

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 28 full-cycle investments.

51%

Avg. Property Appreciation

\$100M+

Capital Improvement Projects
Completed or In-Progress

26%

Avg. IRR, 2013-2025

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	Capital Improv.	Investor IRR	Equity Multiple
Miami, FL	54	JV	2010-Dec	2013-May	2.4 yrs	\$600,000	42%	2.3 x
Sacramento, CA *	195	JV	2010-Dec	2014-Jul	3.5 yrs	\$600,000	12%	1.4 x
Sacramento, CA	197	JV	2012-Nov	2016-Jan	3.2 yrs	\$1,939,000	32%	2.1 x
West Palm Beach, FL	217	JV	2015-Jul	2016-Jul	1.0 yrs	\$246,000	29%	1.2 x
Tampa, FL	357	JV	2014-Jun	2016-Oct	2.3 yrs	\$3,208,000	27%	1.7 x
Seattle, WA	240	JV	2014-Mar	2016-Nov	2.7 yrs	\$1,960,000	35%	3.2 x
Atlanta, GA	492	JV	2013-Dec	2016-Dec	3.0 yrs	\$2,457,000	22%	1.8 x
Denver, CO	390	JV	2013-Mar	2017-Jan	3.8 yrs	\$2,713,000	40%	3.2 x
Atlanta, GA	222	JV	2016-May	2017-Jun	1.1 yrs	\$433,000	35%	1.4 x
Atlanta, GA	228	JV	2015-Jul	2017-Jul	2.0 yrs	\$1,453,000	17%	1.4 x
Clearwater, FL	182	JV	2015-Mar	2017-Dec	2.7 yrs	\$1,395,000	21%	1.7 x
Atlanta, GA	350	JV	2014-Oct	2018-Jan	3.2 yrs	\$2,717,000	33%	2.1 x
Atlanta, GA	586	JV	2015-Mar	2018-Feb	2.9 yrs	\$3,816,000	21%	1.7 x
Charlotte, NC	574	JV	2015-Apr	2018-Mar	3.0 yrs	\$4,319,000	24%	2.1 x
Atlanta, GA	219	JV	2014-Jul	2018-Mar	3.7 yrs	\$2,390,000	27%	2.0 x
Norfolk, VA	168	JV	2014-Jul	2018-May	3.9 yrs	\$2,057,000	8%	1.3 x
Denver, CO **	322	JV	2014-Jul	2018-Aug	4.1 yrs	\$2,076,000	40%	3.5 x
Clearwater, FL	200	TIC	2017-Feb	2019-Jan	1.9 yrs	\$664,000	44%	1.9 x
Tacoma, WA	168	TIC	2014-Aug	2019-Sep	5.1 yrs	\$6,418,400	22%	2.7 x
Charlotte, NC	90	TIC	2017-Mar	2020-Feb	3.0 yrs	\$937,100	16%	1.5 x
Raleigh, NC	218	TIC	2018-Jun	2021-Feb	2.7 yrs	\$2,130,600	12%	1.34x
Port St Lucie, FL	230	TIC	2017-Aug	2021-Mar	3.7 yrs	\$2,642,600	25%	2.1x
Raleigh, NC	144	TIC	2017-Dec	2021-Nov	3.9 yrs	\$1,175,600	28%	2.5x
Charlotte, NC	324	TIC	2019-Feb	2021-Nov	2.7 yrs	\$2,939,400	23%	1.71x
Duluth, GA	175	TIC	2018-Oct	2022-Sep	3.9 yrs	\$1,670,000	22%	2.1 x
Tampa, FL	276	JV	2018-Aug	2023-Jul	4.9 yrs	\$3,000,000	17%	1.9 x
Seattle, WA	179	TIC	2015-Jul	2025-May	9.9 yrs	\$3,697,290	25%	2.9 x
Tacoma, WA	108	TIC	2016-Oct	2026-Mar	9.4 yrs	\$2,513,879	11%	1.8 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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