

# NEW INVESTMENT OPPORTUNITY

Location: **St. Cloud, MN**

Purchase Price: **\$3,015,000**

Type: **Value-Add Multifamily**

Apartments: **40**



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# UNIVERSITY APARTMENTS

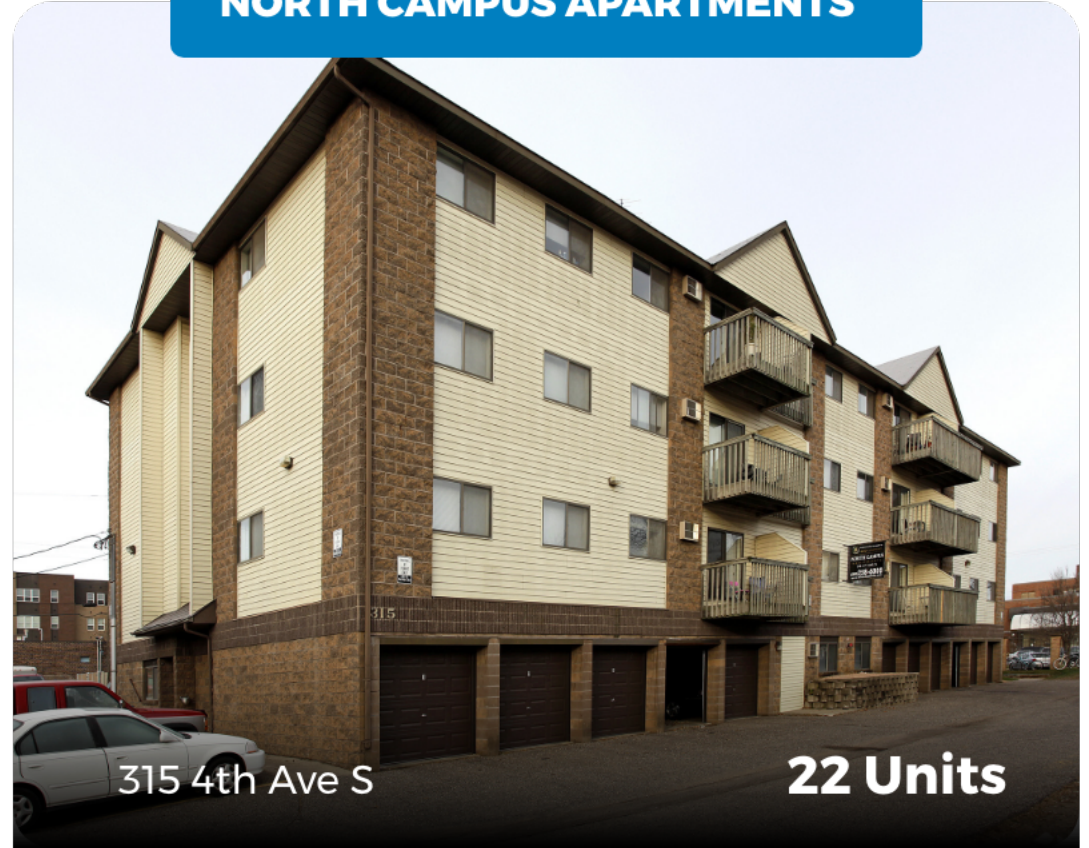
## BRIDGEPORT APARTMENTS



1011 5TH AVE S

**18 Units**

## NORTH CAMPUS APARTMENTS



315 4th Ave S

**22 Units**



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## EXECUTIVE SUMMARY

**Yieldwink Realty LLC** is a vertically integrated real estate investment, development, and management firm with a singular focus on value-add opportunities across single-family and multifamily assets. The firm's value-add approach encompasses identifying underperforming Class B & C assets and repositioning these assets through renovations and technological upgrades.



## TRACK RECORD

Over **40 years of combined experience** across residential and commercial real estate

Over **\$350MM+** in real estate assets closed

Currently operate **\$100MM+** worth of real estate assets

**\$200MM+** raised by executive team in **last 7 years**

Currently **manage 3 hotels in NYC** and real estate properties **across 8 states**

**IHG**  
HOTELS & RESORTS





# OFFERING SUMMARY



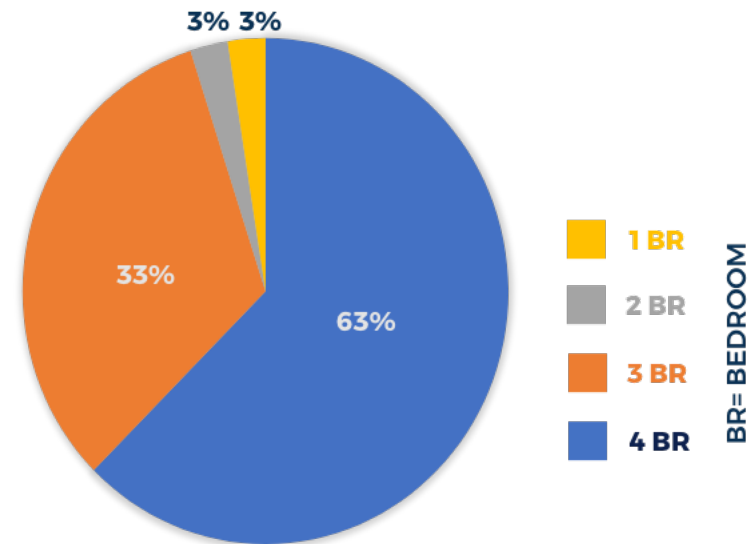
OFFERING INFORMATION



**Bridgeport Apartments:**  
1011 5th Ave S



**North Campus: 315 4th Ave s**



**Unit Mix**

**40**  
Units

**1,330**  
Avg. Unit sqft

**\$1,150**  
Avg. market rent

**39,185\***  
Building sqft

**60%**  
Current occupancy

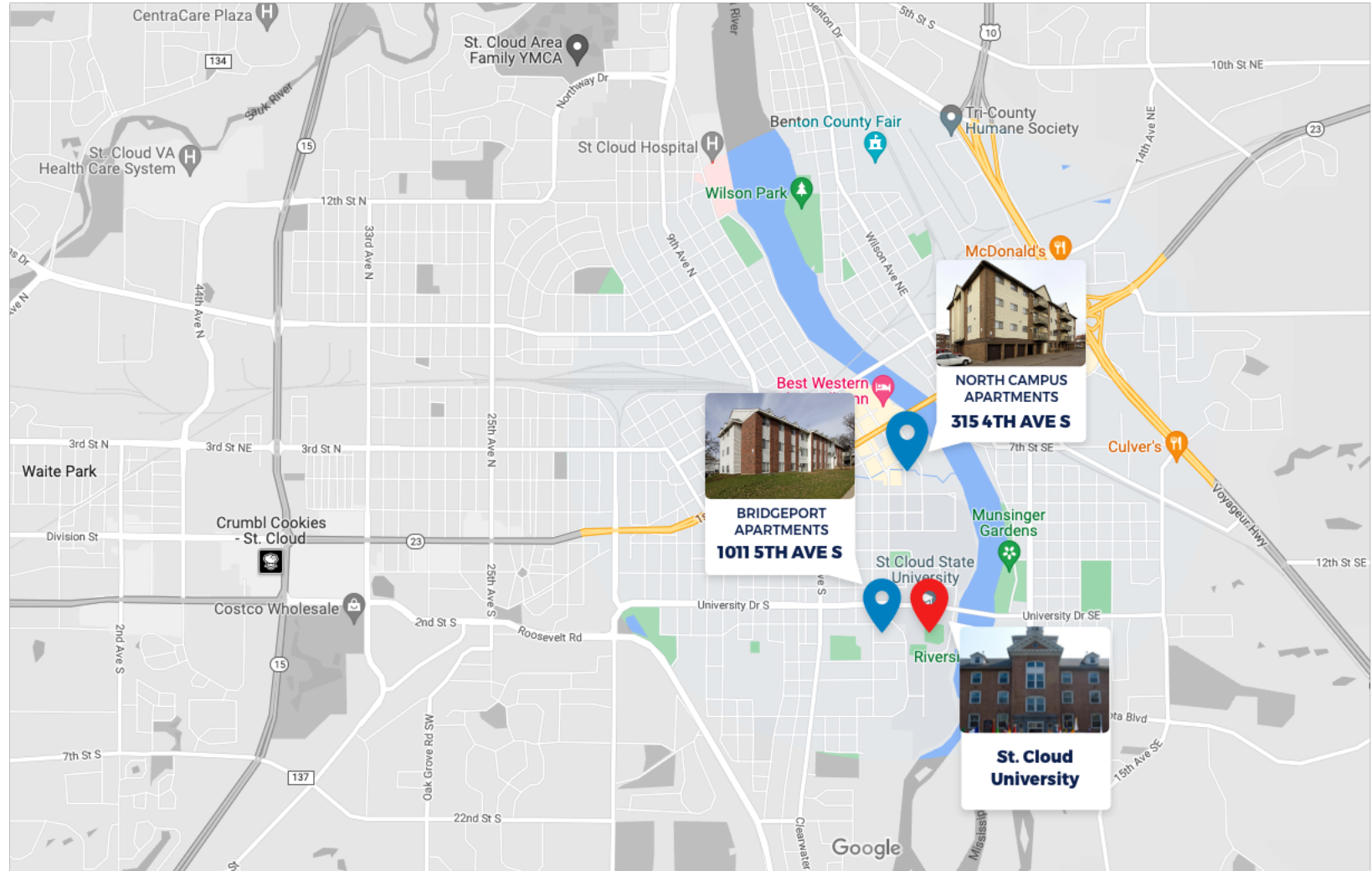
**98%**  
Area occupancy



# OFFERING SUMMARY

YIELDWINK

**Yieldwink** proudly presents an opportunity to invest in two residential multifamily properties with a total of 40 units located across from Saint Cloud University in Saint Cloud, MN. The price per unit for this portfolio is \$75,375, which we believe to be a discount to comparable properties. We have identified this opportunity as a value-add, allowing room for 67.2% rent growth based on current income versus market rent.



## WHY WE'RE PURCHASING THIS PROPERTY

This portfolio offers a vast opportunity for income and forced appreciation through rental increases, without a need for heavy rehab. A major benefit of both properties (1011 & 315 properties) is their proximity to Saint Cloud University, a university hosting 12,608 students. Though we are targeting families and single parents with children, the option to include student housing can not only add to rental increases but can also help ensure high occupancy year-round. The location of both properties is quintessential given their proximity to “hot spots” such as 2nd st S (commercial properties), Highway 10, and downtown Saint Cloud. We see major upside potential for the rental income of these two properties, as the properties are currently well below market rate in comparison to similar comparables. The current monthly income is **67%** below stabilized market rent for this area, as is. We believe this to be a direct result of poor/absent management, which has led to higher vacancies. Neighboring properties have all reported a 98%+ occupancy rate. With the addition of light upgrades to the remaining non-renovated units, we believe we can achieve superior returns (above a 67% increase) for our investors. Our business plan outlines our goal for these 40 units.





## OFFERING SUMMARY

The property consists of two apartment complexes, 1011 5th Ave S (18 units) and 315 4th Ave S (22 units), both in Saint Cloud, MN. These apartments were built in 1987 and 1989, respectively, with recent renovations starting in 2021. Saint Cloud is the 8th largest city in Minnesota and the 4th fastest growing city, with an 11.3% growth rate from 2010-2019. Both assets surround Saint Cloud University, which hosts **12,000+ students**. The area touts a **~\$50,000 median household income** with a **4.66% projected population growth** from 2022-2027. Vacancy rates in the area are **2.5%**.

Purchase Price	\$ 3,015,000
Total Properties	2
Total Units	40
Price/Unit	\$ 75,375
Going-in Cap Rate	4.5%
Stabilized Yr1 Cap*	9.2%
Yr 1 Expense Ratio	53%
Stabilized Expense Ratio	42%
Hold Time	5 Years
Equity Required (Total)	\$ 1,203,750
Equity Required (LP)	\$ 1,143,563
<b>Investor Target IRR</b>	<b>20.68%</b>
<b>Investor Target Avg Cash Yield</b>	<b>4.70%</b>
<b>Investor Target Equity Multiple</b>	<b>1.99x</b>
Minimum Investment	\$25,000
Maximum Investment	\$200,000
Distribution Frequency	Monthly
First Distribution Paid	End of Year 1

\*Based on purchase price



# EQUITY STRUCTURE

Class A investors are entitled to an 8% preferred return, prior to Class B members (“General Partner”) receiving any cash flow distributions. This structure was adopted in efforts to ensure a priority return to investors, and as an incentive for the General Partner to outperform the 8% hurdle in order to receive cash flow distributions, as outlined in the waterfall structure. This model helps place Class A investor capital as a priority.

## Class A Partnership Structure

Preferred return	8%
Class A Target Net IRR	20.68%

General Partner (Class B)

**5% Ownership**

Limited Partner (Class A)

**95% Ownership**

Debt

**80% LTV: \$2,520,00**

## Class B Partnership Structure

Preferred return	N/A
Waterfall structure	<p>0% - 8%: 0% (preferred return to Class A investors)</p> <p>8%+: 20% promote</p>



# MARKET & SUBMARKET OVERVIEW





# MINNEAPOLIS

YIELDWINK



**LARGEST METROPOLITAN AREA  
IN THE STATE**



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# MINNEAPOLIS- TOP 5 CITY FOR FORTUNE 500 COMPANIES

YIELDWINK

thrivent®

 **Xcel** Energy®

Ameriprise   
Financial

**3M**

 **General  
Mills**

**us**  **bancorp.**

  
**target**

**BEST  
BUY**

  
UnitedHealth Group

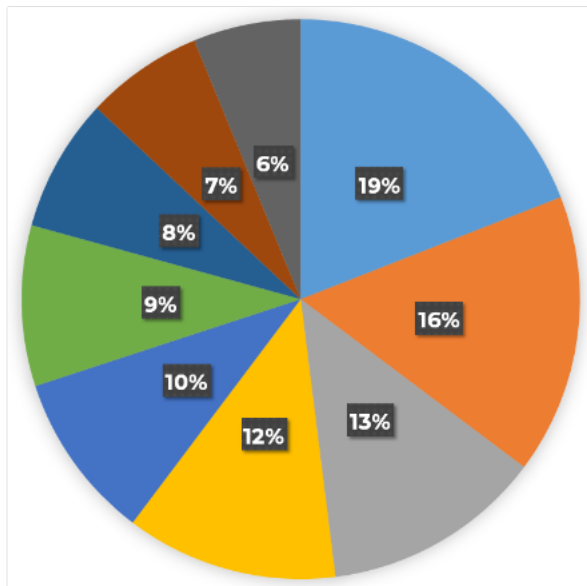


**POLARIS**

**ECOLAB**®

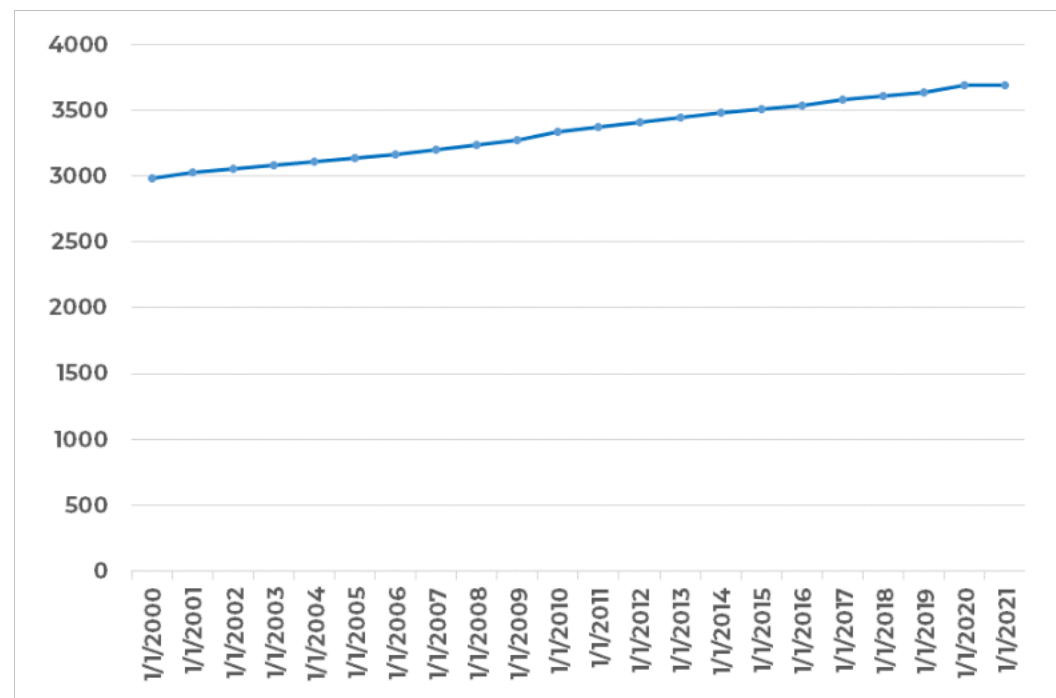


# MINNEAPOLIS BY THE NUMBERS



**Employment by Sector**

- Health care and social assistance
- Government
- Accommodation and food services
- Professional, Scientific, and Technical Services
- Other Services (except Public Administration)
- Administrative and Support and Waste Management and Remediation Services



**Minneapolis Population 2000-2020**

**9.7%** population growth rate from 2010-2020



# SAINT CLOUD

YIELDWINK



## INVESTMENT AREA



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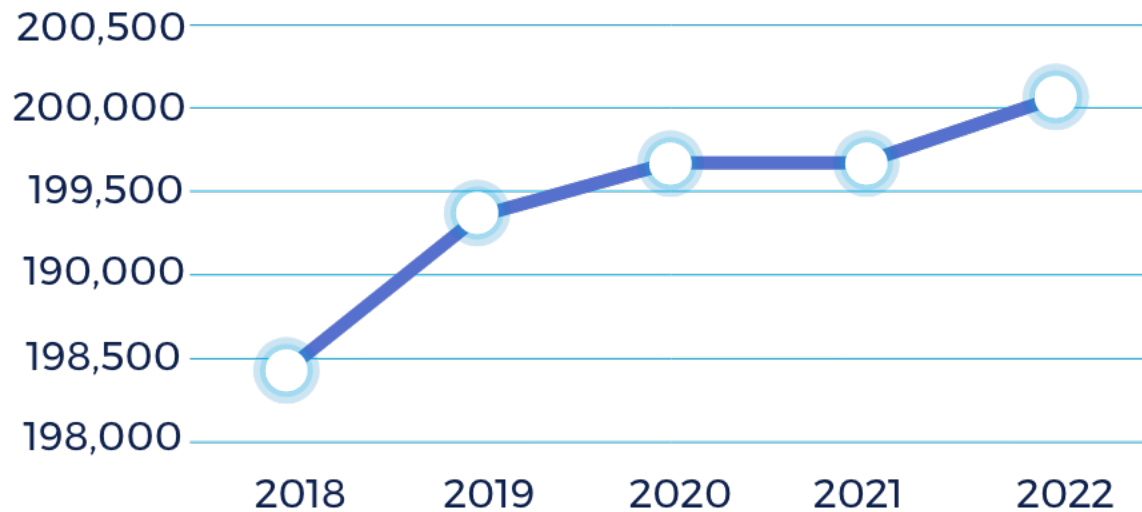
**“City planners said new growth models have 60,000 people moving into St. Cloud in less than 20 years and likely up to 150,000 people before the area is built out. That’s because there is a lot of undeveloped land surrounding the city limits and that land is being sold off to developers.”**

**- City Council, St. Cloud.  
June, 2022**



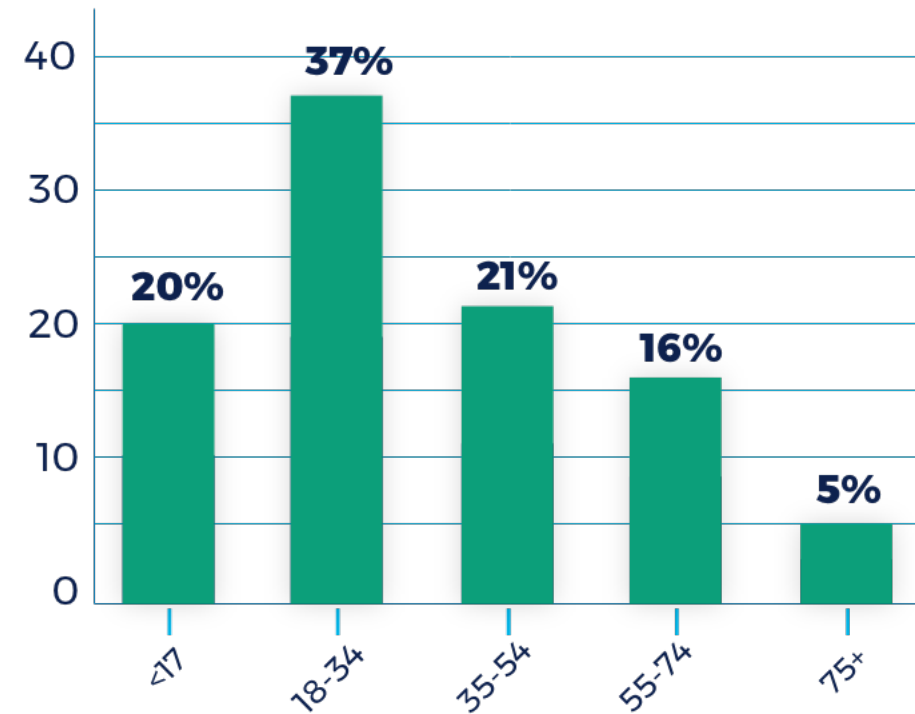
## POPULATION BY YEAR 2018-2022

PROJECTION: 3 MILE POPULATION GROWTH 22'-27': **4.67%**



## POPULATION BY AGE GROUP DISTRIBUTION- 2016

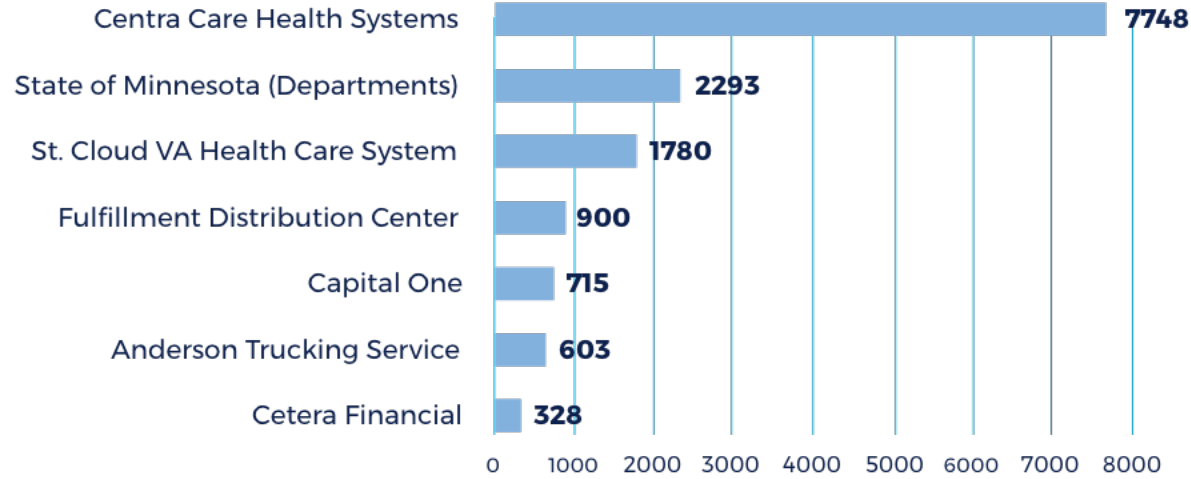
LARGE COMPOSITION OF UNIVERSITY STUDENTS



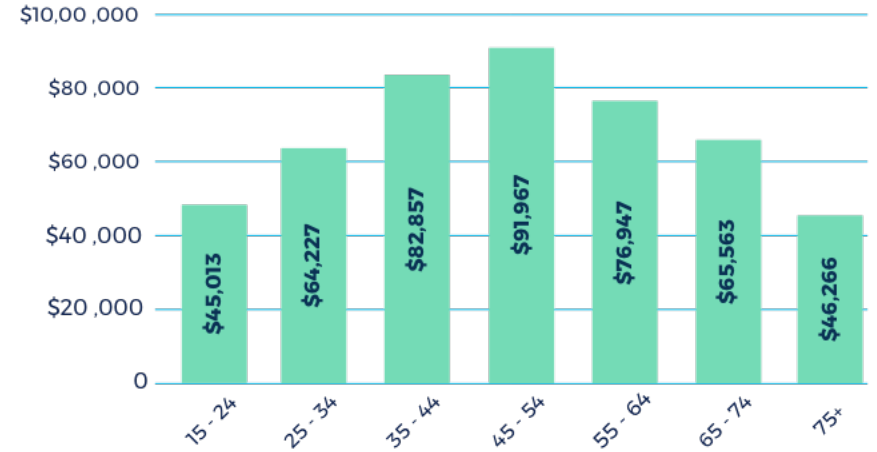


# AREA STATISTICS

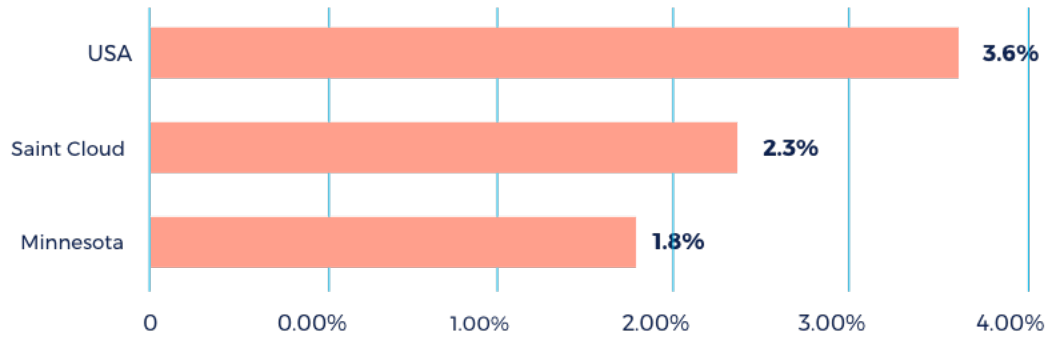
## Employment



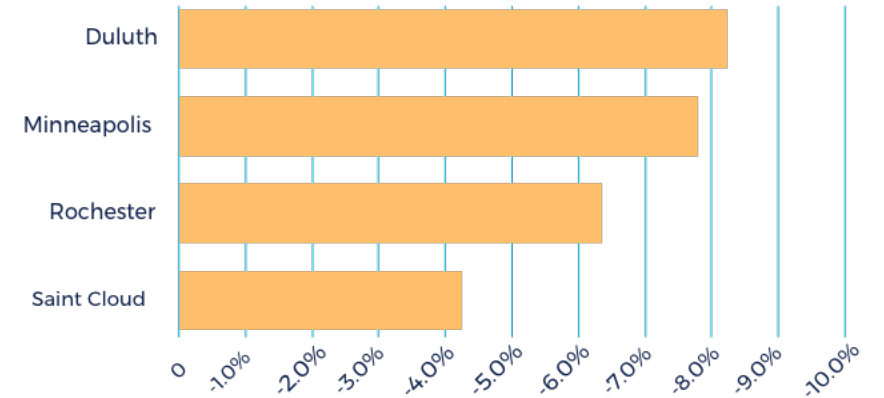
## Median Household Income \$77,385 (2019)

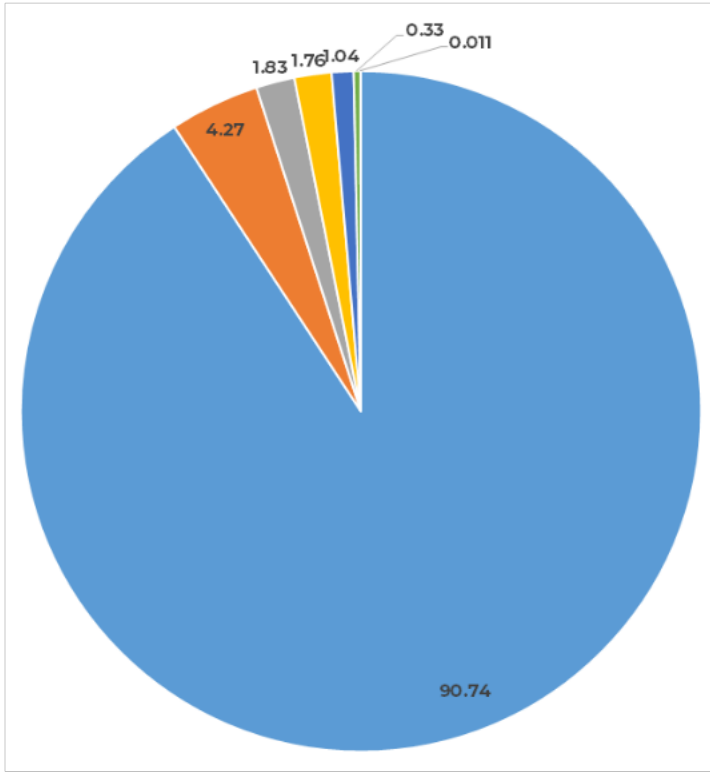


## Unemployment Rate

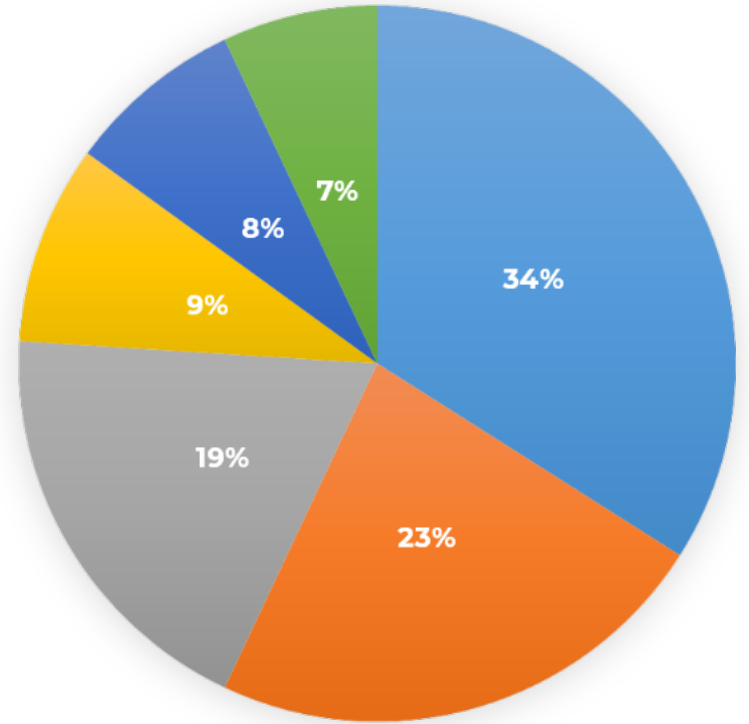


## COVID Unemployment Change





**Diversity: Race & Ethnicity**



**Education**

- White Alone
- Black or African American
- Asian Alone
- Two or More Races
- Some other race alone
- American Indian & Alaska Native Alone
- Native Hawaiian & Other Islander Alone

- Bachelor's Degree
- Advanced Degree
- Some High School, No Diploma
- Associate Degree
- Some College, No Degree
- High School Graduate

# Saint Cloud Home Values

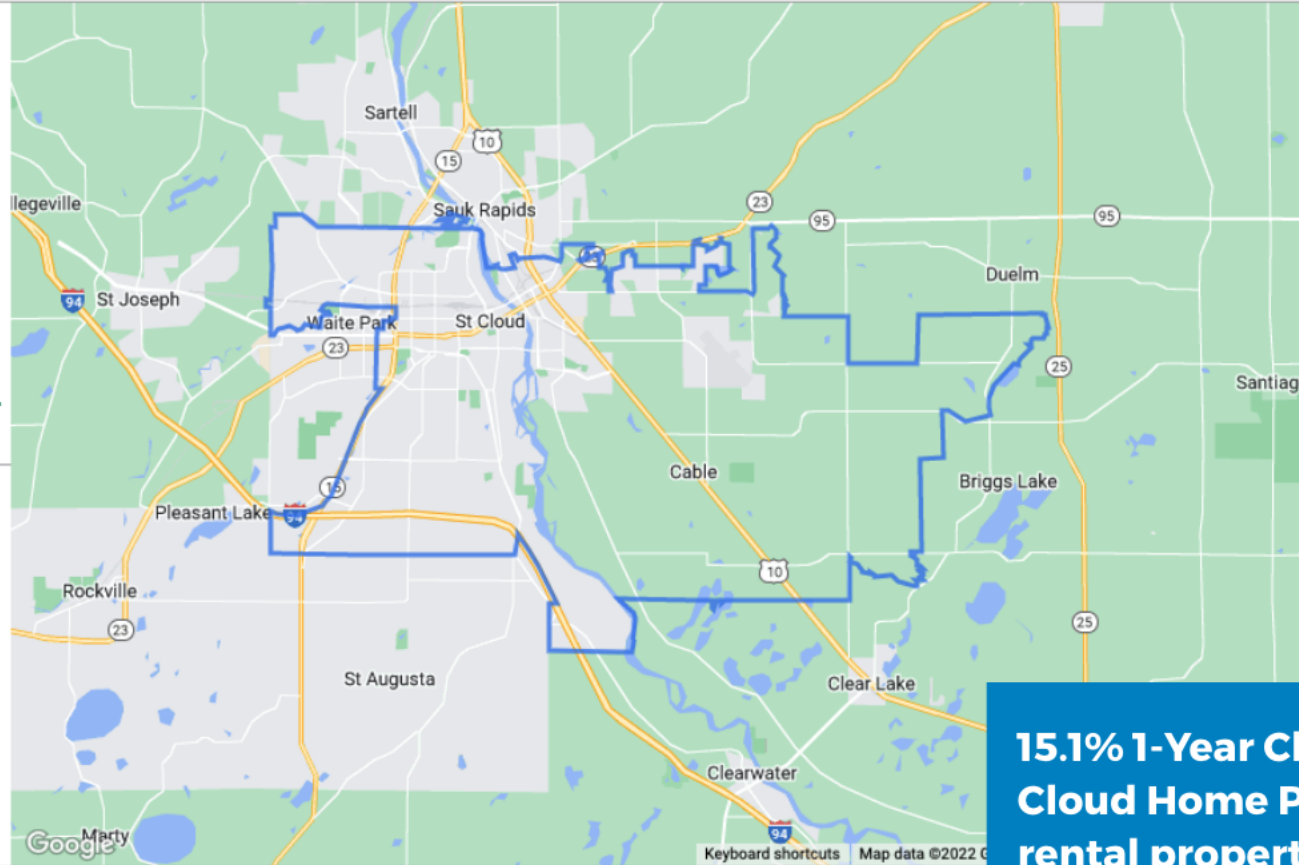
ZILLOW HOME VALUE INDEX ?

\$237,250

15.1% 1-year change



The typical home value of homes in Saint Cloud is \$237,250. This value is seasonally adjusted and only includes the middle price tier of homes. Saint Cloud home values have gone up 15.1% over the past year.



**15.1% 1-Year Change in St. Cloud Home Prices benefit rental properties as home prices move out of reach for would-be buyers.**

## Saint Cloud Market Overview

Data through Jun 30, 2022

\$237,250 ZHVI ?

Zillow Home Value Index  All homes  1-yr 5-yr Max

Jun 2022 — Saint Cloud \$237K





# SAINT CLOUD UNIVERSITY STATISTICS

YIELDWINK



ST. CLOUD  
STATE  
UNIVERSITY

**12,608**

**Enrollment- total  
students**

**67%**

**First year student  
retention rate**

**\$9,268**

**Student Housing  
Room and board costs**

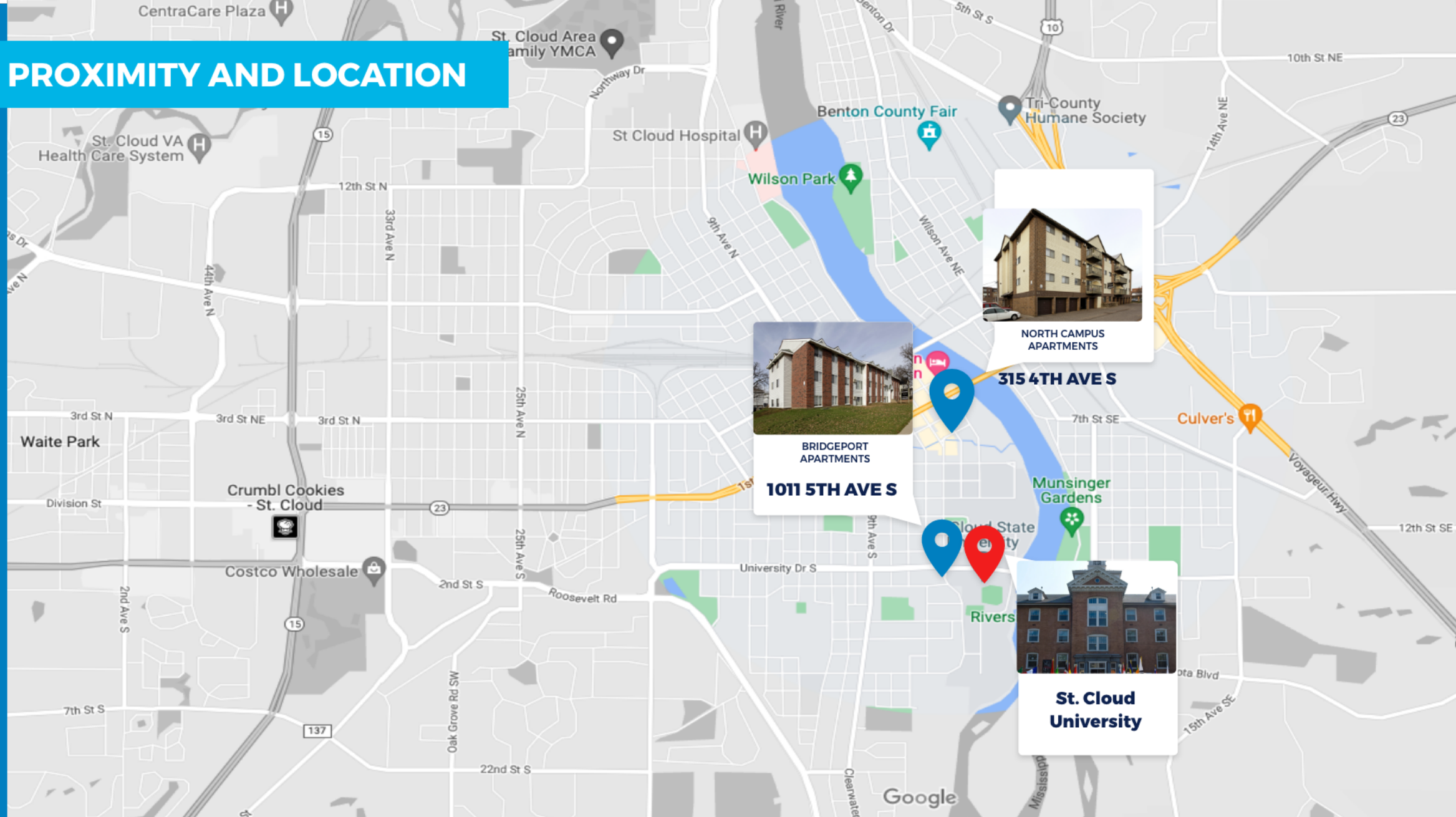


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# PROXIMITY AND LOCATION





# BUSINESS PLAN





# BUSINESS PLAN

	CURRENT	YEAR 1 PLAN
<b>PAYMENTS</b>	Made via check/money order	Move to online payments
<b>LEASE</b>	Month-to-month leases	Change to annual lease upon achieving market rent
<b>BILLING</b>	Landlord pays water, gas, trash	Bill-back gas usage to tenants via RUBS, cut water costs
<b>PARKING LOT</b>	1011 lot in bad condition	Seal and paint parking lot pavement, as needed
<b>LIGHTING</b>	1011 has dark interior lighting	Replace fixtures with energy-efficient lighting
<b>CARPET</b>	1011 & 315 stains on carpet	Replace all carpet in common areas in both buildings
<b>UNITS</b>	Some units are original	Upgrade older units with vinyl flooring, painted cabinets
<b>TENANT SELECTION PROCESS</b>	Not collecting tenant ID, not running credit report, not collecting full month deposit	Run credit report, call references, collect ID, collect full one-month deposit
<b>RENTS</b>	Rents are collectively ~62% below market rate	Bring all unit rents close to market rate



# MILESTONE TIMELINE

MONTH 01	MONTH 02	MONTH 03	MONTH 04
<p>Send notice to all tenants of ownership changes, online portal, maintenance system</p> <p>Collect email addresses for payment set-up; ask tenants to email management</p> <p>Have tenants at market-rent sign new annual leases</p> <p>Alert all tenants of upcoming changes- the cancellation of internet bill, implementation of RUBS, new carpet, upgrading units (as needed basis), light fixtures in common areas, parking lot pavement upgrades (as needed)</p>	<p>Provide tenants with 2nd notice of online portal &amp; new maintenance system</p> <p>Send 2nd notice to tenants of property upgrades (interior, exterior)</p> <p>Send specific units notice of light unit renovations. Move-out notice is needed with 60-day prior notice. Target 3 units/mo after current vacancies are filled</p> <p>Provide tenants with new community guidelines</p> <p>Commence installation of hallway carpet in both buildings. Install LVP/Vinyl in laundry area</p>	<p>Replace light fixtures in common areas</p> <p>Replace mailboxes as needed</p> <p>Send notice of RUBS implementation in 60 days-online set up</p> <p>Implement additional lighting in units, installation of new light fixtures (USB-C and dimmer switches)</p> <p>Notify upgraded units of rental increases to market rent</p>	<p>Continue implementation of rent increases with new 1-year leases</p>



# FINANCIALS





# FINANCIALS

YIELDWINK

## BRIDGEPORT APARTMENTS: 1011 5TH AVE S

Unit	# of Bds	Lease Rent	August Received	Market Rent
101	4	1120		1150
102	4	1030	1030	1150
103	3	900	900	975
104	3	900	1000	975
105	4	1060		1150
106	4	1030	1030	1150
201	4	930		1150
202	4	1210		1150
203	3	315	315	975
204	3	900		975
205	4	930	930	1150
206	4	1060	1060	1150
301	4	1060		1150
302	4	1060		1150
303	3	900	406	975
304	3	930		975
305	4	1060		1150
306	4	1045		1150
	<b>Expected Income</b>	<b>17440</b>	<b>6671</b>	<b>19650</b>

**13%**

Lease to Market Rent Increase

**195%**

Actual Rent to Market Rent Increase

**18%**

Combined Lease to Market Rent Increase

**137%**

Combined Actual Rent to Market Rent Increase

## NORTH CAMPUS: 315 4TH AVE S

Unit	# of Bds	Lease Rent	August Received	Market Rent
101	4	990	990	1150
102	3	620	650	975
103	1	560	540	675
104	2	750	780	800
201	4	1070		1150
202	4	960		1150
203	3	860	700	975
204	3	930	1800	975
205	4	1030	960	1150
206	4	1040	1040	1150
301	4	1000	1000	1150
302	4	1060	60	1150
303	3			975
304	3	1060		975
305	4	1000		1150
306	4	1150		1150
401	4			1150
402	4	1010		1150
403	3	900	900	975
404	3	900		975
405	4	1030	950	1150
406	4	1060	1060	1150
	<b>Expected Income</b>	<b>18980</b>	<b>11430</b>	<b>23250</b>

**22%**

Lease to Market Rent Increase

**103%**

Actual Rent to Market Rent Increase



	PROFORMA PERCENTAGE FINANCIALS						
	First Year	Per Month	Year 1	Year 2	Year 3	Year 4	Year 5
Rental Income			0.0%	16.0%	5.0%	3.0%	3.0%
Occupancy Rate			55.0%	95.0%	95.0%	95.0%	95.0%
Other Income	0	0	0.0%	2.5%	2.5%	2.5%	2.5%
Management	<b>\$ 19,500.00</b>	1,625	0.0%	2.0%	2.0%	2.0%	2.0%
R&M	<b>\$ 19,896.00</b>	1,658	0.0%	2.0%	2.0%	2.0%	2.0%
Turnover	<b>\$ 15,300.00</b>	1,275	0.0%	-50.0%	-50.0%	2.0%	2.0%
Marketing	<b>\$ 900.00</b>	75	0.0%	-50.0%	-50.0%	2.0%	2.0%
Utilities	<b>\$ 72,900.00</b>	6,075	0.0%	-40.0%	3.0%	3.0%	3.0%
Taxes	<b>\$ 43,836.00</b>	3,653	0.0%	3.0%	3.0%	3.0%	3.0%
Insurance	<b>\$ 28,500.00</b>	2,375	0.0%	3.0%	3.0%	3.0%	3.0%
Garbage	<b>\$ 16,000.00</b>	1,333	0.0%	3.0%	3.0%	3.0%	3.0%
Cleaning	<b>\$ 8,007.00</b>	667	0.0%	3.0%	3.0%	3.0%	3.0%
Lawn&Snow	<b>\$ 6,768.00</b>	564	0.0%	3.0%	3.0%	3.0%	3.0%
Licenses	<b>\$ 1,019.00</b>	85	0.0%	3.0%	3.0%	3.0%	3.0%
Reserve	<b>\$ 10,000.00</b>	833	0.0%	3.0%	3.0%	3.0%	3.0%



	Year 1	Year 2	Year 3	Year 4	Year 5
<b>Effective Gross Revenue</b>	243,177	487,238	511,600	526,948	542,757
Management	(19,500)	(19,890)	(20,288)	(20,694)	(21,107)
R&M	(19,896)	(20,294)	(20,700)	(21,114)	(21,536)
Turnover	(15,300)	(7,650)	(3,825)	(3,902)	(3,980)
Marketing	(900)	(450)	(225)	(230)	(234)
Utilities	(72,900)	(43,740)	(45,052)	(46,404)	(47,796)
Taxes	(43,836)	(45,151)	(46,506)	(47,901)	(49,338)
Insurance	(28,500)	(29,355)	(30,236)	(31,143)	(32,077)
Garbage	(16,000)	(16,480)	(16,974)	(17,484)	(18,008)
Cleaning	(8,007)	(8,247)	(8,495)	(8,749)	(9,012)
Lawn&Snow	(6,768)	(6,971)	(7,180)	(7,396)	(7,617)
Licenses	(1,019)	(1,050)	(1,081)	(1,113)	(1,147)
Reserve	(10,000)	(10,300)	(10,609)	(10,927)	(11,255)
Other Expense 6	-	-	-	-	-
<b>Total Operating Expenses</b>	(242,626)	(209,578)	(211,170)	(217,055)	(223,107)
<b>Net Operating Income</b>	551	277,660	300,430	309,893	319,649
<b>Capital Items</b>					
Capital Expenditures	200,000	-	-	-	-
Partnership Expenses	-	-	-	-	-
Asset Management Fee	24,075	24,075	24,075	24,075	24,075
Capital Reserve	-	14,617	15,348	15,808	16,283
Capital Reserve	-	(14,617)	(15,348)	(15,808)	(16,283)
<b>Net Cash Flow before Debt</b>	(23,524)	253,585	276,355	285,818	295,574
<i>Free and Clear Return</i>	N/A	N/A	6.97%	7.59%	7.85%
Debt Service	(126,630)	(159,830)	(159,830)	(273,201)	(273,201)
<b>Net Cash Flow After Debt</b>	(150,154)	93,756	116,525	12,617	22,373
<i>Cash-on-Cash Return</i>	N/A	N/A	7.79%	9.68%	1.05%
<b>Cash Return Including Profit from Disposition</b>	0.00%	7.79%	111.28%	1.05%	97.03%

YEAR 3 REFINANCE  
RETURNS INVESTOR  
CAPITAL.

NEGATIVE YEAR 1  
CASH FLOW (\$150,154)  
COVERED BY RESERVE  
CAPITAL.





# HYPOTHETICAL INVESTOR RETURNS

Summary of Investors (LP) Returns	Total	Year 0	Year 1	Year 2	Year 3	Year 4	Year 5
<b>LP Returns</b>							
LP Contribution	<b>\$ 100,000.00</b>						
LP Stake	8.74%						
Holding Period	5 Years						
Preferred Return		(100,000)	-	7,789	18,521	-	-
Return of Capital (Refi or Sale)		-	-	-	92,756	1,048	6,196
Excess Cash Flow		-	-	-	(0)	-	72,736
<b>Total LP Distributions</b>	<b>199,046</b>	<b>-</b>	<b>-</b>	<b>7,789</b>	<b>111,277</b>	<b>1,048</b>	<b>78,932</b>
<b>Total LP Contributions</b>	<b>100,000</b>	<b>100,000</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
Total LP Profit (Including Fees)	99,046						
<b>LP IRR</b>	<b>20.68%</b>	<b>(100,000)</b>	<b>-</b>	<b>7,789</b>	<b>111,277</b>	<b>1,048</b>	<b>78,932</b>
<b>Cash-on-Cash Return</b>	<b>39.81%</b>		<b>0.0%</b>	<b>7.8%</b>	<b>111.3%</b>	<b>1.0%</b>	<b>78.9%</b>
<b>LP Equity Multiple</b>	<b>1.99x</b>						

<b>Investment Summary</b>	
Investor Contribution	100,000
Investor Stake	8.74%
<b>Investor Return</b>	<b>20.68%</b>
<b>Cash-on-Cash Return</b>	<b>39.81%</b>
<b>Investor Return Multiple</b>	<b>1.99x</b>

## EXECUTIVE TEAM



### Jesse Khera

#### Founder & CEO

Jasdeep (Jesse) Khera is the founder of Yieldwink. As the founder, he leads fundraising, deal origination, and property development. Prior to this venture, his role was as a Vice President at a \$2B private credit firm. Mr. Khera holds a BA in Economics from The City College of New York.



### Peter Hansen

#### Advisor & Vision Officer

Peter Hansen brings in over 30 years of global entrepreneurial experience. Mr. Hansen has co-founded several businesses across real estate & property development, technology, and private equity. Mr. Hansen holds an MBA from the Swinburne University of Technology.



### Kathryn Atkins

#### Marketing & Communications

Kathryn Atkins serves as Yieldwink's Marketing & Communications Advisor. Her 10+ years of communications and marketing experience is derived from the broadcasting, academia/higher education, and publishing industries. Ms. Atkins holds a BA in Communications & Management from the University of Minnesota.



### Tammy Eisenberg

#### Compliance & Legal Advisor

Tammy Eisenberg joins the Yieldwink team as a Legal and Compliance Advisor. Ms. Eisenberg is currently the Head of Compliance at a financial services company based in NYC. Ms. Eisenberg holds a J.D. from the Widener University Commonwealth Law School.



### Vinod Chand

#### Dir. Real Estate Acquisitions

Vinod Chand is a 30-year veteran of the hospitality, food service, and real estate industry. Mr. Chand's portfolio includes 23 KFC franchised restaurants and hotel properties in Manhattan, NY. Mr. Chand holds an MBA in Economics from Punjab University, India.



# FEATURED PORTFOLIO



**Hotel Indigo- 120-122 Water Street New York, NY**



**1010 E 19 Street Minneapolis, MN**



**1614 Hillside Ave New Hyde Park, NY**



**1803 10th Ave S Minneapolis, MN**



**KFC- 17 Properties: GA, FL, AL**



**211 E 46th Street Retail Condo New York, NY**





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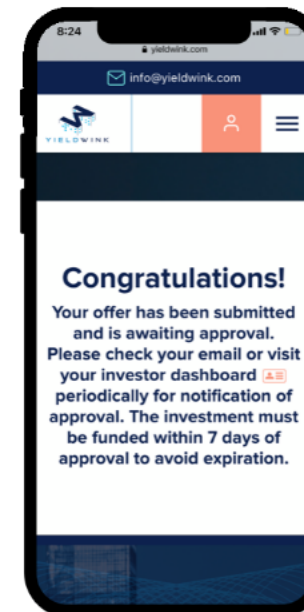
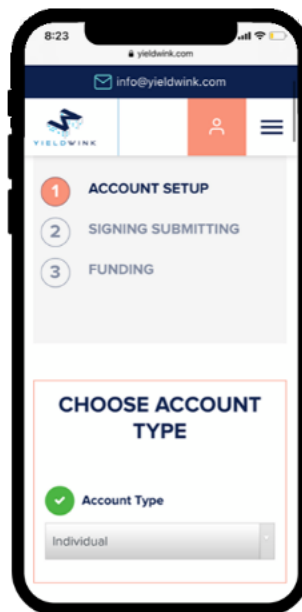
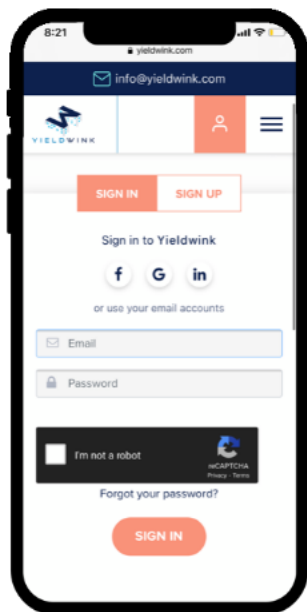
Set up investor profile



Add funding account



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# Thank you

**CONTACT INFO:**

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**phone: 646-309-0730**

