



*San Antonio Site Social*  
EVENT PROGRAM



# IMG

Investors Management Group

*Real Estate Investment & Asset Management*

While participating in events held or sponsored by Investors Management Group, Inc. ("IMG"), consistent with CDC guidelines, participants are encouraged to practice hand hygiene, "social distancing" and wear face coverings to reduce the risks of exposure to COVID-19. Because COVID-19 is extremely contagious and is spread mainly from person-to-person contact, IMG has put in place preventative measures to reduce the spread of COVID-19. However, IMG cannot guarantee that its participants, partners, or others in attendance will not become infected with COVID-19. Participants agree to self-monitor for signs and symptoms of COVID-19 (symptoms typically include fever, cough, and shortness of breath) and contact IMG if he/she experiences symptoms of COVID-19 within 14 days after participating in this event.

# JOIN US IN SAN ANTONIO



**We're excited to bring our next Site Social to Texas as we resume in-person events.**

San Antonio has fully reopened, which means everyone who wants to join us October 27 and/or October 28th can tour properties in our San Antonio portfolio with us and ignite new connections with investors and industry leaders during social activities. Your family, friends and colleagues are welcome to join. It's going to be a great reunion.

IMG is committed to following Centers for Disease Control and Prevention (CDC), local government agencies and event site COVID-19 health and safety guidelines. In an effort to ensure the safety of all attendees, staff and local community, we require that all participants comply fully with COVID-19 Event policies.

Please continue to visit the IMG website Events page for updates and helpful resources as you book your personal travel arrangements and accommodations.

We look forward to seeing you in San Antonio.

**Neil Schimmel**  
*Founder & CEO*

**Karlin Conklin**  
*Principal & Co-President*

**Marc Gordon**  
*Principal, Co-President & CFO*

## AGENDA AT-A-GLANCE

### WEDNESDAY

**October 27, 2021**

10:00am-5:00pm

Day Tour: Portfolio Properties  
*Departing from The Westin Valet,  
Downtown San Antonio*

5:00-8:00pm

Site Social Event  
*Azul Apartments, North San Antonio*

### THURSDAY

**October 28, 2021**

9:30am-12:30pm

Day Tour: Market  
*Departing from The Westin Valet,  
Downtown San Antonio*

### ONLINE

**REGISTRATION →**  
[IMGRE.com/Events](https://imgre.com/Events)



# HOSTED BY OUR AWARD-WINNING LEADERSHIP



**NEIL SCHIMMEL**  
*Founder & CEO*

Neil Schimmel has 30 years experience in investment real estate specializing in the acquisition, management, redevelopment, and disposition of multifamily properties. Neil has completed over 500 separate real estate transactions totaling \$4 billion dollars, which includes over 40,000 units in 20 states.



**MARC GORDON**  
*Principal, Co-President & CFO*

Marc's real estate industry career spans nearly three decades. As both principal and broker, he has overseen more than \$1 billion in the acquisition, financing and management of commercial real estate. He is instrumental in IMG's acquisition process, structuring the capital stack, overseeing underwriting and due diligence and procuring the debt finance.



**KARLIN CONKLIN**  
*Principal & Co-President*

Karlin is an accomplished and sought-after multifamily real estate expert with nearly two decades of specialized experience and transactional volume exceeding \$1.6 billion. She has sourced, capitalized and helped in the repositioning of over 10,000 units, raising \$500M in equity from institutional partners, TIC investors and high net worth individuals.

## SEEN IN:

SAN ANTONIO  
BUSINESS JOURNAL

THE  
WALL STREET  
JOURNAL

MultifamilyBiz

Kiplinger

GlobeSt.com™

IMG's leaders regularly contribute expert personal finance insights for national publications.



**MICHELE HRIVNAK, CCIM, CPM**  
*Managing Director, Asset Management*

Since the start of her multifamily career in 2001, Michele has overseen more than \$1 billion in commercial real estate investments and over 5,000 multifamily units throughout the country. She is responsible for overseeing IMG's \$750M portfolio across nine U.S. markets.



**DAVE MIKKELSEN**  
*Director, Investor Relations*

Dave has participated in the acquisition, financing, syndication and brokerage of more than \$1 billion in multifamily real estate across the U.S. His background focuses on understanding complex real estate operations in order to recommend assets that achieve investors' financial objectives.

**\$1B+**

Total Multifamily  
Transactional  
Activity *Since 2010*

**4,300**

Total Units  
Currently Under  
Asset Management

**\$750M**

Total Asset Value  
Currently Under  
Asset Management

# PROGRAM DETAILS

October 27-28, 2021 - San Antonio, Texas



*Join IMG Principals & CEO Neil Schimmel to explore Alamo City attractions, tour recent apartment acquisitions and learn what's driving the real estate market in this 'top five fastest-growing' U.S. market.*

## WEDNESDAY, OCTOBER 27

### 10:00am-5:00pm DAY TOUR: PORTFOLIO PROPERTIES

*Heights at Converse, Encore281 & Apex Apartments*

Enjoy a visit to three apartment communities across Northeast/North San Antonio to see IMG's most recently acquired value-add assets. This Day Tour is designed to provide new and seasoned investors insight into IMG's 'IPA' acquisition philosophy and get a first-hand look at the fundamentals driving multifamily investments in San Antonio. Day Tour led by Neil Schimmel, Founder-CEO. *Chauffeured transportation will depart from the The Westin Riverwalk Valet in Downtown San Antonio, and return there at 8:00pm following the evening Site Social.*

### 5:00-8:00pm SITE SOCIAL AT AZUL APARTMENTS

Join the party at our Azul apartment community anytime between 5:00-8:00pm for an exclusive investor event including complimentary drinks and a Texas BBQ dinner. IMG principals will lead a brief presentation and Q&A session at 6:00pm to discuss the current multifamily real estate investment outlook. *Please invite colleagues, family and friends as we celebrate our success in San Antonio and look forward to the future.*

## THURSDAY, OCTOBER 28

### 9:30am-12:30pm DAY TOUR: DOWNTOWN SAN ANTONIO

Steeped in tradition yet embracing the future, San Antonio has been a trending haven for corporate and residential relocations over the last decade. Local guide Luis Avellana, known for providing an insightful take on Texas history and San Antonio's vibrant culture, will lead our group on an exclusive tour to The Alamo, Missions and more. *Chauffeured transportation included. This tour will depart from/return to The Westin Riverwalk in Downtown San Antonio. \*Seating is limited to 35 guests.*

*Visit our website to complete your online registration. [RSVP NOW](#) →*

# DAY TOUR: PORTOLIO PROPERTIES

“Our market analysis is second to none, being a leader and not a follower when forecasting the growth of an area.”-Neil Schimmel, CEO *San Fernando Valley Business Journal*



## LEADING THE WAY WITH 'IPA'

Our **Wednesday Day Tour** is designed to provide new and seasoned investors insight into IMG's nationally acclaimed 'IPA' acquisition philosophy and get a first-hand look at the fundamentals driving multifamily investments in San Antonio.

IMG buys apartment communities located in emerging U.S. cities characterized by:

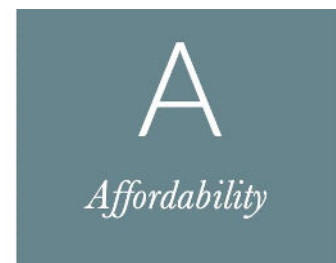
- population growth
- low unemployment/corporate expansion
- increasing rent trends
- attractive lifestyle features
- a healthy local and regional economic climate
- proven public commitment to infrastructure

Featured in **Kiplinger**

*“An IPA Isn't Just a Beer, It's a Secret to Commercial Real Estate Investing”*

[FULL ARTICLE →](#)

These qualities, known as “intrinsic values,” are just one of three critical components to our investment success.



IMG buys **Intrinsic** value at an attractive **Price** per pound in emerging markets that are **Affordable** for renters.

## OUR TRACK RECORD

IMG has acquired over 10,000 multifamily units (**\$1.1 billion**) representing 45 properties since 2010. Total investor capital in IMG-sponsored multifamily real estate exceeds \$430 million. We currently own and asset manage over 4,300 apartment units nationally. Our track record includes 22 sponsored, full-cycle investments totaling \$674 million in sale proceeds.

**26.5%**

Avg. Investor IRR

**2.0x**

Avg. equity multiple

# WEDNESDAY DAY TOUR: PORTOLIO PROPERTIES

Join IMG Principals & CEO Neil Schimmel to visit three apartment communities across Northeast/North San Antonio. Chauffeured transportation will depart Wednesday at 10:00am from The Westin Riverwalk Valet area, and return there at following the evening Site Social at Azul. Please check our website Events page for Portfolio Tour updates.

**1**

*Heights at Converse*

Closed: 6/30/21

Units: 200

Built: 2015

Purchase price: \$29.3M

Equity: \$16.1M

1031 Exchanges: 8

**2**

*Encore281*

Closed: 4/22/21

Units: 228

Built: 2015

Purchase price: \$33M

Equity: \$14.5M

1031 Exchanges: 9

**3**

*Apex*

Closed: 9/17/20

Units: 324

Built: 1996

Purchase price: \$38.5M

Equity: \$18.5M

1031 Exchanges: 7

**4**

*Azul Apartments*

Closed: 6/3/21

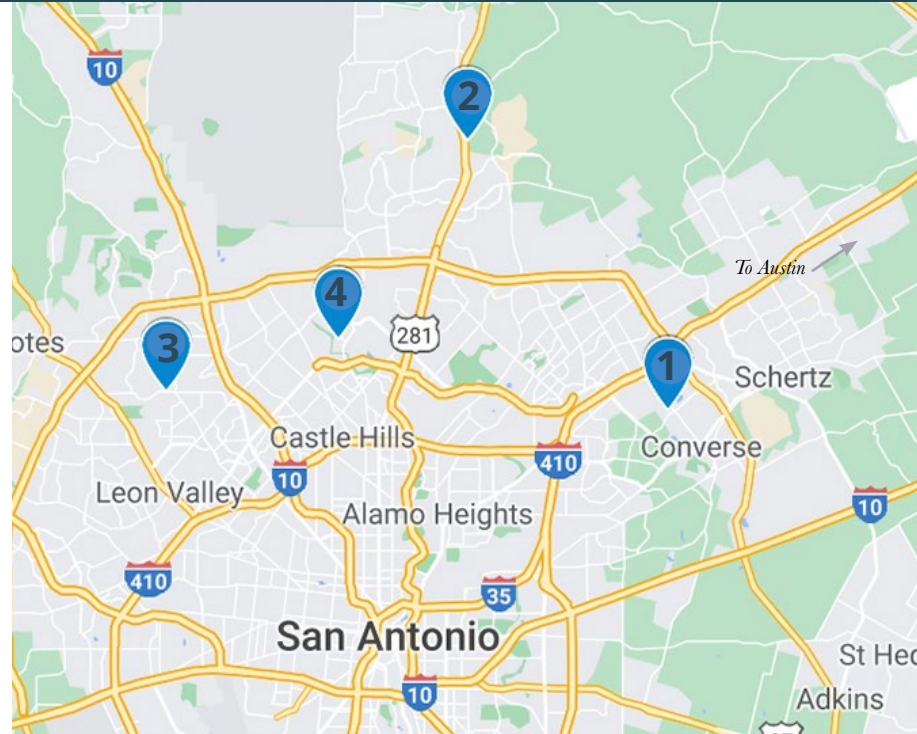
Units: 246

Built: 2007

Purchase price: \$33.3M

Equity: \$15.8M

1031 Exchanges: 8

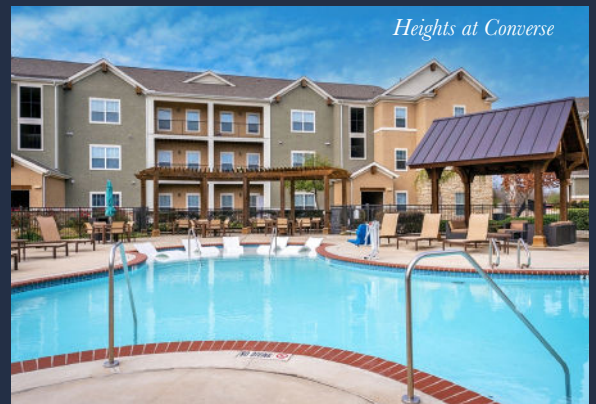


IMG has acquired these four San Antonio-area assets over the last year, representing 1,000 units (\$139 million in value).

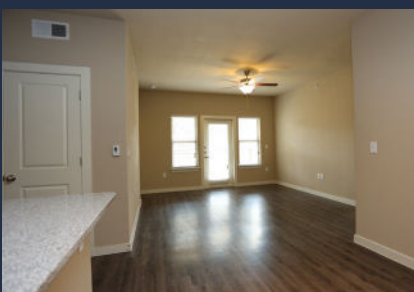
*Encore281*



*Heights at Converse*



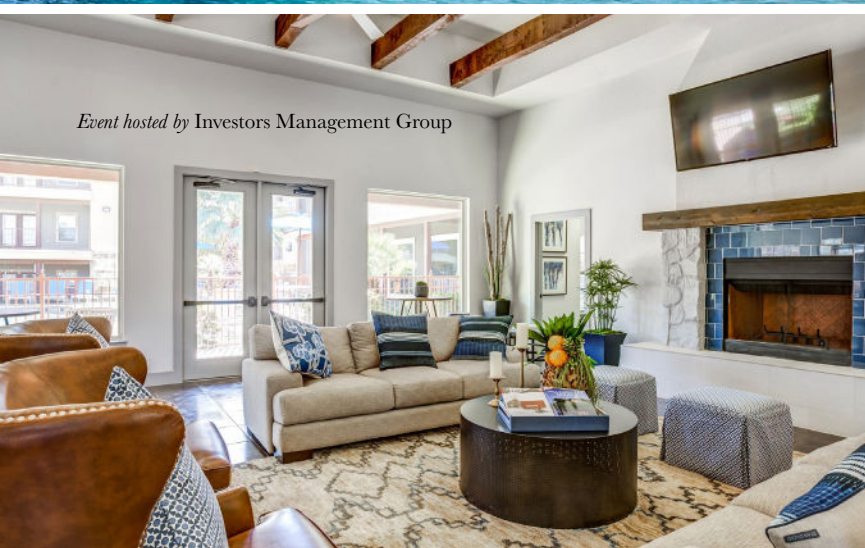
*Apex Apartments*



# WEDNESDAY EVENING: SITE SOCIAL EVENT



*Azul Apartments*  
Acquired June 2021



*Event hosted by Investors Management Group*

## WEDNESDAY, OCTOBER 27

*Join the party at our Azul Apartment community anytime between*  
**5:00pm - 8:00pm**  
*for an exclusive investor event.*

*Location:*

**Azul Apartments - Clubhouse**

6674 Prue Rd

San Antonio, TX 78240

Complimentary drinks and a Texas BBQ dinner will be served.

IMG principals will lead a brief presentation and Q&A session at **6:00pm** to discuss the multifamily real estate investment outlook.

*Colleagues, family and friends are welcome to attend as we celebrate our recent San Antonio acquisitions and look forward to the future.*

**RSVP by: October 11, 2021**

**Note:** IMG's chauffeured transportation will depart from The Westin Riverwalk Valet in Downtown San Antonio at 10:00am Wednesday and return there at 8:00pm following the Site Social Event.

Participants who are only attending the evening Site Social Event are welcome to arrange their own transportation to and from Azul Apartments. Free parking is available on site.

# ACCOMMODATIONS

**Participants are responsible to make their own travel and lodging arrangements.**

Contact the hotel of your choice directly for booking or cancellation policy inquiries. Please follow CDC guidance for travel during the COVID-19 pandemic.

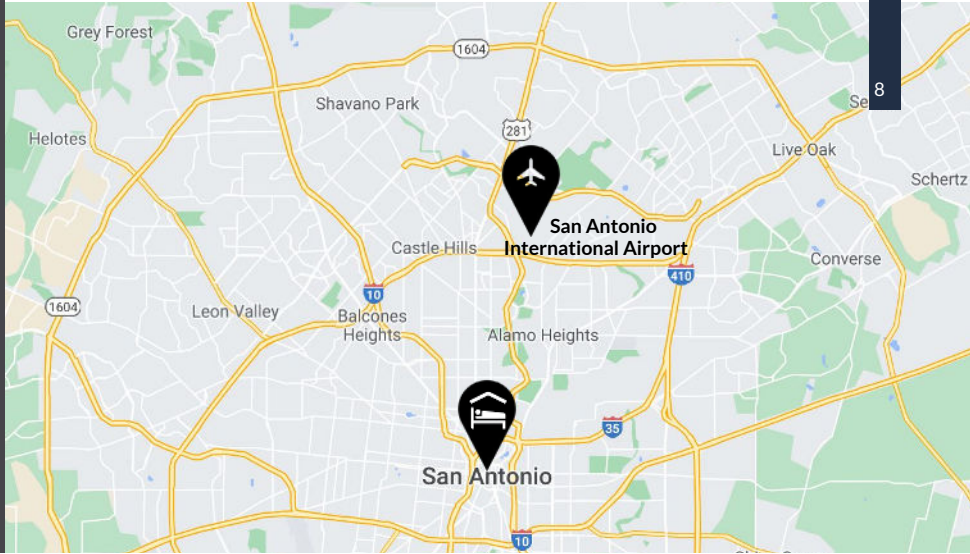


**Drury Inn & Suites**  
201 N. Mary's Street  
San Antonio, TX 78205

*Note:* Day Tour events include chauffeured transportation, departing from/returning to The Westin Riverwalk valet area.  
**IMG does NOT have a room block for event attendees at this property.**



**The Westin Riverwalk,**  
San Antonio  
420 W Market Street  
San Antonio, TX 78205



## HOTEL RECOMMENDATION

IMG has secured a block of rooms at the **Drury Inn & Suites San Antonio Riverwalk**. Reservations within the IMG group block at the Drury Inn may be made by calling **1-800-325-0720** and referring to the Group number **2449398**.

River Walk is located in Downtown San Antonio. It's in a walkable neighborhood well known for its entertainment and riverfront. We recommend selecting a hotel in this central location which offers convenient access to our event's chauffeured transportation pickup location (The Westin) plus other popular attractions such as Market Square, Tower of the Americas and La Villita.

## FLIGHTS: SAN ANTONIO INT'L AIRPORT (SAT)

Please visit [flysanantonio.com](http://flysanantonio.com) for information regarding Airport Services, Ground Transportation and current COVID-19 Guidelines.



The Westin San Antonio Riverwalk



SAN ANTONIO

DOWNTOWN/  
RIVER WALK

★ IMG'S Day Tour events include chauffeured transportation departing from/returning to The Westin Riverwalk valet.



# IMG IN THE NEWS

Click any link below for full article access. Visit our website for more company and industry news.

**TRENDING NOW:** *Multi-Housing News*

[How Apartments Have Prevailed During the Pandemic →](#)

8/16/2021 *Upstate Business Journal*

[IMG Expands to South Carolina with 242-Unit Greenville Buy →](#)

7/7/2021 *San Fernando Valley Business Journal*

[Woodland Hills Firm Adds 200 Apartments to Texas Holdings →](#)

7/2/2021 *San Antonio Valley Business Journal*

[Bay Area developer sells Converse apartments to another California group →](#)

5/06/2021 *CoStar News*

[Investor Snags Value-Add Property in Texas →](#)

4/30/2021 *San Antonio Business Journal*

[California group buys Stone Oak-area apartments for \\$33M →](#)

3/31/2021 *GlobeSt*

[Investors Management Group Sells FL Multifamily for \\$41M →](#)

2/26/2021 *Triangle Business Journal*

[New York firm pays nearly \\$30M for apartments in Raleigh →](#)

1/29/2021 *San Fernando Valley Business Journal*

[Warner Center Firm Makes \\$43M Investment in Georgia Multifamily →](#)



*Heights at Converse*  
Acquired June 2021

IMG has acquired more than **\$340 million** in apartment assets since the start of the pandemic, including four San Antonio assets, bolstering its multifamily portfolio across the country.

“The increase in population, jobs and income along the I-35 Austin-San Antonio Corridor speaks favorably for apartment investment opportunities,” said IMG CEO Neil Schimmel.

**“It’s a fantastic real estate story.”**

# IMG

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Real Estate Investment & Asset Management

**FOR MORE INFORMATION, CONTACT:**

investor.relations@imgre.com

(747) 262-5652

Event Registration is now open at our website.

[RSVP NOW](#) →

# IMG

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*Real Estate Investment & Asset Management*

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