

## NATIONAL ARTICLES COLLECTION



The New York Times  
GlobeSt.com™  
Kiplinger  
MFE  
Wealth Management.com  
THE WALL STREET JOURNAL

MHN  
MULTI-HOUSING NEWS

MultifamilyBiz

MFE  
MULTIFAMILY EXECUTIVE

*A Guide to the Most Accessed News & Views  
Published by IMG Leadership*

**IMG**  
Investors Management Group  
*Multifamily Investment & Asset Management*

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# INTRODUCTION FROM OUR CEO



The heart of our company and true value to our investors is our award-winning, cross-disciplinary staff. Our team works together to support the full life cycle of our multifamily investments, from origination to disposition. I hope that as you've observed our group, you've seen us increase our level of engagement and visionary strategies to benefit our investors, our residents, and the neighborhoods in which our properties are located.

The national press community comes to us seeking expert insights into trends in practice and forecasts that shape real estate investment activity. Our extraordinarily talented and diverse leadership team is honored to collaborate with external publications and industry organizations who align with our core values in multifamily investment. **The following articles offer timely and effective insight into IMG's national market reach, acquisition philosophy and investment offerings.**

The IMG portfolio continues to withstand volatile, external pressures with impressive resiliency. Multifamily—workforce apartments, in particular—has earned its reputation as a risk-mitigated, predictable investment for growing long-term value, regardless of short-term economic headwinds.

Although dramatically different from the conditions of a year ago, the market is presenting new challenges and opportunities. We'll be looking at as much inventory as we can in the months ahead; we'll never be a company that sits on the sidelines. It is our commitment to uncover more great opportunities for you and your referred family and friends.

Warm regards,

A handwritten signature in blue ink, appearing to read "Naf S. L. A.", written over a light blue grid background.

Founder & CEO  
Investors Management Group

**\$1.5B+**

*Total transactional activity  
since 2010*

**\$600M**

*Total capital invested in  
IMG-sponsored real estate*

**26%**

*Average IRR delivered over  
25 full-cycle investments*

**5,500**

*Total units,  
current portfolio*

**\$1.2B**

*Total value,  
current portfolio*



"Given continued market volatility, investors are seeking the *safety* and *predictability* of apartment investments."

IMG in **MHN**  
MULTI-HOUSING NEWS



# STRENGTHENING COMMUNITIES

# IMG



276 Units, Tampa  
**\$2M in Capital Improvements**

Inspired by over three decades of work in multifamily, in 2010 Neil Schimmel established the IMG Los Angeles office to create a new kind of real estate investor group. IMG was born out of a belief that every property can be reimagined for good. Neil's business philosophy is simple: *when residents win, investors win.*

*Wealth Management Magazine*  
**How a Multifamily Investment Firm Uses TICs to Expand its Portfolio**

[VIEW ARTICLE →](#)



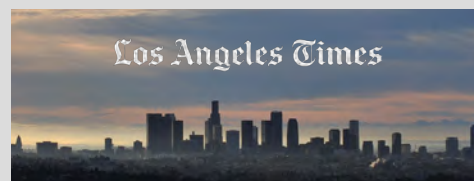
*Multifamily Dive*  
**How one investor chooses his markets**

[VIEW ARTICLE →](#)



*Los Angeles Times*  
**IMG CEO SELECTED AS AN L.A. COMMERCIAL REAL ESTATE VISIONARY**

[VIEW ARTICLE →](#)



*GlobeSt*  
**Multifamily Emerges from the Pandemic with a Bang**

[VIEW ARTICLE →](#)

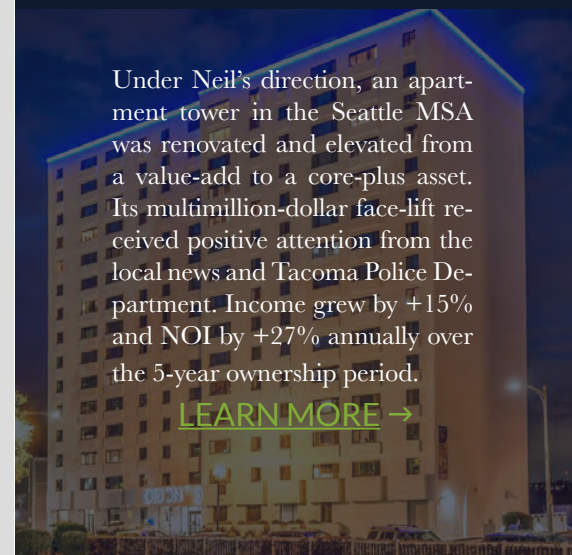


**NEIL SCHIMMEL**  
*Founder & CEO*  
Investors Management Group

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

Under Neil's direction, an apartment tower in the Seattle MSA was renovated and elevated from a value-add to a core-plus asset. Its multimillion-dollar face-lift received positive attention from the local news and Tacoma Police Department. Income grew by +15% and NOI by +27% annually over the 5-year ownership period.

[LEARN MORE →](#)





# LEADING THE WAY WITH 'IPA'

# IMG

IMG featured in

**MHN**  
MULTI-HOUSING NEWS



CoStar™

**Kiplinger**



MultifamilyBiz

The New York Times

**yahoo!**  
finance

**OC Talk Radio**



**Urban Land  
Institute**

IMG has earned national acclaim for the predictable execution of multifamily investment and asset management following our signature 'IPA' acquisition strategy. We buy 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

These qualities, known as “intrinsic values,” are just one of three critical components to our investment success: IMG buys **I**ntrinsic value at an attractive **P**rice per pound in emerging markets that are **A**ffordable for renters. This strategy is designed to unlock value and produce predictable results for investors through times of economic turbulence.



**KARLIN CONKLIN**

*Principal, Co-President & COO*

Karlin is sought-after commercial real estate expert with over two decades of specialized investment experience. Her multifamily transactional volume exceeds \$2 billion. She has sourced, capitalized and helped in the repositioning of over 20,000 units, raising a billion in equity from institutional partners, TIC investors and high net worth individuals.

*Multi-Housing News*

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

[VIEW ARTICLE →](#)



*Equity Advantage TV*

**Karlin Conklin Interviewed on 1031 Exchange Real Estate Investing**

[WATCH VIDEO →](#)



*Kiplinger*

**Making the 1031 Exchange: Is Swap Till You Drop Always the Best Motto?**

[VIEW ARTICLE →](#)



*Kiplinger*

**How to Use a Self-Directed IRA to Invest in Real Estate**

[VIEW ARTICLE →](#)



Form  
**8824****Like-Kind Exchanges**

Name and address of taxpayer(s)	Social Security or Employer Identification Number (SSN/EIN)	
	(Taxpayer)	(Spouse)
	Your telephone numbers (including area code)	
	(Home)	(Work, cell or business)
For assistance, call 1-800-829-1040		Or write
<input type="checkbox"/> Submit with Form 1040 or Form 1041 to increase your tax liability. <input type="checkbox"/> Tax periods		

IMG acquires apartment assets with either a joint venture (“JV”) or a Tenancy in Common (“TIC”) ownership structure. As sponsor, IMG finds the investment property, assembles investor capital and financing to acquire the property, and oversees all aspects of due diligence for our investor group.

Our unique co-ownership structure allows favorable treatment from depreciation, interest, and expense write-offs to capital gains deferral through a process called a 1031 exchange. Following a conservative debt strategy, IMG’s pre-arranged financing allows for a simpler and faster closing of 1031 exchange replacement property.

Our institutional quality assets deliver predictable, monthly cash flow and appreciation. **Since 2010, IMG has delivered to its clients an average 2.0x equity multiple and 26% IRR over 25 full-cycle investments.**



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

Marc’s career in the real estate industry spans nearly three decades. As both principal and broker, he has overseen more than \$2 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.

*The Wall Street Journal*  
**Rising Interest Rates Hit Landlords**

[VIEW ARTICLE →](#)



*Multifamily Dive*  
**Apartment buyers must work harder to get loans**

[VIEW ARTICLE →](#)



*GlobeSt*  
**Multifamily: ‘A Proven Hedge Against Inflation’**

[VIEW ARTICLE →](#)



*The New York Times*  
**What proposed limits to 1031 exchanges mean for investors and the economy**

[VIEW ARTICLE →](#)





## OUR NATIONAL REACH



Panelists at a recent IMG-hosted private investor event agree 'it won't be an easy time,' but forecast continued resiliency in apartments. [VIEW ARTICLE →](#)

Since 2010, IMG has acquired over 12,000 multifamily units representing 50 properties nationally. IMG currently owns and asset manages 5,500 apartment units spanning nine U.S. metro areas. Our current portfolio has a market value exceeding \$1 billion.

Our intercultural network of more than 1,000 clients includes accredited investors who are individuals, family offices and joint venture partners. We're honored that over 85% choose to confidently reinvest in multiple IMG-sponsored offerings.

*Wealth Management Real Estate*  
**More Sellers Become Open to Off-Market Deals**  
[VIEW ARTICLE →](#)



*GlobeSt*  
**Apartment Transaction Volume Hinges on Fed's Next Move**  
[VIEW ARTICLE →](#)



*GlobeSt*  
**Confidence in the multifamily housing sector**  
[VIEW ARTICLE →](#)



*Finding security in market turmoil means choosing a prudent and experienced partner.*

[OUR PORTFOLIO & TRACK RECORD →](#)

# IMG



**KEVIN CROOK**

*Director, Acquisitions & Dispositions*

Kevin has 20 years of experience sourcing national multifamily real estate opportunities. He is responsible for executing IMG's signature IPATM acquisition strategy. He has overseen \$1 billion in transactions for IMG since joining the team in 2015.





# ASSET MANAGEMENT OVERSIGHT



Michele Hrivnak, *Panelist*  
GlobeSt Fall 2022 Conference  
**Property Ownership & Management in a Post-Pandemic Landscape**

When you invest with IMG, you enjoy access to professionally managed, institutional-quality real estate, annual asset valuations and tax reporting, transparent investment performance reports, and access to exclusive networking events. Most importantly, you'll enjoy peace of mind knowing that our team has the depth of experience and the resources to protect and grow your capital – despite what economic turbulence may be happening.

Asset management is the critical layer between the owners (investors) and our property management staff. **As an asset manager, IMG is focused on maximizing the value and return on investment of every property.** This includes providing guidance for optimizing revenues, reducing expenses whenever possible and executing capital improvements. We navigate strategic decisions such as refinance and sale - always in collaboration with the co-owners.

*Multi-Housing News*  
**Why Asset Management Is Paramount Today**

[VIEW ARTICLE →](#)



*GlobeSt*  
**Here's What's Different About Owning Multifamily Now**

[VIEW ARTICLE →](#)



# IMG



**MICHELE HRIVNAK,**  
CCIM, CPM

*Managing Director, Asset Management*

Since the start of her multifamily career in 2001, Michele has overseen more than \$2 billion in commercial real estate investments and over 20,000 multifamily units throughout the country. She is currently responsible for overseeing IMG's five million SF (\$1B) portfolio.

When IMG's Phase I ownership acquired The Eclipse (Atlanta MSA) in 2018, the asset was not positioned to a high standard relative to nearby competitors. As the asset manager, IMG oversaw a \$1.7 million value-add program. Property performance improved over the four-year hold period as **NOI grew annually at an average rate of 12.5%.**

[VIEW CASE STUDY →](#)



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▶ [IMGRE.com/News](http://IMGRE.com/News)

# IMG

Investors Management Group

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