

DAVID'S
LANDING



CLAY
marketplace

A LIFESTYLE CENTER
OFFICE • RETAIL • DINING • APARTMENT LIVING



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INVESTMENT OVERVIEW

PROJECT OVERVIEW

The Syracuse Realty Group (SRG) is developing a mixed-use apartment project with 96 garden style apartments, 48 garage spaces and 15,200 square feet of total commercial space on two out-parcels. The land for a third out-parcel will be ground leased.

PROJECT DESCRIPTION

The property will consist of two 3-story apartment buildings with a total of 125,106 square feet with parking for 236 cars (including the garages). There will be 60 - 2 Br / 2 Bath units and 36 - 1 Br / 1 Bath units. In addition, there are three out-parcels for commercial development. Two out-parcels totaling 15,200 square feet will be developed by SRG and one out-parcel will be ground leased. Total project site area is 14.95 acres.

THE DEVELOPER

The Developer is QP2 Properties, LLC, a single purpose, single asset LLC consisting of the same individuals from the Syracuse Realty Group. Further information on SRG can be found by visiting www.syracuserealtygroup.com.

TOTAL COST

\$25.2 MM

EQUITY REQUIRED

\$5.0 MM

CONSTRUCTION START

Winter 2023

COMPLETION

Summer 2024

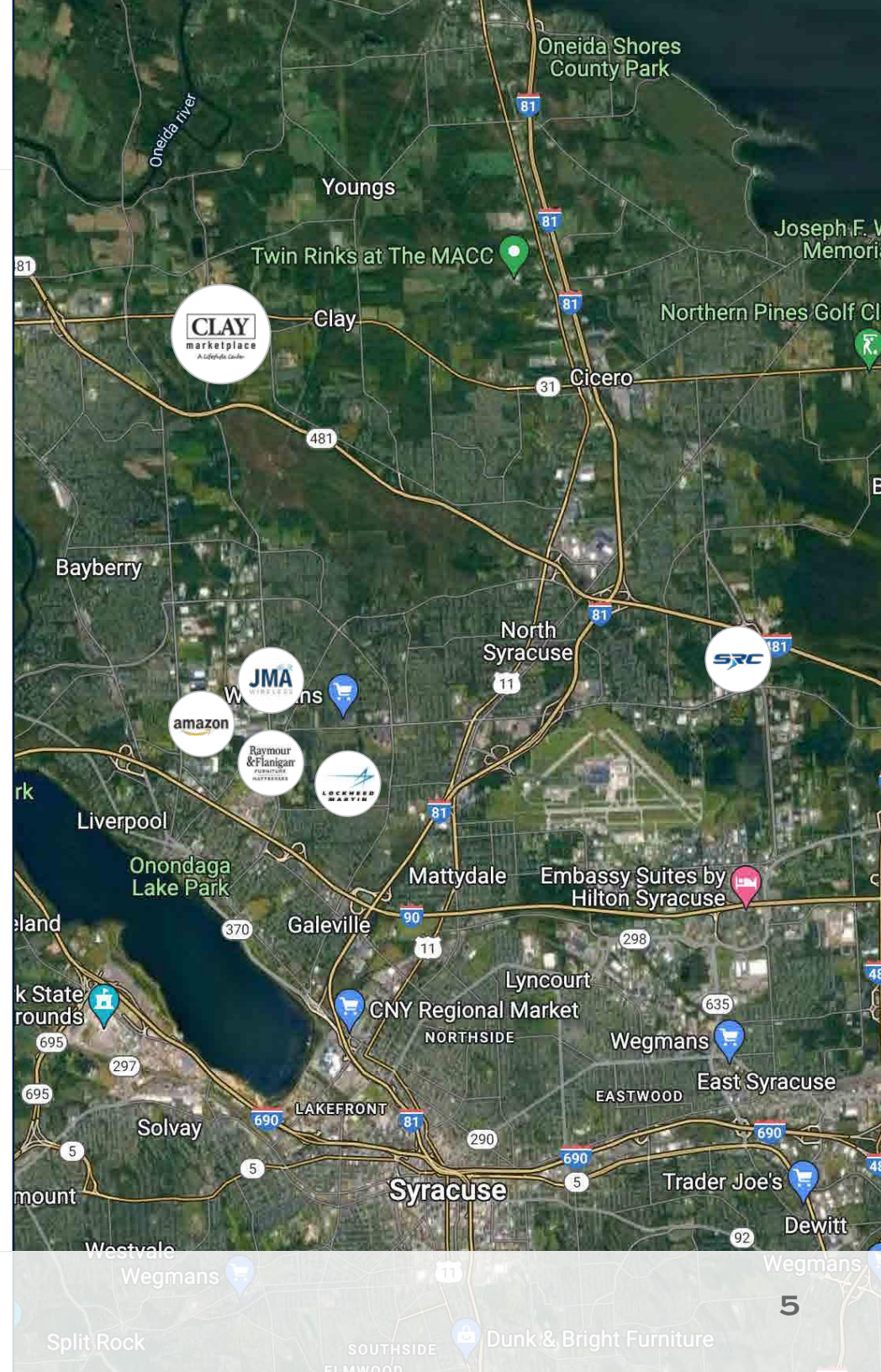
LOCATION

The site is strategically located at the intersection of NYS Route 31 and Henry Clay Boulevard in the Town of Clay. The 2019 AADT are 10,407 for Route 31 and 6,788 for Henry Clay Boulevard. The three-mile radius contains a population of 24,435 with a median household income of \$85,456. A 10-minute drive time contains a population of 60,894 with a median household income of \$75,596.

INVESTMENT HIGHLIGHTS

ECONOMIC DRIVERS

- Syracuse recently named one of the Top 3 places in the country to live post-pandemic by Business Insider.
- Significant corporate investment in the addressable market:
 - Amazon's new 3.7mm SF facility creating 1,000 new jobs only a 11 minute drive from the project
 - Lockheed Martin recently won a record setting \$3 billion contract and is located only a 10 minute drive from the site
 - SRC Inc. adding 300 new jobs at it Cicero campus, only 14 minutes from the project
 - Raymour & Flanigan looking to hire 1,000 new employees at their field support and distribution center
 - JMA Wireless investing \$25 million to build out a 5G component factory, a 6 minute drive
 - Byrne Dairy expanding its ultra dairy plant, a 19 minute drive from the project
 - The White Pine Commerce Park – 1200 acre development site owned by the County is being considered by domestic semiconductor manufacturers because of its size and access to vast amounts of water and power. The Park is 1.5 miles from the project.



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INVESTMENT TERMS AND RETURNS

INVESTMENT

A 96 unit Multifamily and 3 Commercial Outparcels Development in Clay, NY (a Syracuse suburb)

PROJECT COST

\$25,200,000

CONSTRUCTION LOAN

\$20,200,000

REQUIRED EQUITY

\$5,000,000 (rounded)

OWNERSHIP UNITS

Ownership will consist of 100 equity units at \$62,500 per unit share

Group A Investor - (Partners / Affiliates) - will contribute in kind equity and receive 20 equity units (20%).

Group A Investor shall not collect a Project Developer Fee.

Group B Investor - (3rd Party Investors) - will contribute equity totalling \$5,000,000 and receive 80 equity units (80%)

There will be no cash calls from Group B Investors after their initial equity contribution.

RECOURSE / GUARANTEES

Group A Investor will take 100% of all recourse & guarantees required by the Lender. Additionally, Group A will guarantee construction completion.

PROJECTED RETURNS

Group B Investor will receive 80% of all cash from the Project cash flow & sale.

On a 8 Year Investment Period - the Group B Investor will receive from Project cash flow & sale proceeds approximately \$10,152,259 over their capital investment, yielding an IRR of 20.09 % and an Equity Multiple of 3.01x

DISTRIBUTION SCHEDULE

Monthly commencing after Project Construction completion and lease up generates cash flow.

SCHEDULE

Investment Date - Fall 2022

Construction Start - Winter 2023

Construction Completion - Summer 2024

DEVELOPMENT TEAM

Management Team

ORAZIO CRISALLI

Orazio Crisalli (“Ozzie”) is the Managing Member of the Company and is a graduate of Siena College with a Bachelor of Science degree in accounting and finance. Ozzie is a broker and partner in Syracuse Realty Group (“SRG”). Ozzie has been a licensed Real Estate Broker in New York State of 24 years. A lifelong resident of Central New York, Ozzie has worked for national, regional, and local real estate companies in this market since 1986. His experience includes property management, construction, land development, and historic building rehabilitation. Ozzie has managed and leased portfolios up to 2 million square feet of office, retail, and multi-family properties that cover a geographic area in New York State from Watertown to Binghamton and Rochester to Albany. During his career, he has participated in over 4 million square feet of real estate transactions representing landlords, tenants, sellers, and buyers.

MICHAEL ARCURI

Michael Arcuri (“Michael”) is a Member of the Company and a graduate of the State University of New York at Oswego with a Bachelor of Science in accounting. Michael has been a licensed Realtor in New York State since 2005. Michael’s focus was on residential and commercial real estate from 2001 to 2006, first by purchasing, renovating, and reselling residential properties and then by becoming a licensed Top Producing Residential Sales Agent. In 2007, he joined SRG as a partner and associate broker and has worked exclusively on the commercial real estate team at SRG. In 2014, Michael earned his Certified Commercial Investment Manager (“CCIM”) designation. As part of the SRG redevelopment team, he participated in the renovation and redevelopment of 106 S. Main Street, 201 S. Main Street, and 117 S. Main Street, in the Village of North Syracuse, New York consisting of 27,600 sq.ft. in total, 24 apartments and 7,000 sq.ft. of office and retail space totaling \$3.2 million dollars.

From 2006 to 2016, Ozzie and Michael as members of SRG completed multiple redevelopment projects in the Village of North Syracuse including the following:

(i) 3,200 sq.ft. retail space with 1 residential apartment (2007); (ii) 4,100 sq.ft. office space with three separate office spaces (2009); (iii) 17,200 sq.ft. vacant office building (2012); (iv) 16 one and two bedroom apartments with 2 commercial storefronts (2014); (v) 6,000 sq.ft. vacant retail space (2014); and (vi) 8 residential apartments with one 800 sq.ft. storefront (2016).

Syracuse Realty Group will be the exclusive managing and leasing agent for the Project with a management fee being paid to Syracuse Realty Group. Attached hereto as Exhibit “A” is a copy of the Manager’s Fees or other compensation for the managers of the Company.

CONSTRUCTION MANAGER (GARY F. FROST)

Gary F. Frost (“Gary”) is president of GF Frost Construction Co., Inc. is the construction partner on the Project. Gary started in the construction industry in 1968. Gary has been a noteworthy leader in the construction industry throughout New York State. With over 1 million square feet of renovations and building from the ground up, more than \$100 million in construction costs, his exemplary management is exemplified through his work. While performing construction management services along with commercial and residential contracting, his firm G.F. Frost Construction Co., Inc. performs a wide array of services from historic renovations, turn-key buildings. Gary is a member of the Syracuse Builders Exchange and has experience not only as a firm owner, but also as a NYS certified carpentry instructor and NYS Licensed Inspector. Through his education, experience, and leadership abilities, he empowers his sub-contractors and employees with high standards and quality throughout his business. Gary has also been asked several times to be an expert witness at trials when construction problems are litigated. Gary’s most important skill is value engineering without compromising, scrutinizing change orders to the owners benefit, buying out the project and then delivering the project on-time and on-budget.

Architectural and Engineering Team

SITE ENGINEER: L.J.R. ENGINEERING, P.C. (ALEX WISNIEWSKI, PE)

L.J.R. Engineering, P.C. was formed by Larry Roscini in February, 1990. The firm is located in the ELTA Business Park in Cicero, New York, just north of Syracuse, New York. The staff has extensive training and experience in site design, municipal services, construction observation, contract administration, computer and CAD technology, and other services offered by the firm. The firm specializes in site design for commercial and residential development and provides engineering consulting services for municipal and private clients. In addition, it offers watershed analysis, feasibility studies and septic system designs.

ARCHITECTS: IN-ARCHITECTS (JOSEPH R. PIRANIO, AIA)

In-ARCHITECTS specializes in designing space that enhances interaction between people and their environment with over 50 years of combined industry experience. The company's design products is a reflection of the individuality of its client and the unique project goals established during conceptual design. Their design decisions are based on the understanding and translation of information provided by either the client, the site, or the environment. Their design success is a result of identifying key stakeholders who share the mission to execute the projects visions and create a larger community impact.

STRUCTURAL ENGINEERING: PALUCCI ENGINEERING, P.C. (BOB PALUCCI)

Bob Palucci earned Bachelor of Science degree from Syracuse University and has more than 40 years experience in structural engineering, has registrations in New York and twelve other states, and has been the chief structural engineer for Palucci Engineering, P.C. since 1985. Bob is responsible for the engineering coordination and design for all projects, having been the consulting structural engineer on multiple projects in the Syracuse area.

MECHANICAL ENGINEERING: ASM ENGINEERING PC (FRANK CRISPIN, PE)

Licensed professional engineer with over twenty five years of experience providing mechanical engineering services from the schematic and construction document phase through construction administration and coordination for a variety of clients.

Financing

ANTHONY A. PUGLIESE, MANAGING MEMBER OF TAP CAPITAL, LLC

Tony Pugliese founded TAP Capital, LLC, after spending over 20 years in the Commercial Real Estate Industry – where he gained expertise in the financing, construction and acquisition of office, retail and apartment properties throughout the United States. To date, he has closed \$2 billion in CRE transactions.

Since 1997, Tony has been involved in various real estate transactions as a principal, real estate broker, or consultant. He is a licensed New York State Real Estate Broker, has an MBA from Chapman College (Orange County California), a B.S. with honors from the University of Albany (Albany, New York) with dual majors in Finance & Economics, and he graduated from Christian Brothers Academy High School, Syracuse, New York.

DEMOGRAPHICS – 10 MINUTE DRIVE

POPULATION

60,894

AVG. HOUSEHOLD SIZE

2.5

MEDIAN HOUSEHOLD INCOME

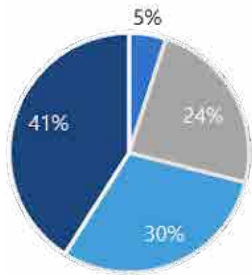
\$75,956

MEDIAN NET WORTH

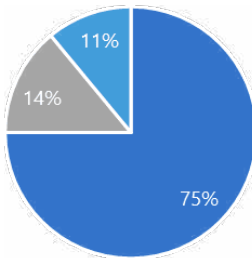
\$167,028

MEDIAN AGE

40.7



- No High School Diploma
- High School Graduate
- Some College
- Bachelor's/Grad



- White Collar
- Blue Collar
- Services

10% Unemployment Rate



1,745
BUSINESSES



28,841
TOTAL EMPLOYEES

HOUSEHOLDS BY INCOME

Indicator	Value
<\$15,000	5.7%
\$15,000-\$24,000	6.4%
\$25,000-\$34,000	6.7%
\$35,000-\$49,999	11.6%
\$50,000-\$74,999	18.8%
\$75,000-\$99,999	16.6%
\$100,000-\$149,999	21.3%
\$150,000-\$199,999	7.9%
\$200,000+	5.1%

DEMOGRAPHICS – 3 MILE RING

POPULATION

24,435

AVG. HOUSEHOLD SIZE

2.7

MEDIAN HOUSEHOLD INCOME

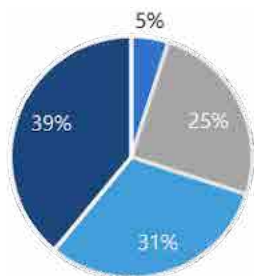
\$85,456

MEDIAN NET WORTH

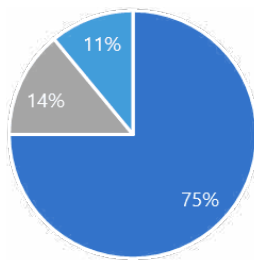
\$252,605

MEDIAN AGE

41.1



- No High School Diploma
- High School Graduate
- Some College
- Bachelor's/Grad



- White Collar
- Blue Collar
- Services

10% Unemployment Rate



541

BUSINESSES



7,459

TOTAL EMPLOYEES

HOUSEHOLDS BY INCOME

Indicator	Value
<\$15,000	4.9%
\$15,000-\$24,000	5.0%
\$25,000-\$34,000	5.5%
\$35,000-\$49,999	9.4%
\$50,000-\$74,999	16.6%
\$75,000-\$99,999	17.3%
\$100,000-\$149,999	24.2%
\$150,000-\$199,999	10.1%
\$200,000+	7.1%

FINANCIAL DATA

PROPERTY INFORMATION

Property Name	Clay Marketplace
Location	Clay, New York
Property Type	Apts. / Commercial
Year Built	New Construction
Acreage.....	14.95
Total Apartment Units.....	96
Total Commercial Sq. Ft.	15,200
Out Parcel Ground Lease.....	14,900 sf
Total Building Sq. Ft.	153,506

SOURCES & USES

Sources	Amount	%
Equity	\$5,039,564	20%
PACE Financing	\$5,039,564	20%
Construction Loan.....	\$15,118,692	60%
Total	\$25,197,820	100%

Uses	Amount	%
Land Costs.....	\$ 1,200,000	5%
Development Costs.....	\$21,404,425	85%
Soft & Closing Costs	\$2,593,396	10%
Total	\$25,197,820	100%

CONSTRUCTION LOAN ASSUMPTIONS

Loan to Total Costs.....	60.0%
Interest Rate	6.0%
Terms (I/O Period)	24 months
Cash Equity In.....	Month 1
Construction Loan Funding	Months 1-24
Project Stabilization Date.....	Year 3

PRO FORMA ASSUMPTIONS

Revenue Assumptions

Apartment Revenue

2 Bedroom / 2 Bath Rent PSF	\$1.60
2 Bedroom Sq. Ft.	1,100
Total 2 Bedroom Rent	\$1,760
Total #of 2 Bedroom / 2 Bath Units	60
Total Monthly 2 Bedroom Revenue	\$105,600

1 Bedroom / 1 Bath Rent PSF	\$1.65
1 Bedroom Sq. Ft.	900
Total 1 Bedroom Rent	\$1,485
Total # of 1 Bedroom	36
Total Monthly 1 Bedroom Revenue	\$53,460

Total # of Apartment Units	96
Total Apartment Sq. Ft.	98,400
Total Monthly Apartment Revenue	\$159,060
Total Annual Apartment Revenue	\$1,908,720

Commercial Revenue

Total Commercial Sq. Ft.	15,200
Commercial Rents (NNN)	\$17.50
Out Parcel Ground Rent	\$65,000
Total Annual Net Commercial Rent	\$331,000

Garage Rental - 48 spaces @ \$175	\$100,800
Concierge Services	\$18,000
Total Annual Income	\$2,358,520

Apartment Operating Cost Assumptions

Expenses per Unit	\$5,322
Replacement Reserves per Unit	\$200
Total Per Unit Operating Expenses	\$5,522

FINANCIAL DATA

PERMANENT LOAN ASSUMPTIONS

Start Date.....	Year 3
Year 3 Stabilized CF.....	\$1,890,243
Projected Cap Rate.....	6.00%
Project Value.....	\$31,504,054
Construction / PACE /Fees (2%) Payoff.....	\$20,561,421
Loan of Value.....	65.3%
Interest Rate.....	6%
Amortization.....	30 Years
Annual Debt Service.....	\$1,479,313
DSC.....	1.28

MARKET ASSUMPTIONS

Annual Income Growth Rate.....	1.50%
Annual Expense Growth Rate.....	1.25%
Vacancy Rate.....	5.00%
Annual Growth Start.....	2nd Stabilization Year

PROJECT SALE ASSUMPTIONS

Sale Date.....	End of Year 7
NOI - Year 8.....	\$1,968,344
Projected Cap Rate.....	5.50%
Gross Sales Proceeds.....	\$35,788,070
Selling Cost.....	3.0%
Net Sale Proceeds.....	\$34,714,428
Permanent Loan Balance.....	\$(19,133,298)
Net Proceeds from Sale.....	\$15,581,130

INVESTMENT RETURNS

Cash Equity Investment.....	\$5,039,564
Investment Period.....	7 Years
Net Profit.....	\$13,701,704
Project IRR.....	24.19%
Equity Net Profit.....	\$10,152,259
Equity IRR.....	20.09%
Equity Multile (on Cash Equity Inv.).....	3.01X



CLAY MARKETPLACE RENDERINGS









DAVID'S LANDING RENDERINGS





APARTMENT BUILDING - FRONT ELEVATION

SIDE ELEVATION



COMMERCIAL/ RETAIL BUILDING - FRONT ELEVATION

SIDE ELEVATION



COMMERCIAL/ RETAIL BUILDING - FRONT ELEVATION

SIDE ELEVATION



TENANT CONCIERGE SERVICES

- Trash pick-up
- Pet walking and bathing services
- Discounted rental or purchase of balcony furniture and area rugs



FIRST FLOOR PLAN

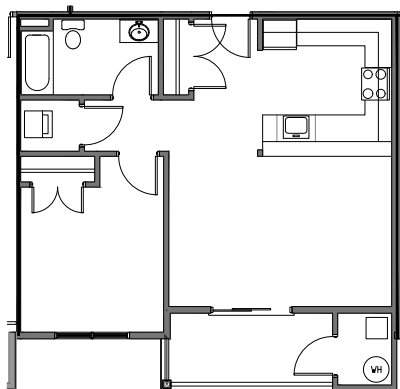
1/16" = 1' - 0"



SECOND FLOOR PLAN

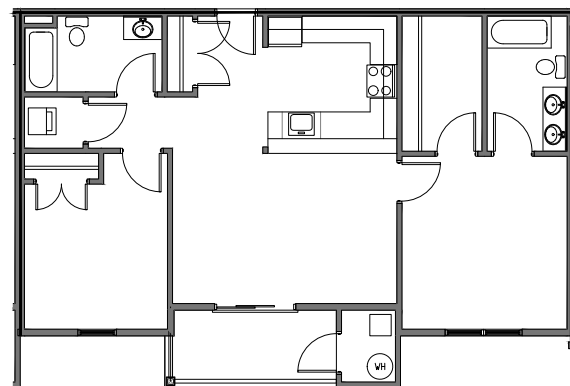
1/16" = 1' - 0"

(THIRD FLOOR PLAN SIMILAR)



1 BDRM. FLOOR PLAN

1/4" = 1' - 0"



2 BDRM. FLOOR PLAN

1/4" = 1' - 0"

PROPERTY AMENITIES

- On-site personal service commercial Tenants
- Walkable site – pedestrian signage
- Exercise walk or run loop approximately one-third of a mile
- EV Charging Stations
- 1:2 parking garage ratio
- Large hard surface patio and gazebo per building with fixed charcoal grills
- Significant green area for Tenant's use
- Close proximity to interstates – N,E,S,W

BUILDING AMENITIES

- Exercise room
- Meeting room interior / exterior
- Pet washing station
- Secure package delivery room (Amazon)
- Card Access entry
- Storage room 5' x 10' for each apartment on the floor of the Tenant
- Tenant's guest suite / Efficiency, one in each building.
- Large, shared areas per floor for tenant's use, seating, Wi-Fi, reading etc.
- Tenant/Guest apartment for visitors

APARTMENT FEATURES

- Dedicated HVAC unit per apartment
- Full size washer & dryer in each apartment
- Premium finishes, granite counters, stainless steel appliances
- Multiple shelves and rods in closets
- Full 2nd bath in two-bedroom apartments
- Balcony with room for table and chairs
- Window treatments for uniformity
- Ceramic tile shower enclosures
- Built-in microwaves
- Gas stoves





CONTACT



QP2 PROPERTIES, LLC

c/o Syracuse Realty Group, LLC

106 South Main Street

North Syracuse, NY 13212

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🏠 315.410.0375

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CLAY MARKETPLACE / DAVID'S LANDING

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