

# IMG

Investors Management Group

Multifamily Investment & Asset Management

## TRACK RECORD OF SUCCESS

Since 2010, IMG has delivered its clients an average **2.0x equity multiple** over 26 full-cycle investments.

# 45%

Avg. Property Appreciation

# \$100M+

Capital Improvement Projects  
Completed or In-Progress

# 26%

Avg. IRR, 2013-2024

IMG has acquired more than 12,000 multifamily units (\$1.6 billion) in over 50 properties since 2010.

Market	Units	Capital	Aquired	Sold	Period Held	Purchase Price	Sale Price	Capital Improv.	Investor IRR	Investor Equity Multiple
Miami, FL	54	Joint Venture	2010-Dec	2013-May	2.4 yrs	\$5,400,000	\$10,150,000	\$600,000	42%	2.34 x
Sacramento, CA *	195	Joint Venture	2010-Dec	2014-Jul	3.5 yrs	\$12,360,000	\$14,025,000	\$600,000	12%	1.42 x
Sacramento, CA	197	Joint Venture	2012-Nov	2016-Jan	3.2 yrs	\$6,975,000	\$12,475,000	\$1,939,000	32%	2.05 x
West Palm Beach, FL	217	Joint Venture	2015-Jul	2016-Jul	1.0 yrs	\$20,000,000	\$22,421,000	\$246,000	29%	1.20 x
Tampa, FL	357	Joint Venture	2014-Jun	2016-Oct	2.3 yrs	\$24,750,000	\$32,770,225	\$3,208,000	27%	1.70 x
Seattle, WA	240	Joint Venture	2014-Mar	2016-Nov	2.7 yrs	\$21,920,000	\$33,600,000	\$1,960,000	35%	3.15 x
Atlanta, GA	492	Joint Venture	2013-Dec	2016-Dec	3.0 yrs	\$33,700,000	\$42,900,000	\$2,457,000	22%	1.77 x
Denver, CO	390	Joint Venture	2013-Mar	2017-Jan	3.8 yrs	\$22,330,000	\$40,425,000	\$2,713,000	40%	3.18 x
Atlanta, GA	222	Joint Venture	2016-May	2017-Jun	1.1 yrs	\$17,600,000	\$19,836,000	\$433,000	35%	1.38 x
Atlanta, GA	228	Joint Venture	2015-Jul	2017-Jul	2.0 yrs	\$18,605,000	\$23,150,000	\$1,453,000	17%	1.35 x
Clearwater, FL	182	Joint Venture	2015-Mar	2017-Dec	2.7 yrs	\$11,375,000	\$17,836,000	\$1,395,000	21%	1.67 x
Atlanta, GA	350	Joint Venture	2014-Oct	2018-Jan	3.2 yrs	\$26,575,000	\$37,025,000	\$2,717,000	33%	2.09 x
Atlanta, GA	586	Joint Venture	2015-Mar	2018-Feb	2.9 yrs	\$58,550,000	\$77,300,000	\$3,816,000	21%	1.73 x
Charlotte, NC	574	Joint Venture	2015-Apr	2018-Mar	3.0 yrs	\$44,727,000	\$60,800,000	\$4,319,000	24%	2.06 x
Atlanta, GA	219	Joint Venture	2014-Jul	2018-Mar	3.7 yrs	\$21,000,000	\$28,850,000	\$2,390,000	27%	2.00 x
Norfolk, VA	168	Joint Venture	2014-Jul	2018-May	3.9 yrs	\$13,000,000	\$17,000,000	\$2,057,000	8%	1.31 x
Denver, CO **	322	Joint Venture	2014-Jul	2018-Aug	4.1 yrs	\$24,240,000	\$50,000,000	\$2,076,000	40%	3.49 x
Clearwater, FL	200	Tenancy in Common	2017-Feb	2019-Jan	1.9 yrs	\$12,025,000	\$16,575,000	\$664,000	44%	1.93 x
Tacoma, WA	168	Tenancy in Common	2014-Aug	2019-Sep	5.1 yrs	\$11,165,000	\$30,240,000	\$6,418,400	22%	2.67 x
Charlotte, NC	90	Tenancy in Common	2017-Mar	2020-Feb	3.0 yrs	\$10,750,000	\$14,500,000	\$937,100	16%	1.50 x
Raleigh, NC	218	Tenancy in Common	2018-Jun	2021-Feb	2.7 yrs	\$23,200,000	\$29,750,000	\$2,130,600	12%	1.34x
Port St Lucie, FL	230	Tenancy in Common	2017-Aug	2021-Mar	3.7 yrs	\$26,750,000	\$41,550,000	\$2,642,600	25%	2.1x
Raleigh, NC	144	Tenancy in Common	2017-Dec	2021-Nov	3.9 yrs	\$14,300,000	\$26,700,000	\$1,175,600	28%	2.5x
Charlotte, NC	324	Tenancy in Common	2019-Feb	2021-Nov	2.7yrs	\$45,500,000	\$63,500,000	\$2,939,400	23%	1.71x
Duluth, GA	175	Tenancy in Common	2018-Oct	2022-Sep	3.9 yrs	\$22,220,000	\$35,875,000	\$1,670,000	22%	2.11 x
Tampa, FL	276	Joint Venture	2018-Aug	2023-Jul	3.9 yrs	\$40,000,000	\$57,500,000	\$3,000,000	17%	1.94 x

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\* Due to equity partner's ill health, property was sold prior to completion of the business plan and before full terminal value was achieved.

\*\* IMG sold its interest in the property (actual property not sold). Sales price used for the above analysis was as per the MAI appraisal for the property.

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