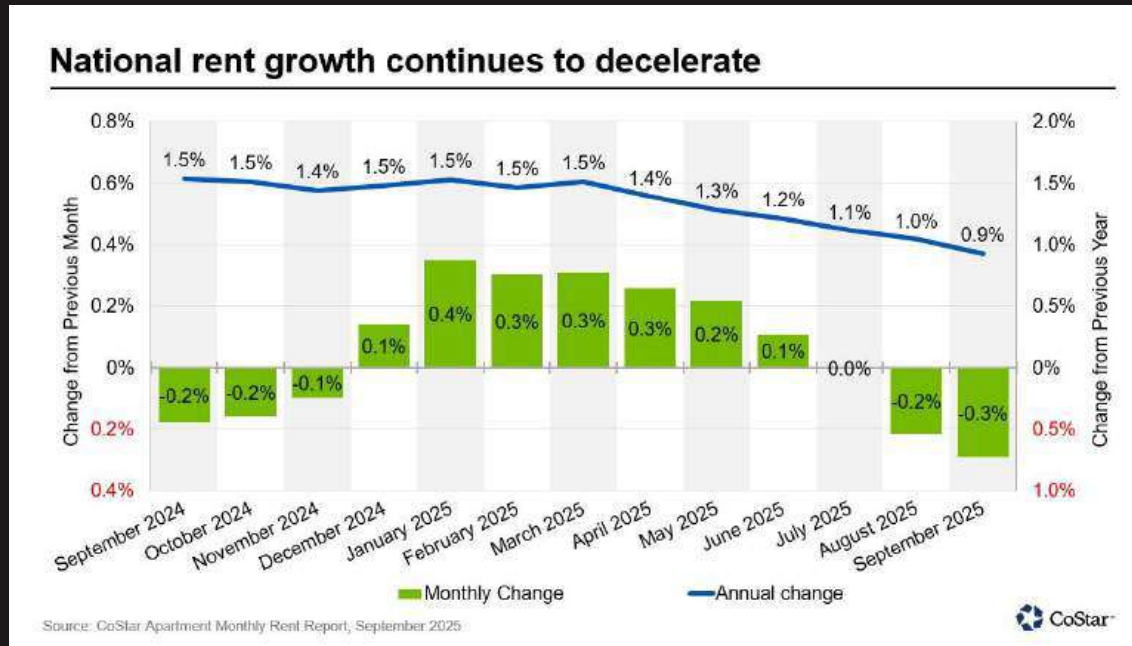


# RENT GROWTH



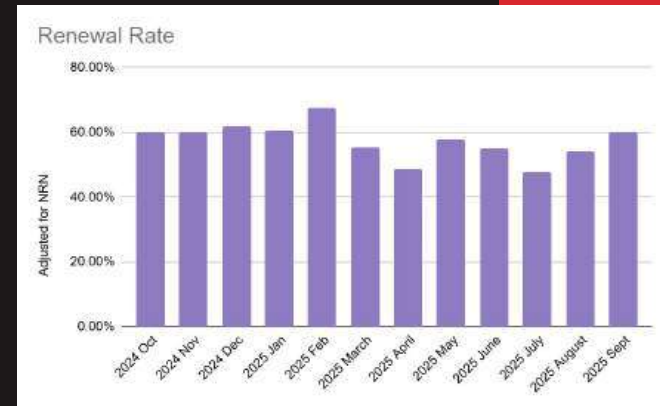
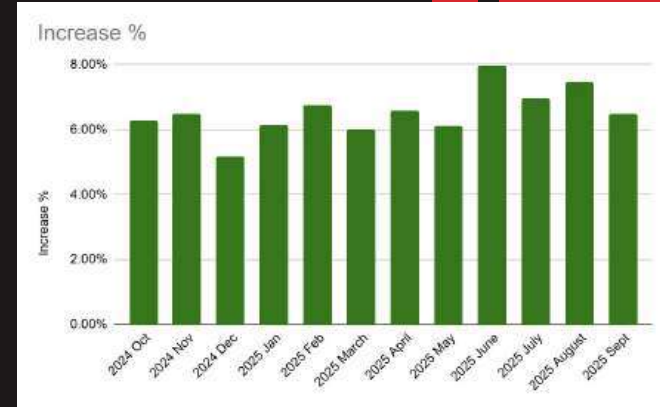
# National Rent Growth Continues to Decelerate

According to CoStar's September 2025 Apartment Monthly Rent Report, annual rent growth slowed to 0.9%, down from 1.0% in August and 1.5% at the start of the year. At Black Swan..... (next slide)



# Black Swan Renewals and Rent Growth

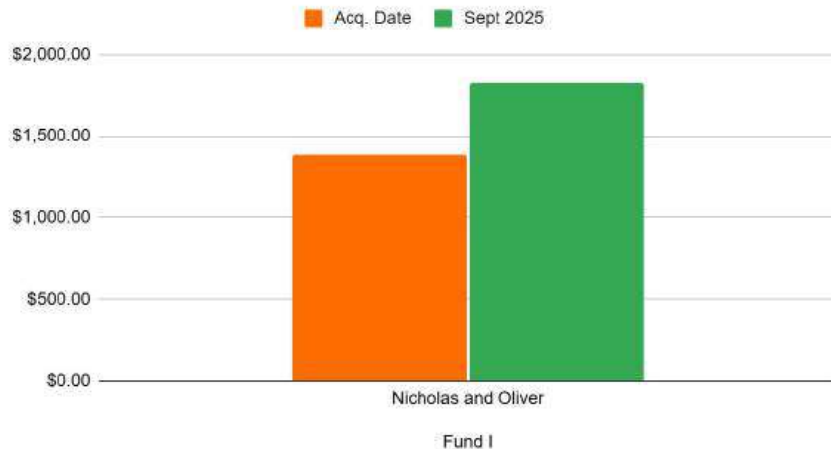
- Average per-unit rent increased
- Nationwide, year-over-year rent growth is <1%
- We are achieving **6.97% year-over-year rent growth from renewals ALONE**
- Total rents (revenue) have grown by 34% YoY
- How?
  - Laser focus - Nick personally reviews every renewal and all rental rates every week
  - Bold changes - completed reworked leasing agent compensation
  - Never stop adding value: Full Time Overwatch Captain
  - Maturing portfolio
  - Market vacancy declines in Rochester



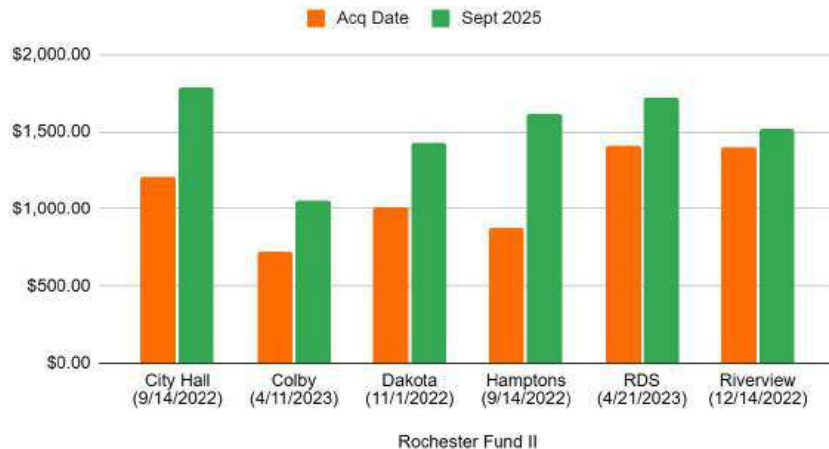


# Black Swan Rent Growth

Fund I



Rochester Fund II



*Any performance data shared by Sponsor represents past performance and past performance does not guarantee future results. Neither Sponsor nor any of its funds are required by law to follow any standard methodology when calculating and representing performance date and the performance of any such funds may not be directly comparable to the performance of other private or registered funds.*



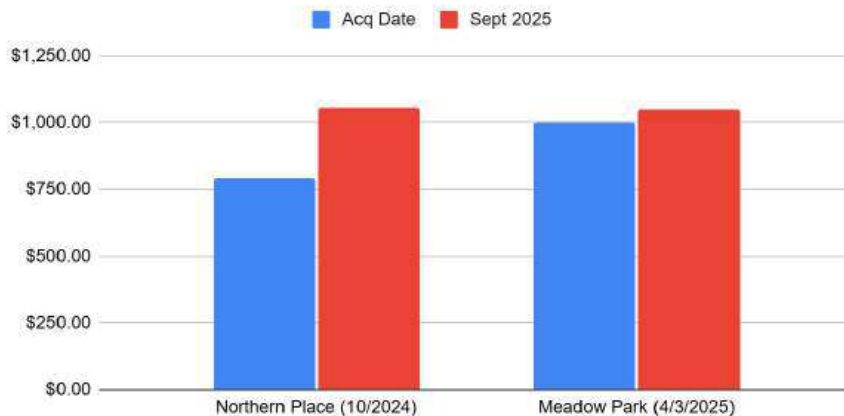
# Track Record: Rent Growth

Rochester Fund III



Rochester Fund III

Secure Freedom Fund



Rochester Secure Freedom

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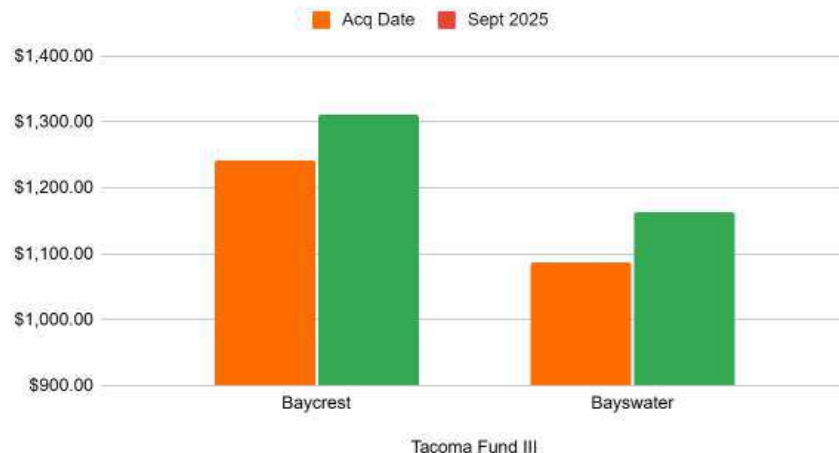


# Track Record: Rent Growth

Tacoma Fund II



Tacoma Fund III



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# ASSET OVERWATCH

# Asset Overwatch

- Walked every common area of apartment building in Rochester
- Exteriors and interiors
- 2x FTEs dedicated through next spring
- Hundreds of action items created
- Installing additional cameras throughout portfolio











# INTERNET UPGRADES

# Internet Upgrades

- Bulk contracts with Metronet
- Fiber running to every unit
- Dedicated router in every unit
- Symmetric Gigabit download and upload
- We pay \$35/month
- Re-sell to tenants for \$60/month
- Zero up-front cost
- We control wifi and can use it to run cameras, locks, thermostats, etc
- Often negotiate courtesy lines for office internet and phone for fire alarms



## Example: Residence at Discovery Square

- 150 units
- \$25/unit/month profit
- 2x free phone lines and 1x free office internet, ~\$150/month of savings
- 150 units X \$25 profit X 12 months = \$3,750 profit per month
- \$3,900 total monthly NOI including free services
- \$46,800 NOI annualized
- Also replaced prior contract with worse service, costing far more, which did not generate revenue, which lowered NOI by about \$44,000
- Total NOI improvement of \$91,000
- **\$1.8M of property value created at a 5 cap**
- Also operates 40 thermostats, 50 cameras, door controls, package locker, guest wifi, 6x TVs, etc.





# Buildings Implemented

## Done

- Nicholas
- Oliver
- RDS
- Colby
- Riverview
- City Hall
- Stone Haven Apartments
- Midtown
- George
- Andrew
- Uptown Apartments
- Lofts
- Furlow
- Hamilton
- Zick
- Raymond
- Nue 52
- Hamptons Townhomes

## To Be Done

- Dakota
- Stone Haven Townhomes
- Boulder Ridge
- Meadow Park
- Essex

## Won't Do

- Rainbow Plaza
- Georgetowne

**Over \$10M of value  
created for the  
portfolio!!!**



A dark, grayscale photograph of a server room. In the center, a server rack is filled with equipment. To the left, a large bundle of white cables is bundled together. To the right, another rack contains more server units. In the foreground, a table holds several small, rectangular components. The text "CONSTRUCTION UPDATE" is overlaid in the center in a bold, white, sans-serif font.

# CONSTRUCTION UPDATE

# Construction Update

- Over 100 units renovated in Q3 *alone*
- Complete exterior remodel at 3 different apartment complexes concurrently: Meadow Park, Baycrest, and Bayswater
- Hundreds of toilets upgraded
- Interior corridor upgrades, hardscaping projects, roof replacements, and many more
- Units split at RDS
- **Over \$5M spent on unit renovations and many other projects**
- Every construction dollar spent generates a *minimum* of two dollars of equity, frequently more
- **\$5M+ of equity created this quarter alone**





www.dhammadownload.com



An aerial photograph of a large, multi-story apartment complex. The building has a light-colored facade and a dark roof. It features numerous windows and balconies. In front of the building is a parking lot with several cars parked. The surrounding area is filled with trees and greenery. The sky is overcast with dark clouds.

# SECURE FREEDOM FUND

# Secure Freedom Fund - Officially Our Biggest EVER!

- Just passed \$30M of capital raised
- Northern Hills Apartments under contract!
- Should close on Essex next quarter
- Approaching \$100M AUM by end of the year

**INVEST NOW BEFORE YEAR-END**

***[securefreedomfund.com](https://securefreedomfund.com)***





# Meadow Park Apartments

- 90-unit community + 110 storage units
- **The most challenging asset we've ever acquired**
- Acquired for \$4M cash in April
- Trending towards \$3M of renovations in 9 months
- MASSIVE renovations - All new interior corridors, mailboxes, complete exterior remodel, new roof, garage renovations
- \$1.6M spent on renovations since purchase, \$300k/month!
- Estimated value of \$7M today
- \$1.4M of safety / security created for investors
- Vacancy peaked at 46% in July, down to 27% today
- **On track to exceed 10% CoC RoR with or without financing!**



# Meadow Park Apartments - Before



## Q3 Milestones

- 3 vacant units we can lease today
- Started quarter at 47% vacancy
  - Down to 26% today
- 40 units renovated so far
- All electrical work completed
- Exterior renovations begun
- Buildings secured
- New postal specials installed
- Package shelving being installed
- Security Camera System online
- New internet being installed
- 11 remaining units to be renovated





# Meadow Park Cameras



# Meadow Park Apartments Exteriors



# Meadow Park Apartments - Before and After





# Meadow Park Apartments - After



# RERL 2025 Property Tour — Meadow Park

During Real Estate Real Life 2025, investors had the opportunity to walk through Meadow Park, seeing firsthand how Black Swan's value-add strategy comes to life.

- Updated common areas and refreshed units
- Discussion on rent comps, capex planning, and operational efficiencies
- Real-time examples of before-and-after transformation potential



# New Deal Under Contract in Secure Freedom Fund!

- 32 units
- All 2 bed 1 bath
- In-unit laundry and Central HVAC!
- Due diligence complete
- Asset dated, but in excellent condition
- Closing this week!
- \$3.0M purchase price, \$94k/unit
- \$2.4M seller financed at 5.75% for 3 years, IO payments
- Value add plan includes
  - Water conservation plan
  - Paint all exteriors
  - Light renovations to unit interiors
  - Upgrade internet
  - Improve marketing and leasing
  - Implement pet friendly policies





# We're under contract on Villages at Essex Park!

- 288 units
- 2.18% HUD loan assumption
- \$41M purchase price
- ~\$16M capital raise
- Closing ~December 2025
  - Pending government shutdown :)
- Will be owned by Secure Freedom Fund\*
- 8 minutes from our headquarters



*This asset is currently under contract with intent to be purchased by the Secure Freedom Fund but acquisition is not guaranteed until closing.*

# Essex Park Due Diligence

- 20+ people over many days
- Walked all 288 units
- Inspected all 250 garages
- Roofer walked 27 roofs
- Plumber scoped every sewer line
- Inspected 17 alarm panels and sprinkler systems with fire alarm contractor
- Arborist inspected every tree
- Hardscaping vendor inspected all concrete and asphalt
- Radon testing
- Pool inspection
- Inspected every furnace, water heater, and water softener
- Negotiated \$500,000 discounted
- Numerous seller remediation items
- Overall, not bad!



# Northern Place Apartments

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- Closed November 2024
- \$1.2M down, money contributed by Black Swan (Nick & Elaine invested)
- \$3.0M loan
- Average rental rate at closing: \$778
- Today's rental rate: \$1035!
- \$4.2M purchase price
- \$350,000 spent on renovations
- \$250k of cashflow since purchase - 20% CoC RoR
- \$6M estimated value today
- \$1.7M of safety / security created for investors
- On track to deliver \$350k of cashflow per month when it stabilizes in a few months





Before



After



# Northern Place Apartments - After



# Rainbow Plaza

- Closed August 2025
- 105 units, \$10.1M purchase price
- On track to deliver 12% CoC RoR next year





# Rainbow Plaza

- Already renovated 10 units
- Massive landscaping overhaul
- Huge common area improvements
- Chandeliers replaced in grand atrium
- Replacing all interior light fixtures
- Upgrading all common area HVAC equipment
- Upgrading camera system
- Upgrading all toilets
- Early in transition / value add process
- Landscaping refresh complete
- Interior corridor updates in progress



Before



After



# Before



# After





Before



After



Before



After



# Rainbow Plaza Apartments - After





# Commerce Drive

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- Closed May 2025
- \$4.65M purchase price
- \$3.6M loan, \$1.0M cash
- Moderate renovations - painted the whole interior, updated bathrooms, new light fixtures interior & exterior, new signage
- Producing \$17k cashflow / month, \$204k cashflow / year so far
- **On track to deliver 20% CoC RoR**
- Black Swan Headquarters
- 100% occupied



# Commerce Drive







# Black Swan Real Estate Fund IV

- \$12M Private Equity Fund
- Has finished acquiring assets
- Value-add multifamily in Minnesota
- In *stabilization* phase
- Anticipate distributions in Q4 2025/Q1 2026\*

## ASSETS

- Stone Haven Apartments
- Georgetown Townhomes (co-owned with Fund III)
- Boulder Ridge Townhomes (co-owned with Fund III)



*While General Partners anticipate distributions beginning in approximately Q4 2025-Q1 2026, future performance is never guaranteed*

# Stone Haven Apartments

- Construction Complete!
- **Finished two weeks ahead of schedule**
- **Finished \$400,000 under budget!!**
- All common areas furnished
- 100% leased!
- Lease-up rental rates, but NO free rent concessions
- Pro forma lofty rent roll target of \$97,500/month
  - In-place rent roll already \$91,795. Amazing outcome!!
- Pro forma cashflow lofty target of \$7600 / month
  - Cashflow positive \$7500 last month!!



# Great News For Stone Haven Apartments!



## BUSINESS

### Entrepreneur paid \$1.97 million for land to build a Byron sports and entertainment complex

Nate Schroeder, who owns the Escape Challenge business in Rochester, plans to build the Next Level indoor sports and entertainment complex in Byron.



# Black Swan Fund III

- \$15M Private Equity Fund
- Closed February 2024
- Value-add multifamily in Rochester, MN & Tacoma, WA
- Has finished acquiring assets
- In *stabilization* phase
- Anticipate distributions will start in Q4 2025/Q1 2026

## ASSETS

- Uptown Apartments
- Viking House Triplex
- 2 Single Family Homes
- Bayswater Apartments
- Baycrest Apartments
- Georgetown Townhomes (co-owned with Fund IV)
- Boulder Ridge Townhomes (co-owned with Fund IV)



While General Partners anticipate distributions beginning in approximately Q4 2025-Q1 2026, future performance is never guaranteed



# Georgetown & Boulder Ridge

- *Fund III and Fund IV each own 50% of these two assets*



Georgetown Townhomes

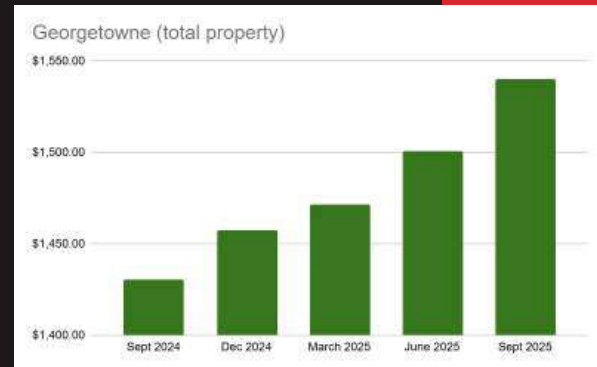


Boulder Ridge Townhomes



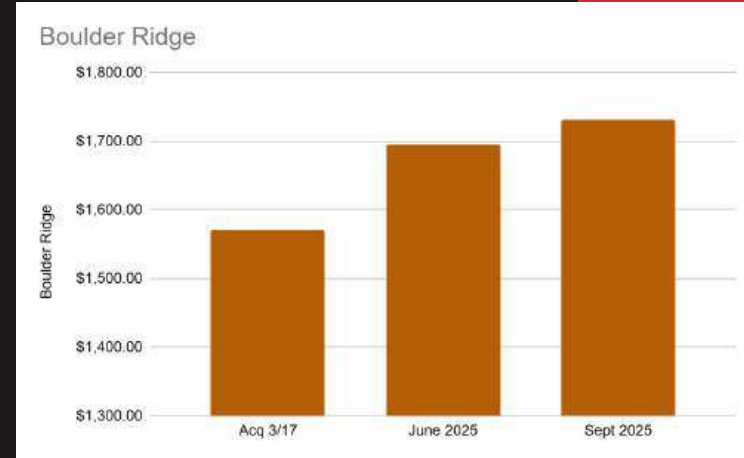
# Georgetown Townhomes

- One of our best performing assets
- Acquired August 2024
- **\$86k positive cash flow last 12 months despite spending \$521k on renovations**
- All toilets upgraded to water-saving Niagra Stealth
- Gas meter upgrade project complete! We expect this to reduce annual gas costs from \$28,000 to \$4,000
- Lawn and snow costs drastically reduced
- Property taxes reduced
- 76% renewal rate, highest in the portfolio, despite high escalations
- One of our lowest vacancy assets despite renovations



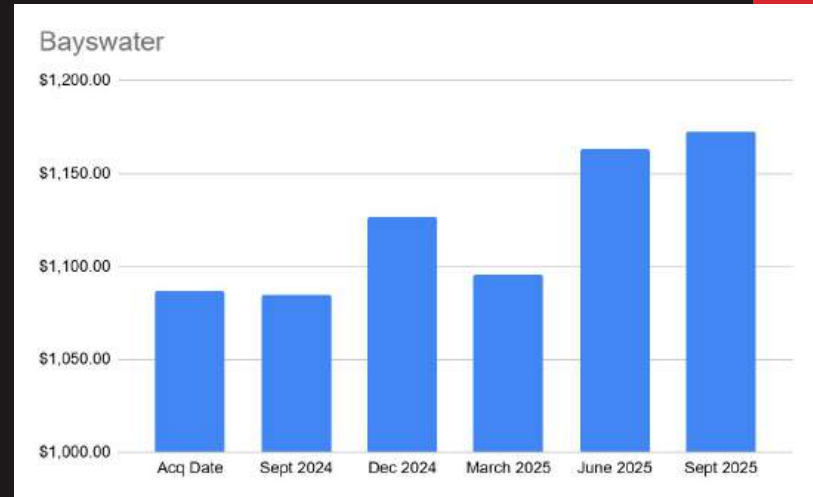
# Boulder Ridge

- Officially closed Q1 2025! 🎉
- Massive renovations throughout the summer, as many as 15 concurrently
- “Full court press” with 4+ full time staff members there
- Renovations have slowed way down
- Down to ~1.5 full time staff members now
- Equipment purchased for in-house snow removal
- From 20+ vacant units this summer to zero vacant units we can lease today
- Pro forma rent already achieved on 3 bed units
  - \$1775 in-place
  - \$2,000 pro forma
  - \$2,140 achieved **consistently!**
- Successful first draw from HUD escrow
  - Critical to beginning distributions for Fund III and Fund IV
- HUD Score promoted!!
  - 1-5 score
  - Was a 1 at purchase
  - Already a 3!
  - MASSIVE improvement



# Bayswater

- All exteriors completed replaced
  - Replaced old bavarian trim
  - New gutters installed
  - Balcony remediation and improvement
  - Totally change look and feel
- Heavy renovations on one unit to prepare for LURA to expire at the end of this year
- **Should be ready for new financing within 90 days**





Before

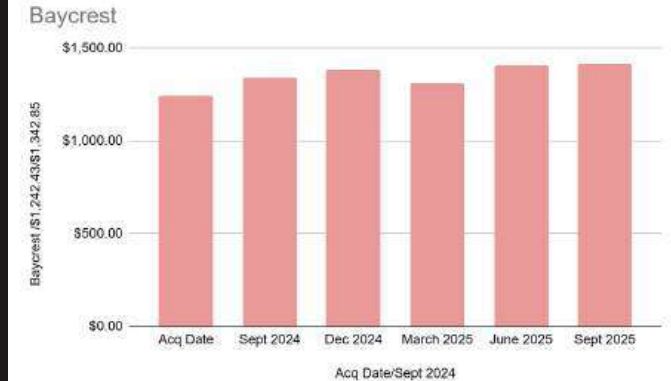


After



# Baycrest

- Was a slow process acquiring plumbing and other permits from city
  - Cashflow positive during this time
  - All permits acquired today
- Renovation resources moved here from Kensington and Lauriston as those projects complete
- 5 units finishing now
- Replaced large awnings
- Entire building exteriors reimaged
  - Everything painted
  - All awnings replaced
  - Various siding repairs



# Baycrest Apartments



# Black Swan Fund II

- \$30M Private Equity Fund
- Closed December 2022
- Completed principal acquisitions in Q2 2023\*
- Value-add multifamily in Rochester, MN & Tacoma, WA
- Currently doing monthly distributions

## ASSETS

- Tanara Villa Apartments
- City Hall Apartments
- Hamptons Townhomes
- Douglas Trail Townhomes
- Riverview Apartments
- Garfield Apartments
- The Colby Apartments
- Residence @ Discovery Square (co-owned with Fund I)
- The Kensington & Lauriston

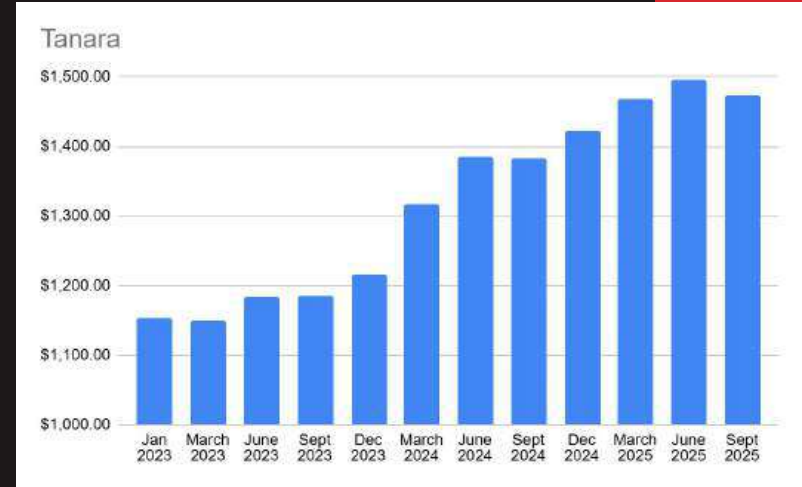


\*The Fund still needs to acquire remaining units at Riverview Apartments



# Tanara Villa

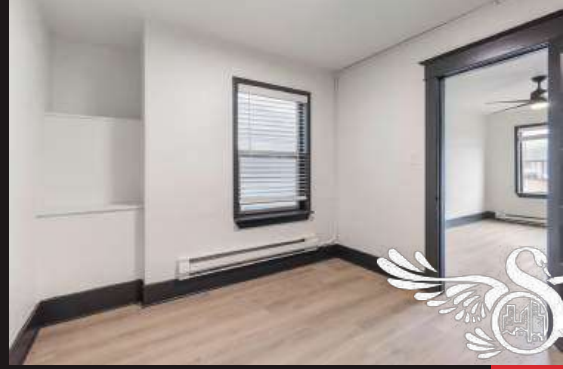
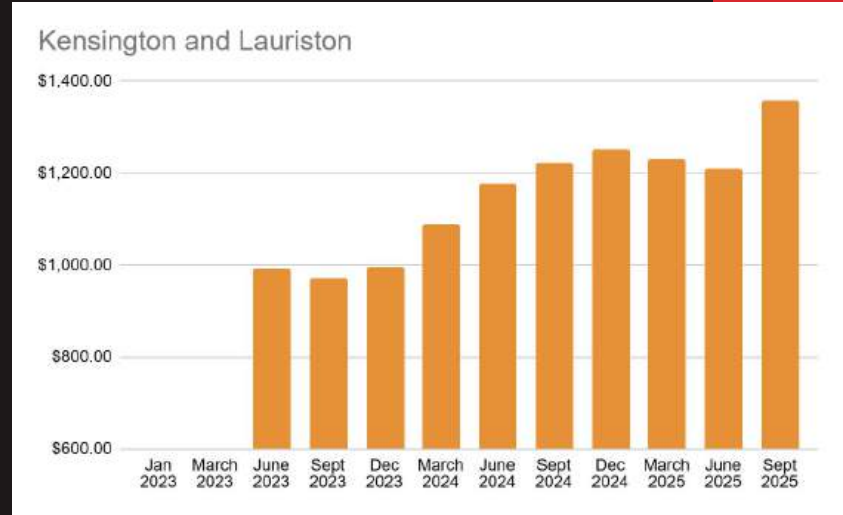
- Construction refinance completed in Q1 2025 to renovate 60 more units
- Permits issued for 43 more units
- Construction ramped up ahead of loan closing
- Some unit leases now cresting \$2,000 all in
- 17 of the remaining 25 units to renovate completed in Q3! **Stabilization will begin soon.**





# Kensington & Lauriston

- Construction 100% complete!
- Finished exactly on schedule and slightly ahead of budget
- Completed some additional scope items including electrical and fire upgrades, hallway improvements
- Rapidly leasing last renovated units









# Black Swan Fund I

- \$11M Private Equity Fund
- Closed December 2021
- Currently doing monthly distributions
- Steady performance

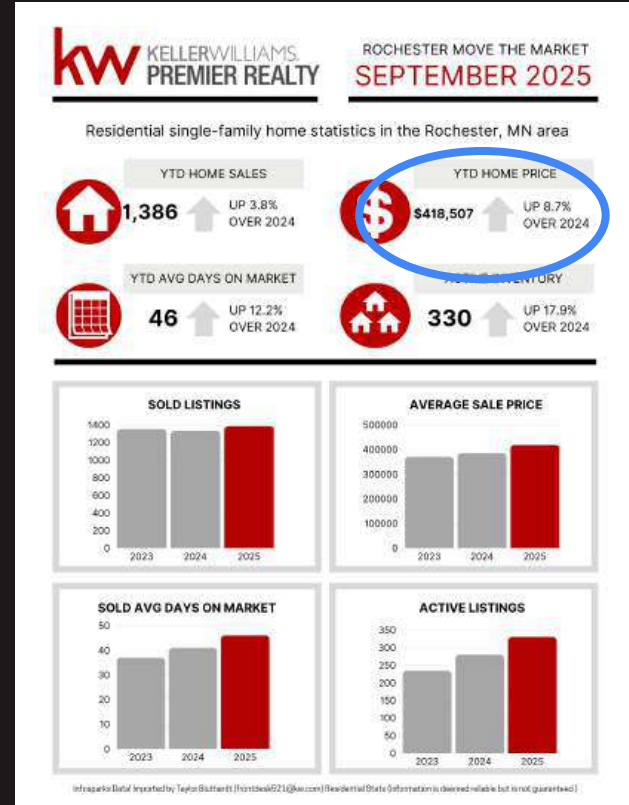
## ASSETS

- The Nicholas & Oliver Apartments
- 30 Single Family Homes
- Residence @ Discovery Square (co-owned with Fund II)



# Single Family Homes: Rochester Market Report

- 30 Single Family Homes in Fund I
- Steady, quiet portfolio
- Continued strong appreciation
- YTD average home price is up 8.7%
- Approximately \$300k in estimated organic appreciation in the last 12 months
- 1 vacancy to lease



## Q3 In Summary

- Massive amount of construction and value being created, \$5M+ of equity created in the last quarter alone
- Hosted RERL 2025!!
- Closed on Rainbow Plaza Apartments
- Northern Hills Apartments under contract in Secure Freedom Fund
- Working through Due Diligence and HUD loan assumption at Villages at Essex Park
  - Plan to close before end of year, pending government shutdown
- Stone Haven Apartments 100% occupied and performing extremely well
- Greatest transformation EVER at Meadow Park
- Rent growth WAY above market norms continues

