INVESTING WITH PURPOSE. INNOVATING AFFORDABLE HOUSING.



**SUMMARY OF THE INVESTMENT** ELEVATION REAL PROPERTY FUND VIII, LLC





# FUND VIII THE ATLAS FUND

Elevation Real Property Fund VIII – The Atlas Fund is the latest offering of Elevation Financial Group, LLC, a manager of real estate private equity funds. For over 15 years, Elevation's funds have focused on creating competitive returns for accredited investors and generating positive social impact while operating in the affordable housing sector. Five funds have gone full cycle with a weighted average IRR of 16.3%. Through seven total funds, Elevation has deployed over \$100M in investor capital into the creation and preservation of affordable housing across 13 states.

The Atlas Fund will continue Elevation's focus on affordable housing while prioritizing age-restricted senior assets, a strategy successfully employed in multiple previous funds. This strategy creates resilience in the fund as evidenced by the stability and performance of Elevation's funds during the Great Recession and more recently during the global COVID-19 pandemic. Elevation's 15 plus years of experience acquiring, renovating, managing, and profitably repositioning affordable communities will be fully utilized as we continue our journey of creating competitive investor returns while providing safe, clean, and affordable housing options to the residents and communities we serve.



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lar	oet.	Fund	Size
IUI	500	i uiiu	

\$60,000,000 (Maximum: \$90,000,000)

**Investment Goals** 

Income Generation and Capital Appreciation

Term

7 years
\*Management has extension rights. See PPM.

Priority of Distribution from Net Cash Flow During Fund Term

Return of all contributed capital from investors before Elevation participation in Net Cash Flow. Thereafter, 70/30 split (Investors/Elevation) of Net Cash Flow until the fund is liquidated.

Priority of Distribution from Sale/ Re-finance of Assets Return of all contributed capital from investors before Elevation participation in capital gains. Thereafter, 70/30 split (Investors/Elevation) of profit until the fund is liquidated.

Target Internal Rate of Return

10-13%

Call Mechanism

25% of Committed Capital from each subscriber, followed by up to three additional calls of 25% of Committed Capital per call upon 60 days' written notice to investors.

Manager

Elevation Financial Group, LLC

# THE COMPANY

Elevation Financial Group, LLC (Elevation) has as its core purpose to be the nation's leading revitalizer of affordable apartment communities while providing an above-market return for its investors. Elevation sponsors private real estate funds and serves as a fund manager. The company provides the following services: asset management, real estate acquisition, property management and accounting. Elevation, through its subsidiaries, manages age-restricted senior and multifamily apartment communities throughout the United States, from its corporate headquarters in Orlando, Florida. Elevation Real Property Fund VIII, LLC (The Atlas Fund) is the eighth real property fund launched by Elevation.





# PERFORMANCE OF PREVIOUS FUNDS

Fund Name	Elevation Real Property Fund, LLC	Elevation Real Property Fund II, LLC	Elevation Real Property Fund III, LLC	Elevation Real Property Fund IV, LLC
Subscription Closing/ Amount Raised	September 2006 \$600,000	September 2007 \$2,340,000	September 2010 \$5,477,750	January 2013 \$8,901,500
Asset	48 unit Serenity Apartments, Leesburg, FL   purchased in 2007 for \$2.8M and sold in 2008 for \$3.5M   Sale of Single Fund Asset	156 unit, The Hillcrest Hampton House, Orlando, FL   purchased in 2008 and in 2015 Class B membership units were repurchased for \$1.64M.  210 unit, Serenity Towers at Boca Ciega Bay, South Pasadena, FL   purchased in 2010 for \$2.3M and sold in 2014 for \$8.75M.	158 unit, Serenity Towers on the St. Johns, Sanford, FL   purchased in 2011 and in 2015 Class B membership units were repurchased for \$4.75M.  150 unit, Serenity Apartments at Royalty Court, Tampa, FL   purchased in 2010 for \$3.35M and sold in 2014 for \$8.15M.  396 unit, Serenity Towers at Midtown Memphis, Memphis, TN   purchased in 2010 for \$1.75M and sold 2014 for \$12M.	268 unit, Serenity Apartments at Silver Springs, Ocala, FL   purchased in 2012 for \$5.1M and sold in 2015 for \$10.25M.  276 unit, Serenity Apartments at Greensboro, Greensboro, NC   purchased in 2013 for \$7.75M and sold in 2016 for \$11.53M.  200 unit, Serenity Apartments at Greenville, Greenville, SC   purchased in 2014 for \$3.8M and sold in 2016 for \$9.25M.  160 unit, Serenity Apartments at Hickory Hill, Memphis, TN   purchased in 2014 for \$1M and sold in 2016 for \$5.65M.
Internal Rate of Return	19%	19%	24%	19%
Return on Investment (ROI)	1.47x	2.65x	2.27x	1.67x
Initial Capital Paid Back	ALL	ALL	ALL	ALL

Property Fund VI, LLC  November 2014 \$16,537,294  152 unit, Serenity Apartments at Spartanburg, SC   purchased in 2017 for \$4.05M and sold in 2019 for \$4.05M and sold in 2020 for \$4.05M and sold in	Elevation Real	Elevation Real	Elevation Real
\$16,537,294 \$22,970,000 \$43,462,632 \$152 unit, Serenity Apartments at Spartanburg, SC   purchased in 2017 for \$5.05M.  419 unit, Serenity Apartments at Three Rivers, Columbia, SC   purchased in 2014 for \$80 and sold in 2021 for \$13.25M  410 unit, Serenity Apartments at Three Rivers, Columbia, SC   purchased in 2014 for \$80 and sold in 2021 for \$19.3M.  175 unit, Serenity Apartments at the Park, Montgomery, AL   purchased in 2017 for \$2.7M and sold in 2020 for \$5.3M.  176 unit, Serenity Apartments at the Park, Montgomery, AL   purchased in 2017 for \$3.4M.  282 unit, Serenity Apartments at Mobile, Mobile, AL   purchased in 2017 for \$13.15M.  152 unit, Serenity Apartments at Mobile, Mobile, AL   purchased in 2017 for \$1.62M and sold in 2020 for \$6.9M.  152 unit, Serenity Apartments at Mobile, Mobile, AL   purchased in 2017 for \$1.62M and sold in 2018 for \$6.85M.  288 unit, Serenity Apartments at Mobile, Mobile, AL   purchased in 2017 for \$1.62M and sold in 2018 for \$6.85M.  290 unit, Serenity Apartments at Baton Rouge, Lab   purchased in 2018 for \$3.45M and sold in 2020 for \$4.8M.  202 unit, Serenity Apartments at Mobile, Mobile, AL   purchased in 2017 for \$1.62M and sold in 2019 for \$2.11M.  494 unit, Serenity Manor at Liberty, Petersburg, VA 56 unit, Serenity Apartments at Baton Rouge,	Property Fund V, LLC	Property Fund VI, LLC	Property Fund VII, LLC
Spartanburg, SC   purchased in 2015 for \$4.05M and sold in 2021 for \$13.25M  419 unit, Serenity Apartments at Three Rivers, Columbia, SC   purchased in 2014 for \$8M and sold in 2020 for \$6.3M.  419 unit, Serenity Apartments at Three Rivers, Columbia, SC   purchased in 2014 for \$8M and sold in 2015 for \$3.35M and sold in 2020 for \$5.28M.  428 unit, Serenity Apartments at Favetteville, Fayetteville, Inchessed in 2015 for \$3.45M and sold in 2020 for \$5.21M.  428 unit, Serenity Apartments at Montgomery, AL   purchased in 2017 for \$1.315M.  429 unit, Serenity Apartments at Montgomery, AL   purchased in 2017 for \$1.34M and sold in 2020 for \$6.9M.  449 unit, Serenity Apartments at Favetteville, Fayetteville, Fayet			
1.54x 1.22x with four assets remaining to be sold TBD	Spartanburg, SC   purchased in 2015 for \$4.05M and sold in 2017 for \$7.05M.  419 unit, Serenity Apartments at Three Rivers, Columbia, SC   purchased in 2014 for \$8M and sold in 2017 for \$19.3M.  176 unit, Serenity Apartments at the Park, Montgomery, AL   purchased in 2015 for \$3.35M and sold in 2020 for \$5.28M.  202 unit, Serenity Townhomes at Montgomery, Montgomery, AL   purchased in 2015 for \$3.45M and sold in 2020 for \$6.9M.  152 unit, Serenity Apartments at Mobile, Mobile, AL   purchased in 2015 for \$2.8M and sold in 2018 for \$6.85M.  328 unit, Serenity Apartments at Baton Rouge, Baton Rouge, LA   purchased in 2016 for \$4M and	Huntsville, AL   purchased in 2017 for \$5.38M and sold in 2021 for \$13.25M  140 unit, Serenity Apartments at Sterling, Center Point, AL   purchased in 2017 for \$4.5M and sold in 2020 for \$6.3M.  104 unit, Serenity Apartments on Valley Creek, Birmingham, AL   purchased in 2017 for \$2.7M and sold in 2019 for \$3.4M.  248 unit, Serenity Apartments at Fayetteville, Fayetteville, NC   purchased in 2017 for \$5.25M and sold in 2019 for \$13.15M.  64 unit, Serenity Apartments at Fairfield, Fairfield, AL   purchased in 2017 for \$1.62M and sold in 2019 for \$2.11M.  96 unit, Serenity Apartments at Bell Oaks, Montgomery, AL   purchased in 2017 for \$2.1M and sold in 2020 for \$4.8M.  209 unit, Serenity Apartments at Columbus, Columbus, GA   purchased in 2018 for \$7.6M and sold in 2021 for \$13M.  REMAINING PORTFOLIO ASSETS 207 unit, Serenity Apartments at Jackson, Jackson, MS 47 unit, Serenity Manor at Liberty, Petersburg, VA 56 unit, Serenity Manor at Hollins Mill, Lynchburg, VA	PORTFOLIO ASSETS 64 unit, The Sanctuary at Whispering Pines, Shreveport, LA 136 unit, The Sanctuary at Shreveport, Shreveport, LA 160 unit, The Sanctuary at Alexandria, Alexandria, LA 96 unit, The Sanctuary at Enterprise, Alexandria, LA 160 unit, Serenity Manor at Springfield, Springfield, IL 496 unit, Serenity Manor at Indianapolis, Indianapolis, IN 155 unit, The Elevation at Autumn Ridge, Memphis, TN 170 unit, Serenity at Dallas, Dallas, TX 180 unit, Serenity at Briarcrest, Bryan, TX 96 unit Serenity at West Columbia, Columbia, SC 132 unit, Serenity at Brewster, Brewster, MA 150 unit, Serenity at Easley,
	12%	TBD	TBD
ALL Fund Capital Still Being Deployed	1.54x	1.22x with four assets remaining to be sold	TBD
	ALL	ALL	Fund Capital Still Being Deployed



# LIFECYCLE OF AN ELEVATION FINANCIAL GROUP INVESTMENT FUND

# PHASE ONE | YEARS 1-3 DEPLOYMENT

### **PROPERTY ACQUISITIONS**

Elevation Financial Group's investment team will find and purchase properties with under appreciated value. This process includes rigorous economic modeling and intense financial negotiation.

### **ASSET REVITALIZATIONS**

All properties have unique revitalization needs. The expert team at Elevation Commercial Development will develop property-specific plans to address functional and aesthetic needs. This may include interior and exterior renovations, repairs and decor.

# **OPERATIONAL TRANSITION**

Elevation Management will assume the day-to-day operations of the properties, including leasing, maintenance, upkeep, and general management of this newly revitalized asset. Our team will hire strong managers early and position them to hit the ground running as property closings occur. Typically, it takes one year to build cohesive teams and achieve optimum performance. Lease up often results in a brief period of occupancy decline, however, as changes in staffing, culture, and physical appearances of the property become known in communities, leasing ramps up. Occupancy numbers increase steadily, often rapidly.

### **CAPITAL CALLS**

Investors will meet capital calls in line with the partnership agreement. To assure the highest level of strategic deployment of capital, these calls will occur as needed with advanced notice.

### **NO DISTRIBUTIONS**

During this initial phase of capital deployment, investors should not expect to receive distributions.

# PHASE TWO | YEARS 2-5 STABILIZATION

### **INCREASED OCCUPANCY**

As properties complete rehabilitation, Elevation Management's on-site team will quickly and diligently work to lease up properties to a qualified and stable resident base.

# **GROWTH OF NOI**

Portions of the properties' increased NOIs are typically assigned for additional revitalization of the physical plants, beyond initial revitalization work. Only improvements that directly enhance rental incomes are made. Properties are never 'over-improved' beyond return potentials.

# **FIRST ASSET SALES**

Some of our earliest acquisitions may complete Phase One and stabilize very quickly, leading to opportunities for early and profitable dispositions. Occupancy rates can move to 90 or 95% (or higher) with a strong lease up campaign, increasing NOI and enhancing the value of a property to prospective buyers.

### **INITIAL DISTRIBUTIONS**

Fund goal is to make initial distributions in this phase.

### **RETURN OF CAPITAL**

Early distributions are a reflection of Elevation's commitment to get our capital back into the hands of investors as efficiently and profitably as we can. Distributions are treated as return of capital until 100% of investor capital has been returned.

# PHASE THREE | YEARS 4-7 EXIT

### STABLE NOI PERFORMANCE

With increased occupancy and cost controls, most properties see economic stabilization, including growth in rent collected and net operating income.

### STRATEGIC DISPOSITIONS

Properties are continually evaluated to determine if their values have been maximized or what, if any, steps are needed to achieve maximum values. With each asset, the company seeks peak disposition value.

# **MAXIMIZE INVESTOR IRR**

Pursuing the window of highest value, and sequentially maximizing the return of investment to shareholders, Elevation employs exit strategies aimed at the greatest potential returns while protecting tenant affordability.

### **FINAL DISTRIBUTIONS**

This is the phase where most properties reach their highest potential, making distributions a regular occurrence until the close of the Fund. During this phase, investors can expect to see any remaining return of capital first, followed by profits generated through the disposition of remaining Fund assets.

### **END OF FUND**

After the final property in the fund is sold, the fund conducts final distributions and closes over the course of several months, including final-year taxes.



# **ELEVATION VALUE CREATION STRATEGY AND PROCESS**

# **BUY LOW \ BUY SMART**

# LEVERAGE EXPERIENCE, SEEKING PROPERTIES WITH UNDISCOVERED VALUE

- Income-producing properties well-positioned to deliver reliable income streams and positive cash flow
- Capital appreciation: assets well-positioned to offer capital appreciation from increased rental revenues or reduced expenses
- Value-added properties: assets with strong demand potential currently undervalued due to weak management, deferred maintenance, etc.
- Distressed properties (owners experiencing financial difficulties) or foreclosed properties
- Troubled properties (owners feeling pressure to address deferred maintenance)
- High replacement cost: assets priced dramatically below replacement cost

# **REVITALIZE**

# VISION AND PASSION

- Develop a comprehensive vision to elevate and/or repurpose the property
- Senior living asset conversion to +55 age restricted apartments
- Reduce unneeded or deficient service offering to lower rents for residents while improving cashflow
- Focus on the apartment unit interiors, common area, mechanical systems, and general aesthetics of the property
- Cultivate residential leadership
- Be proactive in building goodwill with multiple constituencies for the betterment of the property

# **MANAGE**

### PROFESSIONALISM AND INSIGHT

- Hire and equip a professional property management team; provide on-going training and incentives for exceptional performance
- Charge team to embody Elevation's values in service to residents and stewardship of properties
- Identify and measure key objectives

# **GROW**

### THE BRAND AND VALUES

- Grow the brand through consistency in language, messaging, graphics, and standards
- Continue to define, grow, and extend our values through service

# SERVED POSITIVE AND DISTINCT IMPACT IN COMMUNITIES

SHAREHOLDER VALUE AND WEALTH CREATION





# **DIFFERENTIATORS**

# HIGHLY SPECIALIZED NICHE EXPERTISE

By doing the hard work, investing time and resources to develop a network of owners, brokers and lenders, Elevation has gained a substantial competitive advantage in acquiring distressed senior living assets. The team at Elevation immerses in the intricacies of converting non-performing senior living assets into age restricted housing. We understand how to optimize opportunities others overlook. Our strategy focuses on asymmetric risk through acquiring assets well below the market average basis.

# INTEGRATED FUND AND OPERATOR

Elevation and its affiliate companies provide both fund management and real estate operating services. Our integrated companies share objectives, intent, and often, personnel. The resulting synergy reduces costs and enhances operations and profitability. Areas such as investor communications and reporting, capital allocation, acquisitions and dispositions, asset management, property management, finance, and accounting services function without overlap or replication of effort or personnel. We circumvent the doublepromote profit sharing structure, disbursing profits only between the fund sponsor and the investor community.

# ACQUISITION SELECTIVITY

Elevation relies on sound and proven fundamental real estate investing techniques to improve the value of each investment, including employing first-class property management, providing low-cost, highquality renovations, raising revenues, lowering expenses, identifying new profit centers, and enhancing returns. We know the properties we buy and the markets we serve. Our management decisions reflect our insights and hands-on familiarity with our marketplace. Through the heated real estate market of the current cycle, Elevation has maintained discipline and has continued to acquire assets at prices that create significant market opportunity.

# NO COMMISSIONS OR CAPITAL RAISING FEES

Elevation raises capital from private investors without the assistance of fundraisers, broker-dealers, investment bankers, or a formal capital raising team. The Fund Manager, its principals and affiliates, will receive no direct or indirect compensation for participating in raising capital. Competing firms often can pay 5-13% of total funds collected in commissions and capital raising fees. Elevation Real Property Fund VIII, LLC and its Manager, Elevation Financial Group, LLC, will not charge any commissions or capital raising fees based on the Manager's role in raising capital. This means more of every dollar invested goes to work purchasing real estate.

# MAKING AN IMPACT

It is commonly believed that for investors to have positive social impact through their investment choices, they must be willing to accept concessionary returns. From the beginning, Elevation was founded on the belief that a missional firm could have above market returns, in part because of the commitment to mission. In our 15 plus years of operations we have seen this to be true in many ways. Some of our most valuable employees list impact as one of the reasons they wanted to work with Elevation. Buyers have communicated that the price they are willing to offer reflects the value they place on our distinctive operational values. Sellers have sought us out because of a concern for their tenants. Our main source of the bridge debt that is a huge competitive advantage is very committed to the social impact possible on our properties. Elevation is a family of investors, staff and principals who have come together to build a vehicle that continuously strives to provide both social impact and above market returns.

# COMMITMENT TO IMPACT

# AFFORDABLE HOUSING AND STRATEGIC PHILANTHROPY



At Elevation, we strive to do more than just make a superior return for our investors. We believe in the double bottom line - the idea that our work can deliver financial performance and make a meaningful impact in the communities we serve at the same time. Throughout Elevation's 15 plus years, our work has saved thousands of apartment homes, taking underserved and mistreated properties and turning them into beautiful and thriving communities where residents are proud to live. Our consortium of companies specializing in property real estate transactions, construction and revitalization, and property management have consistently delivered on our founding

promise: to deliver a superior return to investors and safe, clean, and affordable housing at every property we operate.

But don't just take our word for it. Elevation has been recognized by the Department of Housing and Urban Development for excellence in the preservation of affordable housing, a reflection of our commitment to every property in our portfolio.

Our impact doesn't just end at the doorway to our apartments either. Elevation strives to be a good corporate citizen in everything we do. Whether it be sponsoring local non-profits, participating in charity events, or lending our expertise to organizations, when our community is in need, Elevation answers the call.

In addition to our community partnerships, we have a proud commitment to expanding access to education for underserved communities. Recognizing a need for high-performing, high-need students in Title 1 high schools to receive the support they need to pursue higher education, we launched Elevation Scholars Inc. in 2013.

Today Elevation Scholars Inc. operates as a 501(c)3 organization, shepherding some of the brightest Central Florida students through the college application process and through graduation at the nation's most competitive institutions of higher learning.





# **CONTACT**

Information on Elevation Real Property Fund VIII, LLC is being presented to a select group of accredited investors. All interested investors are encouraged to thoroughly review the Private Placement Memorandum and rely only on the representations made in it. To receive a Private Placement Memorandum on Elevation Real Property Fund VIII, LLC or to speak with someone for additional information, please contact:

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