



THE RICHMAN GROUP

One of the Nation's Leading Housing Organizations



About The Richman Group

The Nation's 7th Largest Residential Apartment Owner



Founded in

1986

by Richard P. Richman, Chairman.

- ⚙️ Vertically Integrated
- ⚙️ Privately Held
- ⚙️ Real Estate Company

12 Offices Located
Nationally

5 Businesses

- Investment Banking/Syndication
- Development
- Construction
- Property Management
- Asset Management

1,600

PROPERTIES

115,000

RESIDENTIAL UNITS

49 States

WASHINGTON DC, PUERTO RICO, GUAM AND SAIPAN

Investment Banking/ Syndication



Grand Reserve. Zephyrhills, Florida.

\$14 Billion+

Equity raised from major financial institutions.
Wells Fargo over \$1.5 billion invested.

150+

FUNDS

100+

INSTITUTIONAL
INVESTORS

1,600+

PROPERTIES
ACQUIRED

130,000

UNITS

Zero of the **1,300+** tax credit properties have
experienced economic default.

syndication

Asset Management

\$18.5
BILLION+

Assets Under
Management

1,300+

Apartment
Communities
Managed

100,000

Units Managed



The Parc at White Rock, Dallas, Texas.



Bennett Creek, Jacksonville, Florida.



The Kethshire, Midland Park, New Jersey.

The Richman Group Experience



Above is a graphic of the affordable housing projects The Richman Group has developed or financed across the nation, since 1989.

Here is a graphic of 32 Affordable developments in California which The Richman Group has either built or financed.

Development

Multi-Family Developer

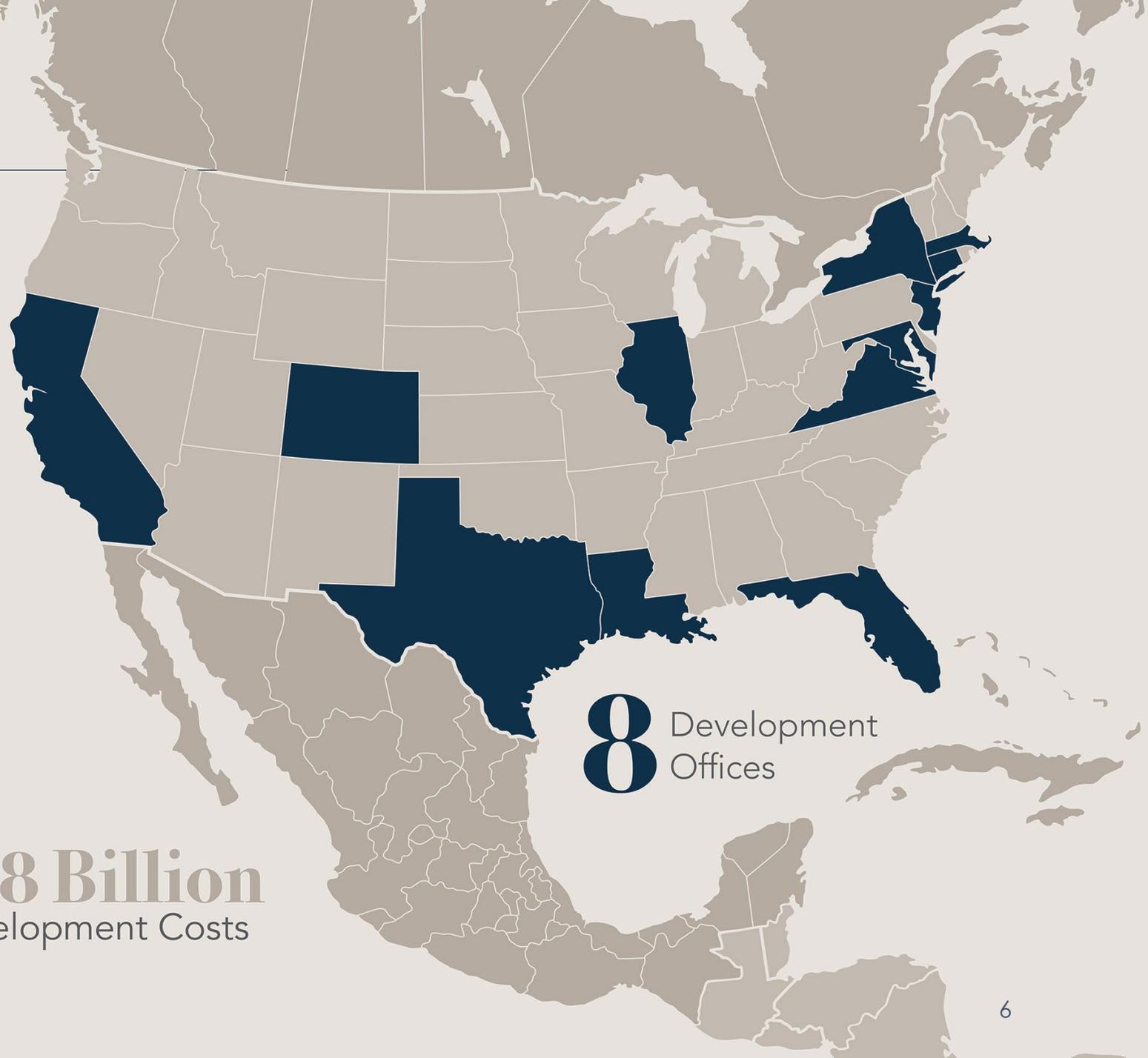
- Senior
- Independent
- Affordable
- Mixed-Income
- Mixed Use
- Public Housing
- Market Rate
- Urban Redevelopment

150

Developments Completed

26,000+
Units Developed

Over \$8 Billion
in Total Development Costs



Development Cont'd



The Epic at Gateway. St. Petersburg, Florida.



Grande Oaks. Tampa, Florida.

Specializing in Financial Structures Utilizing Favorable Financing.

Pre-2008 finances over 300 mm of tax-exempt bond with variable-rate, low-floater bonds. Utilized tax-exempt bonds on mixed-income projects

HOPE VI

FNMA and Freddie Mac financing

Low-income housing tax credits

Securing real estate tax abatement on affordable and mixed-income developments

RADD

Plethora of HUD funding

Large company debt and traditional bank financing

Opportunity zones, Brownfields Credits, HUD 223 F and 224 D Financing on conventional and affordable transactions

TCEP and TCAP

For-sale & retail experience

Large-scale redevelopment experience

First

state-privatized public housing project in Connecticut in 1997.

Over

5,400

market-rate units.

RAD

Design in St. Croix and San Pedro

Over

19K

tax-credit units.

HOPE VI

Yonkers and St. Petersburg

Construction

Located in West Palm Beach, Florida



The Morgan at Corporate Center. Orlando, Florida.

Full in-house construction company employing personnel with over **20** years experience in the construction business.

Joint-venture with Miami-based construction company.

Built over **3K** units together in Florida, New Jersey and a rehab project in Los Angeles.

Full breadth of construction typology including high-rise, podium build, wrap construction, tunnel form and modular construction.



construction

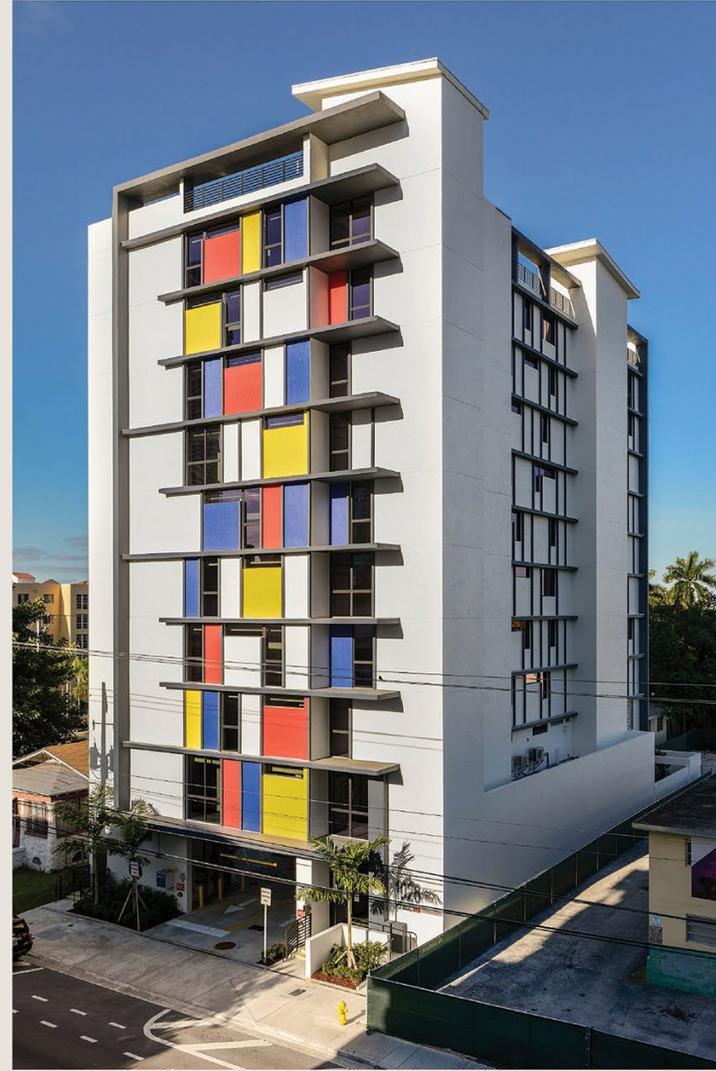
Construction Cont'd

Experience in **high-rise**
with West Brickell Tower & West Brickell View.



West Brickell View. Miami, Florida.

West Brickell Tower. Miami, Florida.



Construction Cont'd

Tunnel Form

Below. Portico. Sunrise, Florida.
Right. Lenox at Bloomingdale. Brandon, Florida.



Podium Build

Below. blu27 @ Edgewater. Miami, Florida.



Wrap Construction

Left. Aurora. Tampa, Florida.
Above. Grady Square. Tampa, Florida.

construction

Property Management

Located in Tampa, FL



blu27 @ Edgewater. Miami, Florida.

700+
Employees

19,000
Units Managed

110+
Properties
Managed

Exclusively
manages
the majority of Richman
Development Deals

Control over asset, maintenance
and maximizing property value.

Unique programs like **24/7 Emergency Maintenance Service, 30-day Love-in Promise, Resident for Life Benefits** and our **Be Safe Program** – model in the industry and highly rated by insurance carrier, Lloyds of London.

Azura Kendall. Miami, Florida.



Marketing

Located in Tampa, FL

Fully integrated **in-house ad agency** servicing the marketing needs of all aspects of The Richman Group.

- Brochures
- Videos
- Digital Ad Campaigns
- Events and Sponsorships
- Resident Engagement
- Social Media
- Promotions
- Email Campaigns
- Websites
- Internet Listing Services
- Virtual Tours
- Public Relations



Names of Principals or Partners

- Richard P. Richman
- Kristin M. Miller
- David Salzman

The Richman Group of California Principals

- Rick Westberg

Names of Key Principals

Richard P. Richman, Founder and Chairman of The Richman Group Development Corp located in Richman's Greenwich, CT office.

He is responsible for the overall operation of the Richman Companies.

Mr. Richman will play a key role in structuring the financing of the debt and equity for this project as well as having a role in key design elements of the community.

Kristin M. Miller, President of The Richman Group Development Corp where she oversees the development activities of the company including site selection, construction and lease-up. Ms. Miller oversees the four development offices located throughout the country which are responsible for all ground-up development, as well as acquisition rehabs. Under Ms. Miller's leadership the company has developed 16,500 units of housing. She has the full breadth of experience in all segments of rental housing including market-rate, mixed-used and mixed-income, as well as affordable rental housing. During her 18 years at Richman, Ms. Miller has been actively involved in the management of the property management company.

Ms. Miller will play an important role in negotiating and structuring the financing of the debt and equity for the project.

David Salzman, President of Richman Real Estate Investments Inc. is located in Richman's Greenwich, Connecticut office and leads Richman's sponsored equity investment fund business. Mr. Salzman graduated from Emory University with a Bachelor of Science Degree and New York University (Stern) Graduate School of Business with an MBA Degree.

Rick Westberg, Executive Vice President of The Richman Group of California, is located in Richman's Newport Beach, California office. Rick is responsible for all multifamily development in California, including the company's expansion of affordable, mixed-income and market-rate housing throughout the Golden State. Mr. Westberg graduated from the University of Southern California with a Bachelor of Science degree in Business Administration with emphasis in Finance and a minor in Urban Planning and Real Estate Development.

Current Project Pipeline - California

Recently Completed

- Carson Terrace Seniors – 63-unit affordable apartments, mid-rise podium project in Carson, CA (2020)
- F11 – 100-unit luxury apartments, mid-rise podium project w/ 5,841sf of retail in San Diego, CA (2019)
- K-1 – 226-unit luxury apartments, 23-story high rise project w/ 7,214sf of retail in San Diego, CA (2019)

Under Construction

- The Chandler – 127-unit luxury apartments, mid-rise podium project w/ 12,500sf CVS anchor in North Hollywood, CA
- The Huntington – 161-unit luxury apartments, mid-rise wrap project w/ 3,374 sf retail & 2,490 “live work” units in Duarte, CA
- Childs & B – 119-unit affordable “25% Permanent Supportive Housing” apartments, garden-style w/ city park & multimodal bus station in Merced, CA
- Bryson II HHH Apartments – 64-unit affordable “75% Permanent Supportive Housing” apartments, podium project in Los Angeles, CA

Pipeline

- 1355 Avalon – 54-unit affordable “Permanent Supportive Housing” apartments, adaptive re-use project in Los Angeles, CA
- One San Pedro Master Plan – 1,390 mixed-income affordable & market-rate apartments w/ retail, civic amenities & public parks in San Pedro, CA
- Lakeland & Laurel – 102-unit “25% Permanent Supportive Housing” affordable, garden-style w/ “intergenerational” component in Santa Fe Springs, CA
- Expo-Crenshaw – 400-unit mixed-income affordable & market-rate apartments w/ grocery and connections to Metro Station in Los Angeles, CA

Current Project Pipeline – Other States

Under Construction

- Watercolor @ Trinity – 288-unit new construction, garden-style development in Odessa, FL (Pasco County)
- Boca Vue – 354-unit new construction, garden-style development in Boca Raton, FL
- The Foundry – 198-unit new construction, mid-rise wrap development in Tampa, FL
- Waverly Terrace – 200-unit new construction, garden-style development in Temple Terrace, FL
- Glen Oaks – 120-unit new construction, mixed-income garden-style project in Wall Township, NJ
- One East Harlem – 404-unit mixed-income project and 64,000sf of retail
- Montopolis – 260-unit affordable, garden-style project in Austin, TX

Pipeline

- Boca Vue II – 92-unit new construction rental townhome development in Boca Raton, FL
- PGA Station – 396-unit new construction, mid-rise wrap in Palm Beach Gardens, FL
- Mallory Preserve – 324-unit new construction, garden-style development in Naples, FL
- Lenox at Bloomingdale II – 144-unit new construction, garden-style development in Brandon, FL
- The Prescott – 348-unit garden-style market-rate project in Austin, TX
- Mobly – 98-unit garden-style project in St. Croix, Virgin Islands
- Norfolk – 85-unit garden-style project in Norfolk, VA

Residential/Retail Developments within the last five years

Project Name: Boca Vue

**354 units located at 9260 Boca Vue Drive,
Boca Raton, FL**

Opening in Summer of 2021, Boca Vue is a luxury garden apartment community in the heart of west Boca. Indulge in illusions of escapism in one of our airy one-, two- or three-bedroom residences featuring modern finishes. The finer things in life come closer to home with a luxe 6,363 sq. ft. Clubhouse, State-of-the-Art Fitness Center, including LifeFitness cardio equipment, rentable Office Space, Zero-entry Pool, Putting Green, Bark Park, Pickleball Court and more. A bolder way to live is yours to discover at Boca Vue.

Project Name: Lyra Sarasota

**222 units located at 2260 Ringling Blvd,
Sarasota, FL**

Opened in 2020, Lyra boasts a contemporary haven just minutes from the heart of Downtown Sarasota. Residents will enjoy easy access to high-end retail, exquisite dining and cultural venues, while also enjoying the unparalleled conveniences of thoughtfully curated amenity spaces including Resort-Style Pool with Private Cabanas & Spa, Enclosed Pet Walk & Pet Spa, Summer Kitchen with BBQ Grills & Pavilion, Lush Garden Courtyards, Gourmet Coffee Bar, Fully Equipped Business Center with Conference Room, Two-Level Clubhouse with Lounge & Billiards, Package Acceptance Service, Complimentary Wi-Fi Hot Spots, Electric Car-Charging Stations and Controlled Access Bicycle Storage. Choose from artfully designed urban lofts, one-, two- and three-bedroom residences, as well as our unique two-story townhomes, which feature sophisticated gourmet kitchens with stainless-steel appliances, granite countertops, custom cabinetry, tile backsplashes and washers and dryers in every residence. With the city at your fingertips, you are free to compose the lifestyle you seek at Lyra.

Project Name: The Exchange

**132 units located at 555 Dr. MLK Blvd, St.
Petersburg, FL**

The Exchange, opened in 2020 and boasts an enviable address just minutes from the heart of Downtown St. Petersburg in the Innovation District surrounded by a “cluster” of higher education, marine science, health care, business incubation, and media institutes. Residents will have convenient access to major transportation avenues and enjoy exciting dining, sports, and retail venues nearby. Choose from sleek urban lofts, one-, two- and three-bedroom residences which feature upgraded gourmet kitchens with stainless-steel appliances, granite countertops, custom cabinetry and tile backsplashes, keyless home access, and washers and dryers in every unit. Experience life on the edge at The Exchange.

Residential/Retail Developments

Project Name: Boca Vue



Project Name: Lyra Sarasota



Project Name: The Exchange



Residential/Retail Developments within the last five years

Project Name: blu27 at Edgewater

330 units & 10,000sf of retail located at 2701 Biscayne Blvd, Miami, FL

Opened in 2019, Blu27 is a mixed-use development offering 330 luxury apartment homes and 10,000 square feet of retail along Biscayne Boulevard. With a large selection of homes to choose from, residents will find the perfect floor plan to suit their needs. Each home includes updated stainless-steel appliances, a NEST thermostat, and spacious walk-in closets. Throughout the community, residents can take advantage of the resort-style swimming pool and cabanas, rooftop terrace with grilling stations, and state-of-the-art fitness center.

Project Name: The Morgan

280 units located at 6331 Corporate Center Blvd, Orlando, FL

Opened in 2019, The Morgan boasts a brilliant Orlando address offering a quick 10-minute commute to the Orlando International Airport and Lake Nona, as well as a 20-minute drive Downtown. Residents will enjoy high-end retail and dining options just steps from their front door at the Lee Vista Promenade. Choose from chic one-, two-, or three-bedroom residences featuring gourmet kitchens with stainless-steel appliances, floating islands, granite countertops, wood plank flooring and washers and dryers. The Morgan's impressive collection of lifestyle amenities encompasses just under 6,200-square-feet of indoor space spanning club rooms, business center, state-of-the-art fitness center with a yoga/spin studio and a cozy fireside lounge. Outside, residents can enjoy the expansive resort-style pool deck with private cabanas, outdoor BBQ area, fenced pet park and tot lot. Residents of The Morgan experience an elevated lifestyle curated by services like Wi-Fi, on-site Package Lockers, On-Demand Fitness Classes, and our exclusive Signature Perks Program.

Project Name: Lenox at Bloomingdale

240 units located at 5905 Trace Meadow Loop, Riverview, FL

Lenox at Bloomingdale opened in 2018 and is ideally situated off The Leroy Selmon Expressway and near all of life's conveniences, Lenox combines state-of-the-art amenities, including a sparkling lake encompassed by a walking trail, and exquisitely appointed interiors in order to create a perfect paradise. Finding a home at Lenox is easy as there is a wide variety of options to choose from. The spacious floor plans encompass one-, two- and three-bedroom designs all with upgrades such as wood plank or tile floors, expansive kitchen islands with pendant lighting, walk-in closets, full-size washers and dryers and more. Boasting an expansive clubhouse with modern amenity spaces, game lounge with billiards table & media wall, covered lanai with ample outdoor seating, spacious 24-hour fitness center, yoga & spin studio, bark park, business center & conference room, business center with coffee bar & complimentary Wi-Fi, resort-inspired swimming pool, and lakeside walking path.

Residential/Retail Developments

Project Name: blu27 at Edgewater



Project Name: The Morgan



Project Name: Lenox at Bloomingdale



Residential/Retail Developments within the last five years

Project Name: Grady Square

**300 units located at 2615 N. Grady Avenue,
Tampa, FL**

Opened in 2017, Grady Square is in the Westshore neighborhood of Tampa, and is a community like no other. Our residents are surrounded by high-end luxury amenities including Resort-Style Pool with Private Cabanas & Spa, Zen Meditation Room, Enclosed Pet Walk & Pet Spa, Summer Kitchen with BBQ Grills & Pavillion, Lush Garden Courtyards, Gourmet Coffee Bar, Fully Equipped Business Center with Conference Room, Hotel-Inspired, Two-Level Clubhouse with Lounge & Billiards, Package, Acceptance Concierge Service, Complimentary Wi-Fi Hot Spots, Electric Car Charging Stations, Controlled Access Bicycle Storage, Fitness Center with Strength Training Circuit & TRX Suspension Training, Yoga & Spin Studio, and Reserved Parking Available.

Project Name: Aurora

**351 units located at 124 S. Morgan Street,
Tampa, FL**

Opened in 2016, Aurora is situated right in the heart of Downtown Tampa, Aurora offers residents a unique living experience suitable for everyone. Encompassed within this chic, industrial-style development is 351 luxury apartment residences. Aurora boasts a dynamic collection of lifestyle-inspired amenities. Escape to our community's outdoor oasis featuring a sparkling Resort-Style Pool, Private Cabanas and bronzed Sundeck. Take on an instructor led yoga class in our Studio, or spend the day working from home in our Business Center. Choose from our stylish urban lofts, one-, two- or three-bedroom residences all featuring sleek, upgraded finishes.

Project Name: Portico Sunrise

**417 units located at 1941 NW 136th Avenue,
Sunrise, FL**

Opened in 2016, Portico is centrally located in West Broward County just a few minutes from South Florida's major highways, including I-75, I-95, I-595 and the Florida Turnpike. It is less than 15 minutes from Weston and the Ft. Lauderdale Airport, and less than a half hour from the Ft. Lauderdale beaches. Portico is walking distance to the internationally renowned Sawgrass Mills Mall. The Development consisted of three five story buildings and one six story building, for a total of four residential buildings wrapped around two five story parking garages. Residential units included energy efficient appliance packages, chef-style kitchens with stainless-steel Appliances, large granite and quartz breakfast bar, choice of quartz or granite countertops, ceramic and wood plank flooring, and custom cabinets with 42" uppers. Common area amenities included canoe/kayak ramp access, library lounge, meditation room, clubhouse business center and conference room, billiards game room, 24-hour fitness center, media center, internet café with coffee bar, controlled access gates to parking garages, resort-style swimming pools with private cabanas, ¼ mile lakeside walking path, four themed courtyards, barbeque grills and fire pit, enclosed bark park with agility course, and 17 electric car charging stations.

Residential/Retail Developments

Project Name: Grady Square



Project Name: Aurora



Project Name: Portico Sunrise



Residential/Retail Developments within the last five years

Project Name: One East Harlem

404 units and 64,000sf of retail located at 201 E. 125th Street, New York, NY

Opening in the Summer of 2021, One East Harlem is set to rise at the edge of East Harlem. One East Harlem will be a stunning property offering an array of floor plans and pricing. This remarkable property will feature an on-site grocery store and rotating pop-up shops, spacious club room with billiards and kitchen area, media and game room, library, indoor and outdoor terraces, business center with office space and conference room, fitness center featuring the newest Peloton treadmills, yoga and spin studio offering on-demand classes, Peloton bikes and The Mirror, on-site package room and much more!

Project Name: K1

222 units located at 330 13th Street, San Diego, CA

Opened in 2019 and rising 23 stories above the San Diego skyline, K1 San Diego apartments boasts the perfect downtown location offering convenient access to the Ballpark, East Village, Gaslamp District, Downtown and Bayfront neighborhoods. Residents will be able to choose urban lofts, one-bedroom apartments or two-bedroom apartments which feature open gourmet kitchens with polished quartz countertops and full-height backsplash, stainless-steel appliances, wood plank flooring, and expansive double and triple-paned windows to maximize light, views, sound attenuation, and energy-efficiency in every residence. Many of these spectacular apartments offer sweeping views of downtown San Diego and views of Coronado Bay. No matter how you spend your days or what you're in the mood for, K1 San Diego apartments has the special touches that speak to every personality and lifestyle.

Project Name: F11

99 units and 5,800sf of retail located at 1110 F Street, San Diego, CA

Opened in 2019, F11 is centrally located in the heart of Downtown San Diego. Merging the indie scene of East Village with the cosmopolitan energy of Downtown San Diego and The Gaslamp district, F11 puts you at the intersection of the city's most vibrant living experiences. With modern architecture, designer interiors, hip amenities and a sun splashed pool it's also one of the city's most stylish new places to call home. Residents can choose from industrial-style urban lofts, one- and two-bedroom residences. F11's design curates a community where residents can work, entertain, relax and more with a enviable collection of lifestyle amenities. Enjoy the resort-style pool and spa showcasing stunning downtown views, our demo kitchen and culinary space, indoor bocce court and lounge, fully equipped fitness center, media and conference room, Zen garden and more!

Residential/Retail Developments

Project Name: One East Harlem



Project Name: K1



Project Name: F11



Residential/Retail Developments under construction in California

Project Name: The Huntington Duarte

161 units and 5,600sf of retail located at 1413 Huntington Drive, Duarte, CA

Opening in early 2022, The Huntington Duarte is situated in the quaint town of Duarte.



Project Name: The Chandler NoHo

127 units and 12,000sf of retail located at 11311 Chandler Blvd., N Hollywood, CA

Opening in early 2022, The Chandler NoHo is ideally located in

