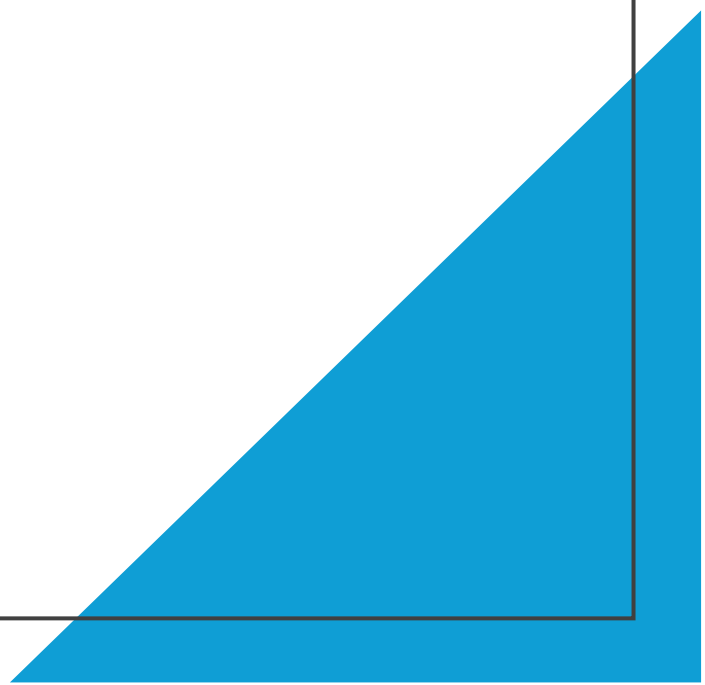




Income Fund

August 2024

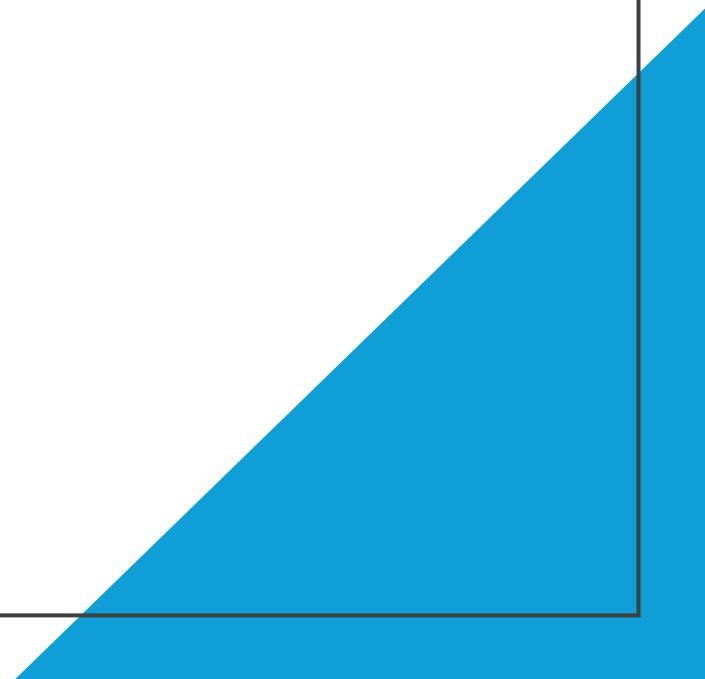


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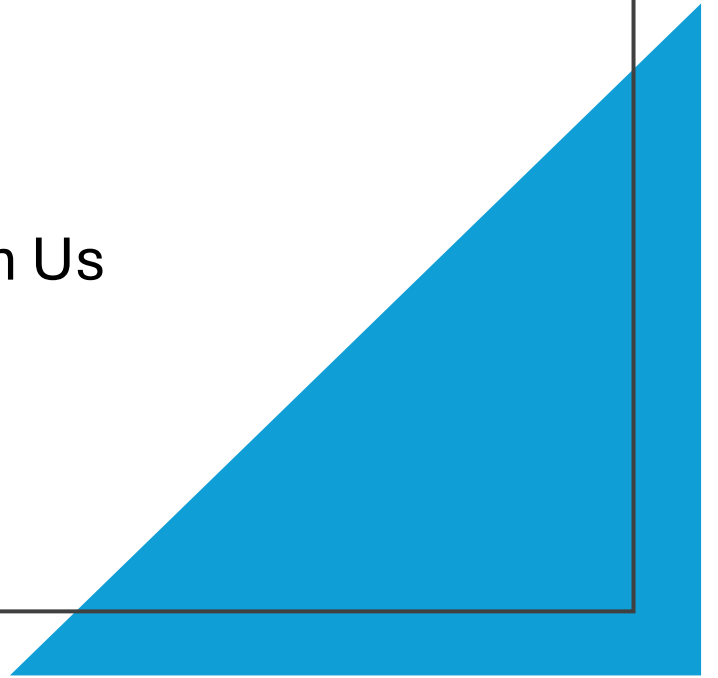
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Thank you!



What You'll Learn

Who We Are
What We Do It
Where We Do It
Why We Do It
How We Do It
How You Can Invest With Us



Vertically Integrated Owner Operators



Rebuilding *Essential* Homes for *Essential* Workers in *Essential* Communities



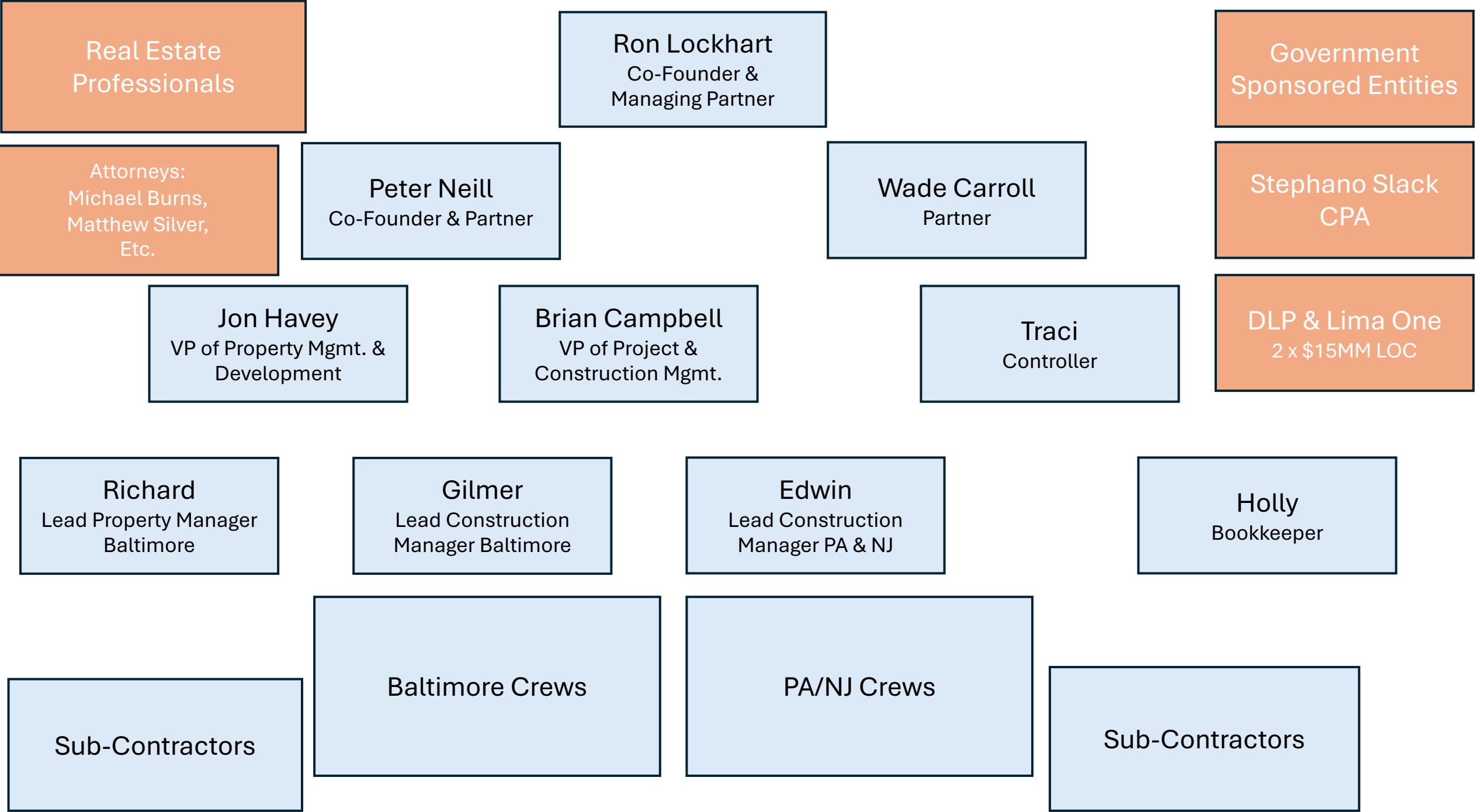
Vertically Integrated Owner Operator



IN-HOUSE
CONSTRUCTION



IN-HOUSE
PROPERTY MANAGEMENT



Track Record



Founded in 2019: Consistent Returns Paid Since Inception, Never Lost Principal



\$25MM in AUM



120+ Doors



3 States: Maryland, Pennsylvania, and New Jersey

What We Do

- We purchase dilapidated homes at significant discounts.
- We renovate the homes using our **in-house construction** crews and extensive network of sub-contractors.
- We rent the homes and manage them through our **in-house property management** team.

Rebuilding *Essential* Homes for *Essential* Workers in *Essential* Communities

Workforce & Affordable Homes

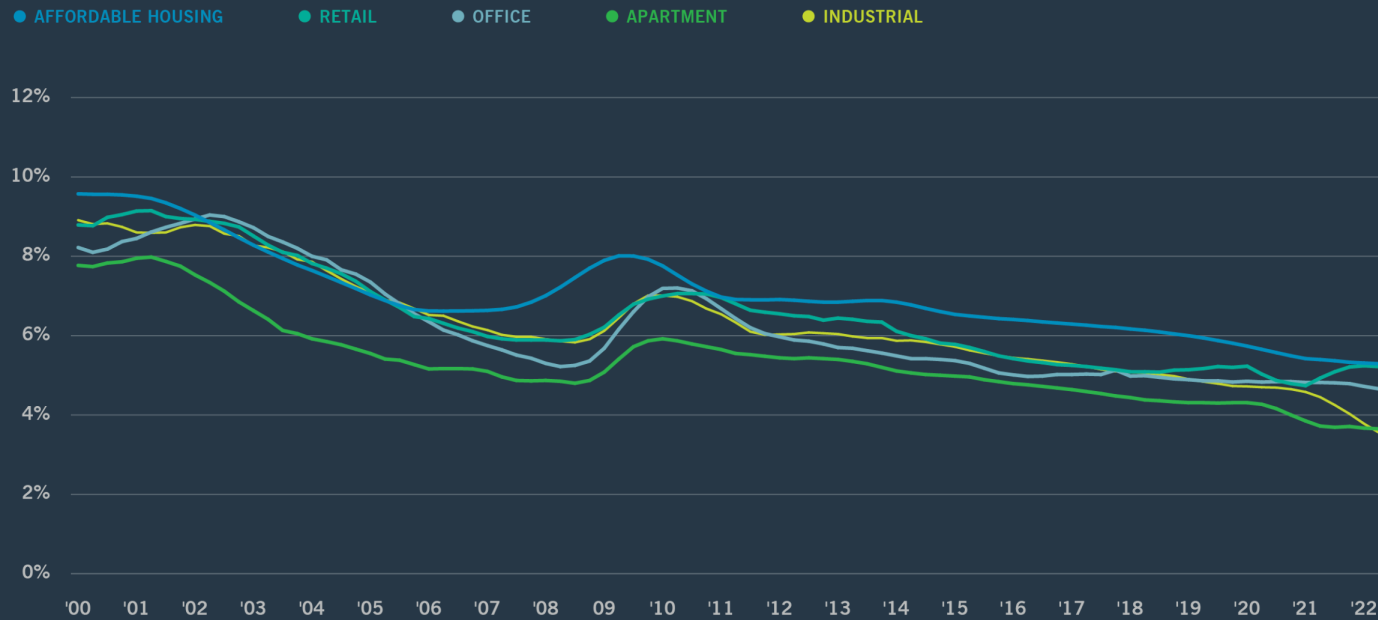
Affordable Housing is generally defined as housing on which the occupant is paying no more than 30 percent of gross income for housing costs, including utilities. That can be achieved through a subsidy such as a Housing Choice Voucher (AKA Section 8) or not.

Workforce Housing is housing affordable to the typical worker this includes bread and butter industries, such as teachers, healthcare workers, retail workers, and others who provide essential services in the community like first responders and local government workers.



Recession Resilient

Figure 2: Market Cap Rates by Sector



Source: NCREIF; CoStar, August 2022

Throughout the last three real estate cycles affordable housing has outperformed most real estate sectors, including market rate apartments.

$$\text{Cap Rate (\%)} = \frac{\text{Net Operating Income (NOI)}}{\text{Property Value}}$$

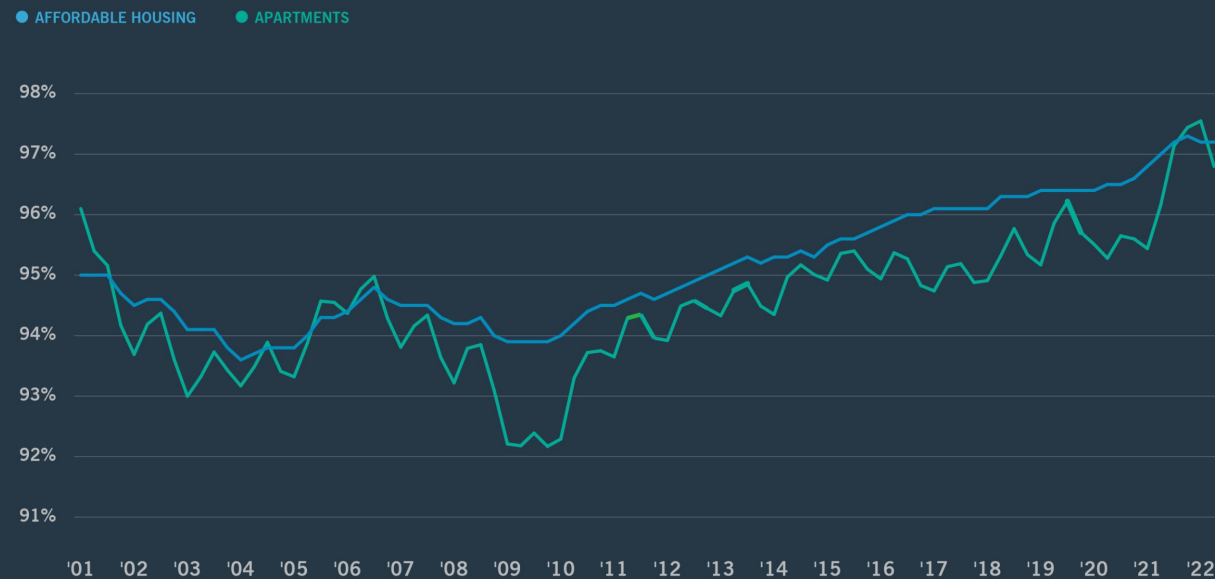
Capitalization rate, or cap rate, is the rate of return expected to be generated by a rental real estate property.

Recession Resilient

Given the lack of supply and outsized demand, affordable properties have boasted higher occupancy and less volatility than traditional market-rate rentals.

During downturns affordable housing rents are not typically adjusted downwards like market-rate rentals, further exhibiting this sector's durable cash flow.

Figure 4: Occupancy - Affordable Housing vs. Apartments



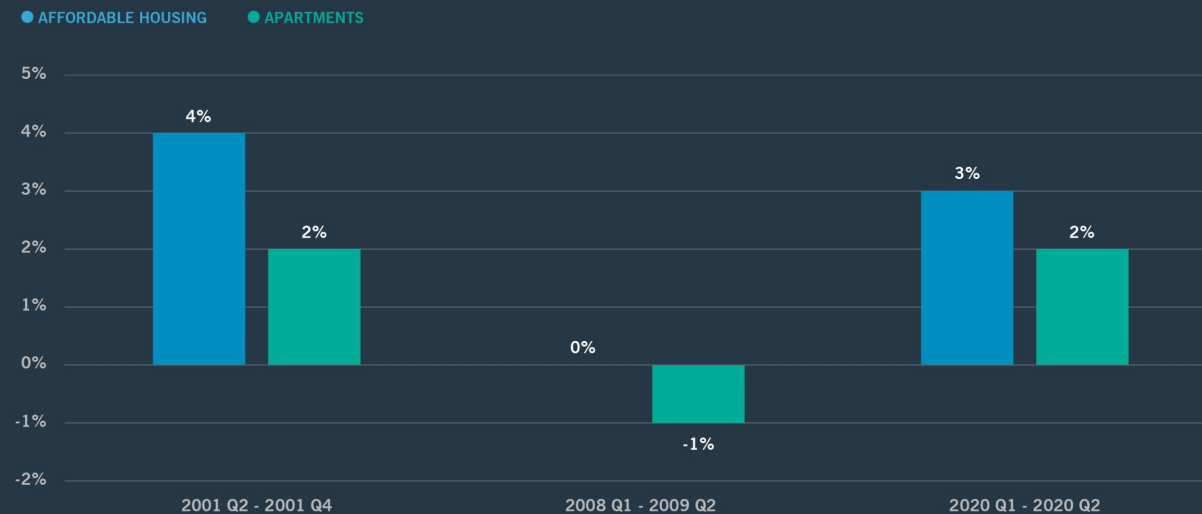
Source: RealPage, CoStar, August 2022

Recession Resilient

Throughout the last three economic downturns, affordable housing rent growth and occupancy growth outperformed traditional apartments.

Demand for more affordable housing increases during recessionary environments as renters' incomes drop and are priced out of higher priced units.

Figure 5: Downturn Performance - Affordable Housing RevPAF Growth (% YoY)

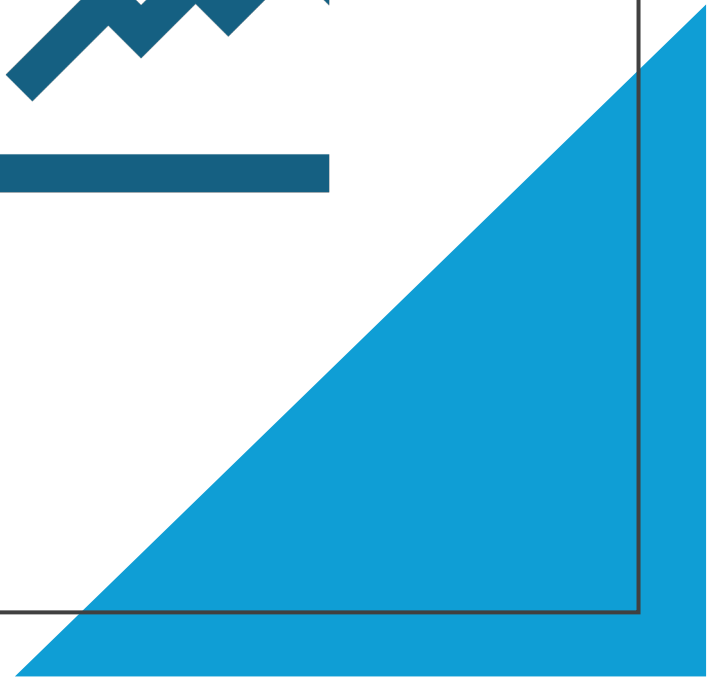
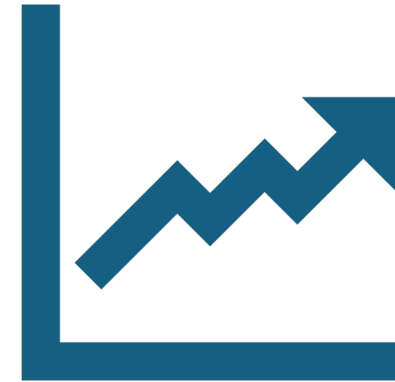


Source: RealPage, CoStar, August 2022

Note: RevPAF growth is YoY effective rent growth + YoY occupancy growth

Note: RevPAF growth is YoY effective rent growth + YoY occupancy growth

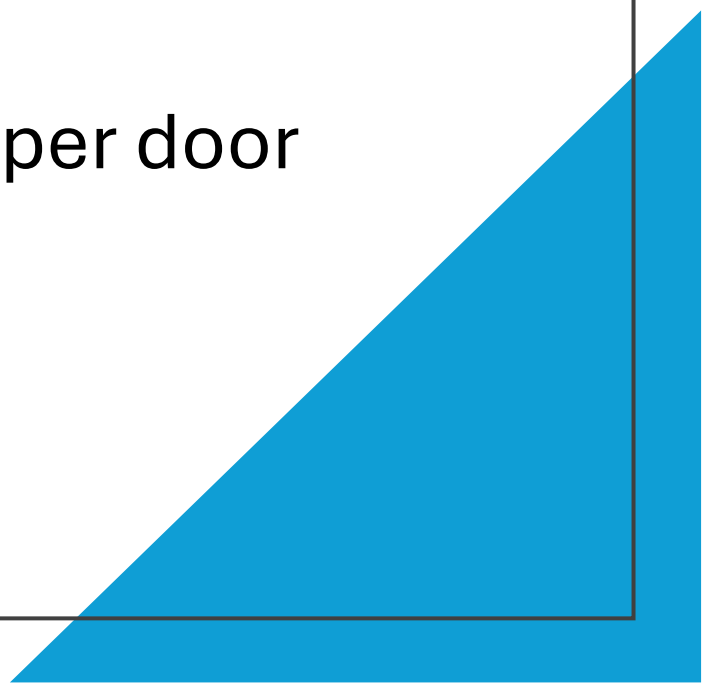
Limited *Supply* &
Outsized *Demand*



Model: Averages

- Dilapidated Single-Family Homes
- All In (Purchase + Renovation Costs): <\$130,000
- After Repair Value: >\$185,000 ideally closer to \$200,000 (typically under \$250,000 – greater diversification)
- Refinance: 70% LTV
- Rent: \$19,800/annual (\$1,650/month)
- Taxes and Insurance: \$2,600/annual (\$217/month)



- All in 60-70% of Market Value
 - Creating 30-40% Equity in each deal
 - We want Net Cash Flow to be at least \$300 per door
- 
- A solid blue right-angled triangle is positioned in the bottom right corner of the slide, with its hypotenuse running from the bottom left towards the top right.

Acquisitions

What & Where

- ❖ Individual
- ❖ Portfolios
- ❖ Lots/Land

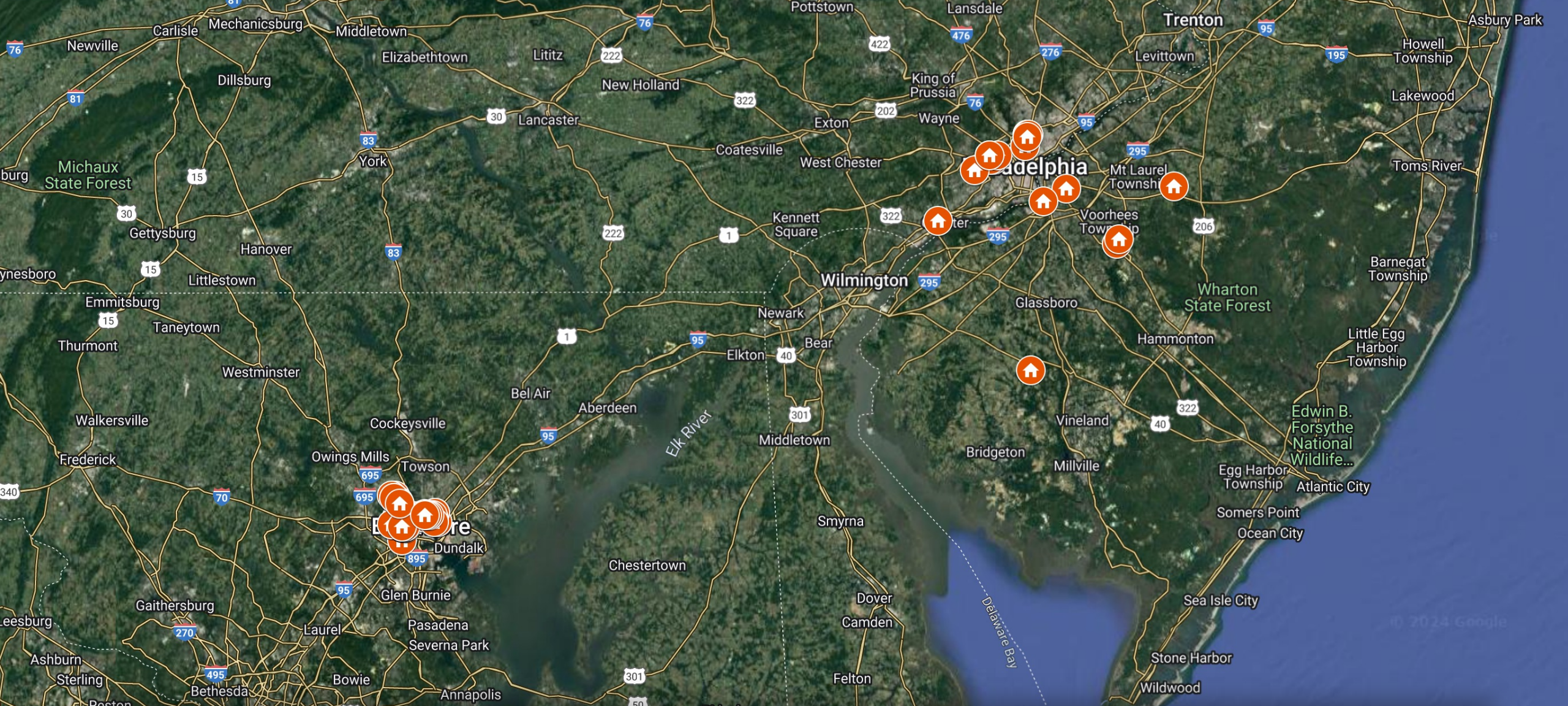
- ❖ Auctions
- ❖ Off-Market
- ❖ On-Market
- ❖ Direct-to-Owner
- ❖ Government Sponsored Entities

Who & Why

- ❖ Tired Landlords
- ❖ Retired Landlords
- ❖ Out of State Owners
- ❖ Estate
- ❖ Passive Investors
- ❖ Bad Investors
- ❖ Active Investors

Due Diligence and Underwriting

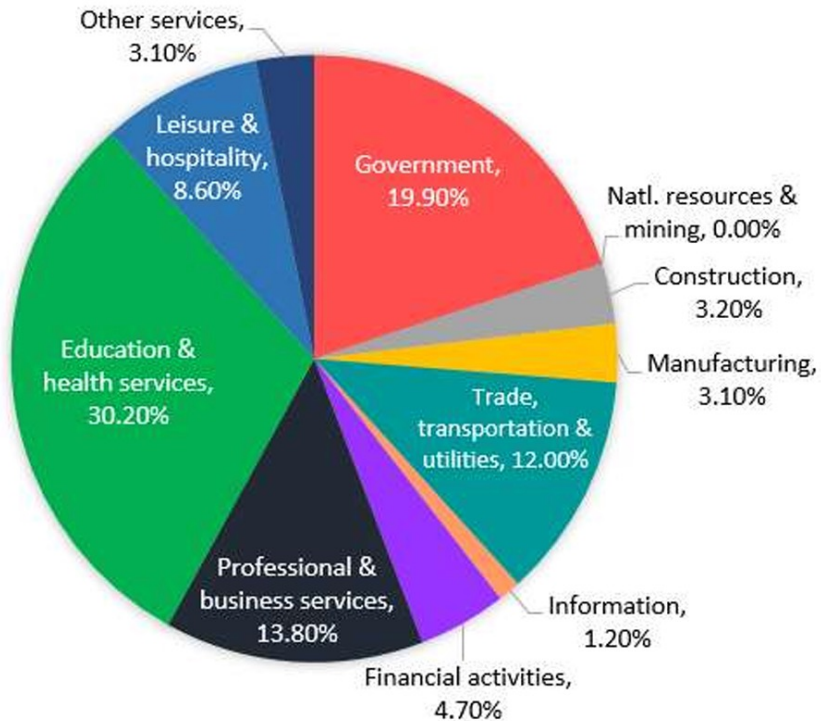
- **Systematic Approach:** We follow a set of rules to achieve our desired outcome.
- All In 60-70% of Fair Market Value (Creating 30-40% Equity in each deal)
 - Comps
 - Renovation Cost
- Market Dynamics
- Location: Macro + Micro Neighborhood
- Schools
- Economic Drivers: **Hospitals** + Transportation
 - Community Investments
- Crime Trending in the Right Direction



Markets: Baltimore, MD, Philadelphia, PA and South New Jersey



LEGG MASON
GLOBAL ASSET MANAGEMENT



Baltimore, MD

- **Unemployment:** 3.8% (US: 4.3%)
- **Housing Market:** +4.1% YOY (US: 3.3%)
- **Inventory:** -57% Pre-Covid
- **Rental Market:** +3.3% YOY
- **Rated Most Affordable Place to Live on the East Coast by Redfin**

Baltimore City among the fastest growing large economies in the U.S.

- Economic output topped \$50 billion in 2022.
- That's a 5.9% increase between 2021 and 2022 in GDP, which measures the dollar value of all goods and services produced in a region. It is generally used to gauge the health of an economy.
- Baltimore's economy is growing far faster than the U.S. economy as a whole, which grew by 1.9%.

Baltimore City among the fastest growing large economies in the U.S.

Baltimore has the 8th fastest growing GDP among counties with at least \$50 billion in GDP in 2022.

Search in table

Page 1 of 11 >

County	Billions of 2017 dollars	Year-over-year increase
Douglas, Nebraska	\$54.6	9.2%
Collin, Texas	\$83.2	8.7%
Travis, Texas	\$150.8	7.7%
Denver, Colorado	\$96.7	7.3%
Davidson, Tennessee	\$85.5	6.9%
Essex, New Jersey	\$58.6	6.6%
Orange, Florida	\$115	6.5%
Baltimore City, Maryland	\$51.2	5.9%

Real gross domestic product in 2017 dollars

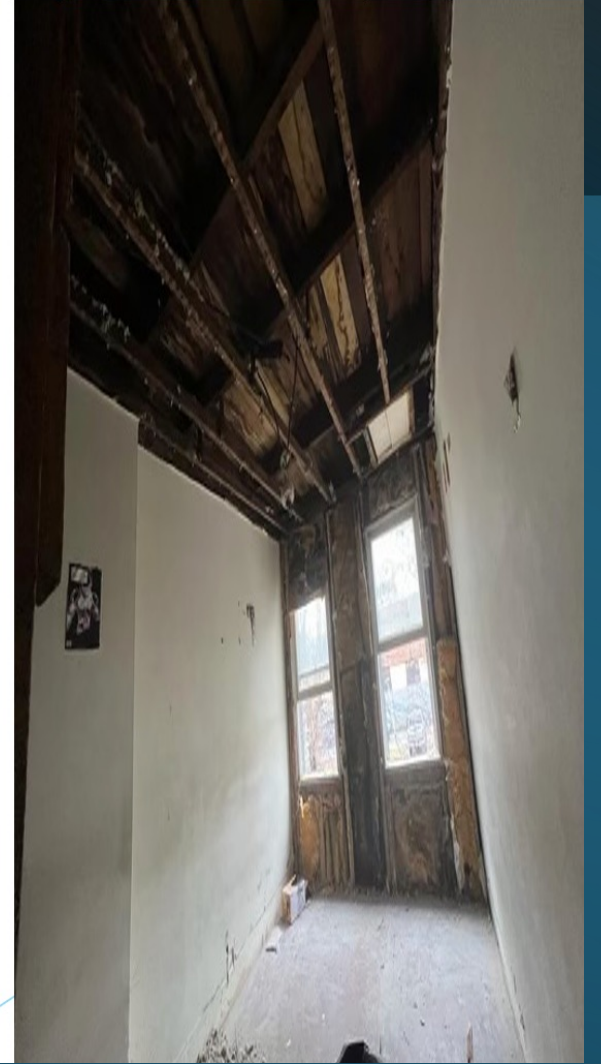
Table: Ramsey Archibald • Source: Bureau of Economic Analysis



Massive Opportunity in Baltimore

13,000 Vacant Homes

20,000 Lots





Finished Kitchen



Finished Kitchen



Finished Living Area

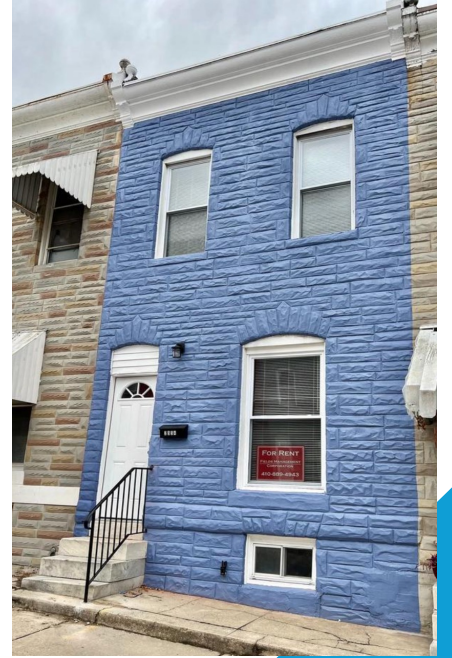
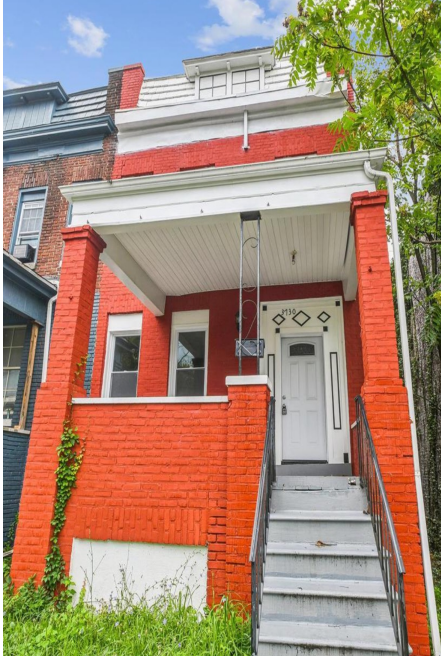


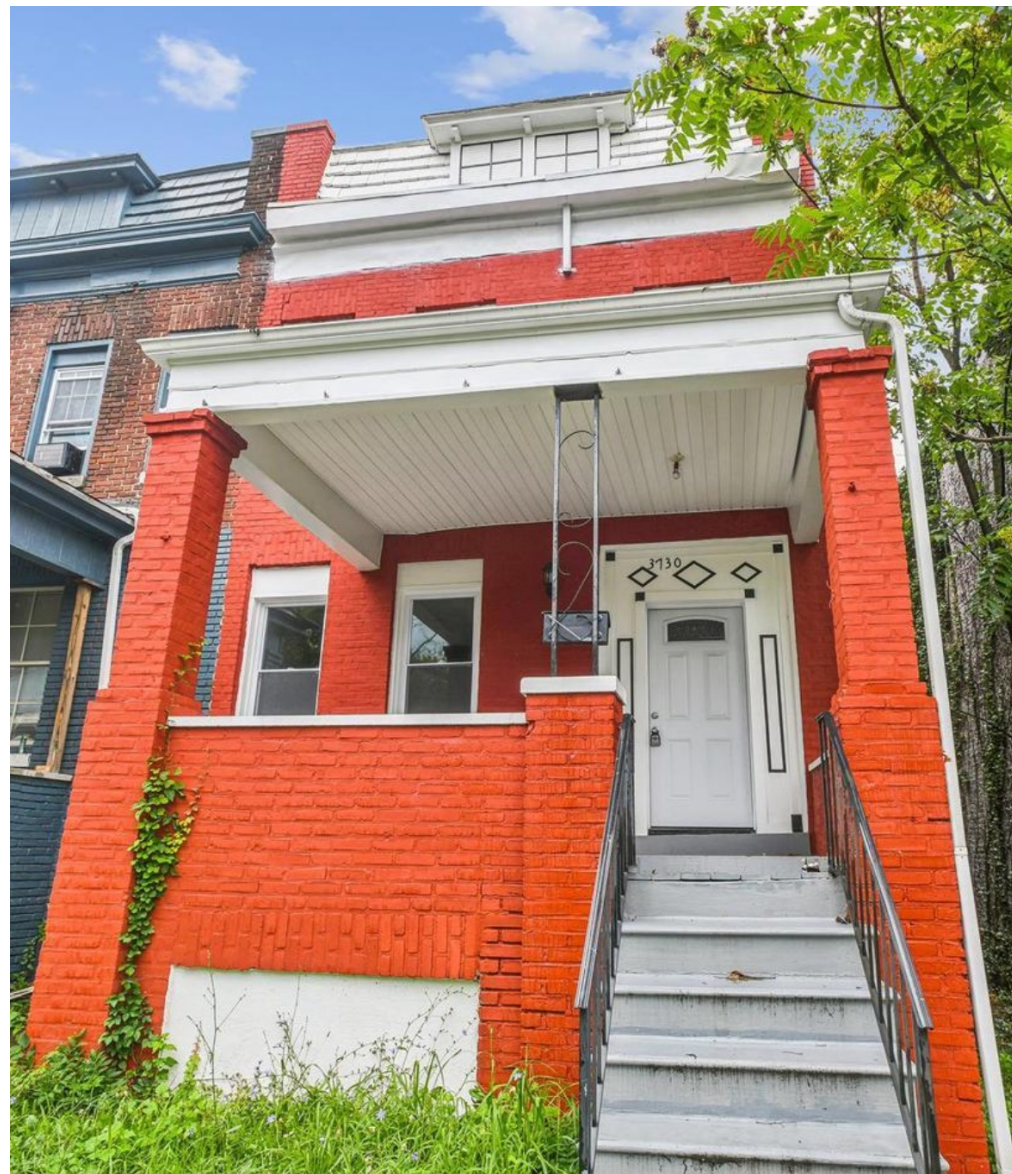
Finished Bathroom

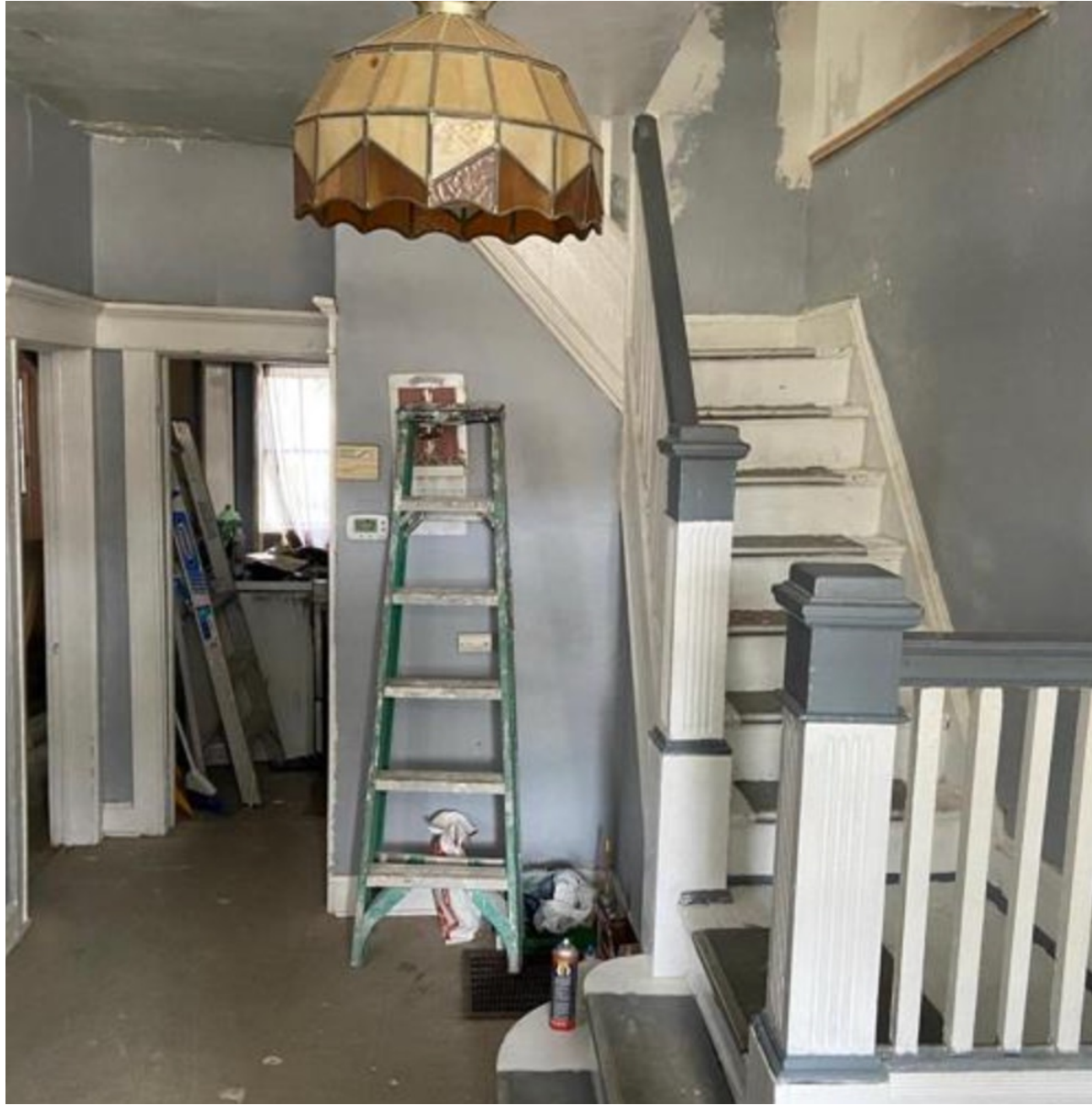




Finished Bathroom













Portfolio: Case Studies

N Bouldin St, Baltimore, MD 21205

- \$75k purchase
- \$25k renovation (20 days)
- All In: \$100k
- ARV: \$160k
- 62.5% of FMV (37.5% Equity Created)
- Rent: \$1,415/month



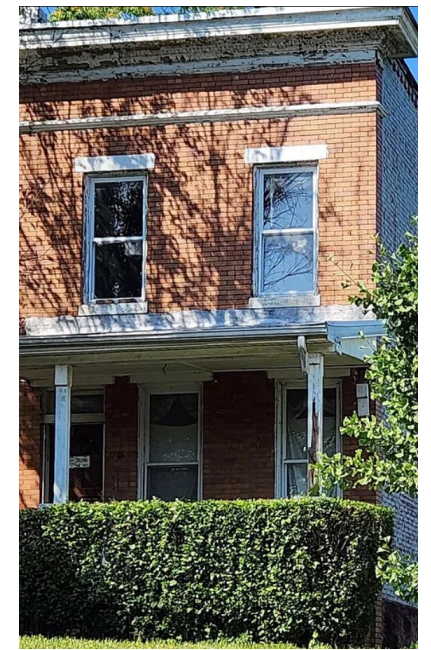
N Milton Ave, Baltimore, MD 21213

- \$47,500 purchase
- \$90,000 renovation (45 days)
- All In: \$137,500
- ARV: \$195,000
- 70.5% of FMV (29.5% Equity Created)
- Rent: \$1,675/month



Reisterstown Rd, Baltimore, MD 21215

- \$65k purchase
- \$125k renovation (60 days)
- All In: \$190k
- ARV: \$285k
- 66.7% of FMV (33.3% Equity Created)
- Rent: \$2,400/month



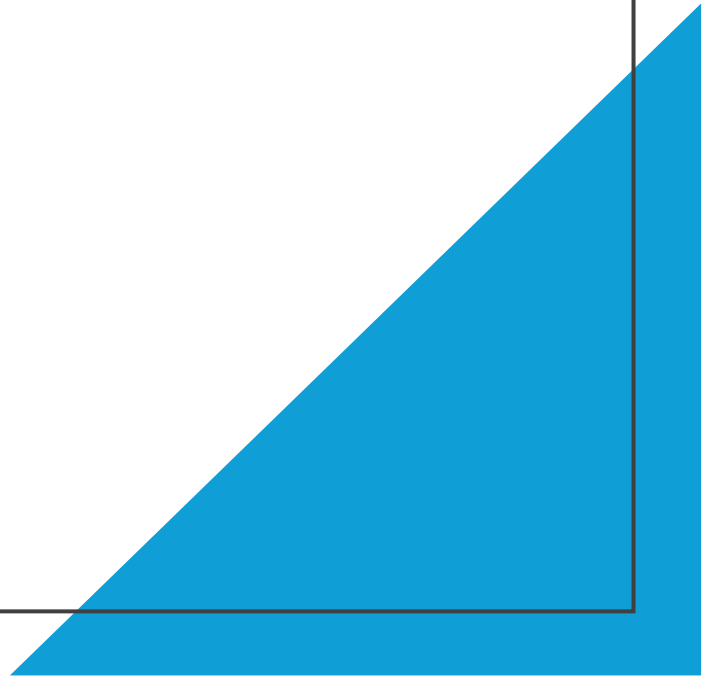
Letitia Ave, Baltimore, MD 21230

(11 Town Homes in Baltimore MD 21230)

- All In: \$175k per home (12 months)
- FMV: \$295K
- 59% of FMV (41% Equity Created)
- Rent: \$2,300/month



Impact Investing
at it's Finest!



Making a Serious Positive Impact!

- Investing in Workforce and Affordable housing positively impacts *individuals, families, and communities* in various ways.
- **Stimulates Economic Growth:** By attracting and retaining a skilled workforce, benefiting local businesses and the economy.
- **Addresses Housing Inequality:** Reducing disparities in living conditions, providing safe, decent, and affordable housing options for individuals and families with middle-to-moderate incomes.
- **Improves Health and Education:** Can lead to better health outcomes and improved access to educational opportunities for families.

The Income Fund

10% Return | \$10k Minimum | 9 month term (1yr, 3yr, 5yr term also available)

11% Return | \$25k Minimum | 1 year term (3yr and 5yr term also available)

12% Return | \$50k Minimum | 2 year term (3yr and 5yr term also available)

- *Distributions can be taken Monthly or Compounded (returns as high as 16.33%).*
- *Accepts Personal, Entity, Self Directed Retirement Accounts (SDIRA and Solo 401k), and Trust*
- *Taxed as Ordinary Income. Our CPA's opinion is there is no UBIT in SDIRA's.*
- *Financial Statements are provided quarterly.*
- *Financial Review Calls with the Partners are held quarterly.*

Rebuilding *Essential* Homes for *Essential* Workers in *Essential* Communities



Contact

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www.GSPREI.com