



TR REAL ESTATE

PRIVATE REAL ESTATE INVESTMENT OPPORTUNITIES

CONFIDENTIAL
FOR QUALIFIED AND ACCREDITED INVESTORS ONLY

Who We Are

TR Real Estate is a boutique, privately held real estate investment and development firm. Our seasoned management team identifies and provides our investors with unique access to private real estate opportunities.

At our core, we deliver performance through our vertically integrated platform of development, construction, property management and leasing. By identifying and executing opportunistic real estate projects, we have established a successful track record of creating value for our stakeholders.



Raymond Rafferty, Esquire.

Mr. Rafferty is a Founder of TR Real Estate & co-managing partner of the TR Real Estate Opportunity Fund. He is real estate professional with over 20 years of real estate investment and operations experience.

Mr. Rafferty was the Executive Vice President for Hayden Management Company, with oversight of management, legal, financial, and construction activities affecting the day-to-day operations of a commercial real estate portfolio in excess of 5 million square feet.

Prior, he was the Vice President of Operations for Trinity Capital, Inc., specializing in the private placement of real estate investments and the structuring and financing of real estate capital for multi-family and retail investments.

Prior to attending law school, Mr. Rafferty was a licensed investment advisor and equity research analyst for the Haverford Trust Company, a private wealth advisory firm that now manages in excess of 10 billion dollars in assets.

Mr. Rafferty is a graduate of Boston College's Carroll School of Management and Villanova's Charles Widger School of Law.

"TR Real Estate was formed through a partnership with a well-established Philadelphia family office to broaden opportunities for our investors through the family's existing platform and longstanding track record of delivering successful results."

What We Do

- Developed and own a portfolio of more than 1,100 apartment units in the Philadelphia area
- Operate a fully integrated and scalable platform of management, leasing, construction, and accounting
- Identify opportunities given our decades of knowledge of the local marketplace
- Deliver our projects on-time and on-budget
- Provide access to deal flow and off-market opportunities through our brokerage and banking relationships
- Utilize our network of lenders for access to financing and bank-owned properties
- Build Class A apartments with high-quality interiors, finishes, and amenities at an affordable price point



What We Target

- Bank-owned distressed properties through note purchases
- Entitled land where the developer could not obtain construction financing
- Stabilized properties that are underperforming due to inefficient management and high operating expense ratios
- Near stabilized properties where construction cost overruns or longer lease-up periods require the current developer to exit at a discount

OPPORTUNITY

“Buy-right” by identifying opportunities due to illiquidity or distress in the marketplace

EXECUTION

“Build-right” by executing with our in-house design, development, and construction team

SUCCESS

“Sell-right” by being nimble and looking for periodic exit opportunities upon stabilization to maximize value for all stakeholders

“The family’s history and balance sheet allows us to ‘finance-right’ by accessing loans at the most favorable terms and interest rate spreads.”

Key reasons why Philadelphia is attractive:



HISTORY:

As the birthplace of the United States, Philadelphia boasts numerous historic sites such as Independence Hall and the Liberty Bell, making it a major tourist destination.



CULTURE:

The city has a thriving arts scene, with renowned museums like the Philadelphia Museum of Art, Franklin Institute, and numerous other galleries, and performing arts venues.



FOOD:

Philadelphia is famous for its cuisine, particularly cheesesteaks, and has a diverse culinary landscape led by some of the most renowned restaurateurs in the country.



WALKABILITY:

The city's layout allows for easy walking and exploring, making it convenient to access different neighborhoods and attractions.



AFFORDABILITY:

Compared to other major East Coast cities, Philadelphia tends to be more affordable in terms of housing and cost of living.



SPORTS:

Philadelphia is known for its passionate sports fans and teams, including the Big 4 – Phillies, Eagles, Sixers, and Flyers, plus the Union and Big 5 college basketball.



COMMUNITY:

Many residents highlight a strong sense of community and neighborhood pride in Philadelphia.

MGMT Residential



Through our in-house management platform, we cultivate vibrant apartment communities where each resident is genuinely valued. We make it our priority. For us, an apartment home is not just a place to live; it's about enhancing the overall quality of life and making every day better.

EXCEPTIONAL LIVING

We design our apartment homes to make life easier and more enjoyable. We offer personalized service, practical designs, and great amenities. All at an affordable price point. Our goal is to provide a comfortable and welcoming place where residents can truly feel at home.

EXCEPTIONAL NEIGHBORHOODS

People enjoy living in well-connected neighborhoods where everything they need is within reach.

Our communities are thoughtfully situated in growing neighborhoods and offer easy access to local amenities and services. Our communities have bike stalls and are typically walkable to major attractions.

Overall, Philadelphia is considered an attractive city due to its rich history, including iconic landmarks like Independence Hall and the Liberty Bell, a vibrant arts and culture scene, diverse food options, walkable streets, a relatively affordable cost of living when compared to other major nearby cities such as Boston and New York.

INVESTMENT ONE:

Distressed Land



SNAPSHOT:

- 285 Class A apartment units with ground-level retail
- 100 +/- parking spaces, and ample bike storage areas
- \$65-\$70 million development basis, inclusive of land value
- \$90-\$95 million exit at stabilized value

OPPORTUNITY

Large urban parcel where the current Seller invested significant soft costs in pursuit of development but ultimately was unable to capitalize and execute the project.

ACTION

TR will acquire the land, finalize design and approvals, and unlock a construction loan to build.

RESULT

Significant returns are achievable through attractive land basis, relatively attractive debt terms, control of development costs, and delivering the project into a potentially lower interest rate and cap-rate environment in coming years.



INVESTMENT TWO:

Discounted Notes



SNAPSHOT:

- 150+/- Class A apartment units with ground-level retail
- Emerging area of the City with steadily improving demographics and other development
- \$33 million development basis, inclusive of land value
- \$47 million exit at stabilized value
- Option in lieu of development to sell entitled land at significant gain

OPPORTUNITY

Acquire a non-performing banknote at a significant discount to par value where the current borrower/developer invested significant pursuit and soft costs but ultimately was unable to execute the project.

ACTION

TR will acquire the note, finalize design and approvals, foreclose on the land, and ultimately develop 150 +/- class A units in a more efficient and desirable design.

RESULT

Significant returns achievable through discounted land basis, relatively attractive debt terms, control of development costs, and delivering the project into a potentially lower interest rate & cap-rate environment in coming years.

INVESTMENT THREE:

Near-stabilized Building



SNAPSHOT:

- 82 Class A apartment units with ground-level retail, plus over 50 covered parking spaces
- Proven and resilient submarket along Manayunk/ Roxborough's main corridor
- Attractive agency debt available to enhance cash flow
- \$23.5 million acquisition basis
- \$29.5 million exit projected in year 5

OPPORTUNITY

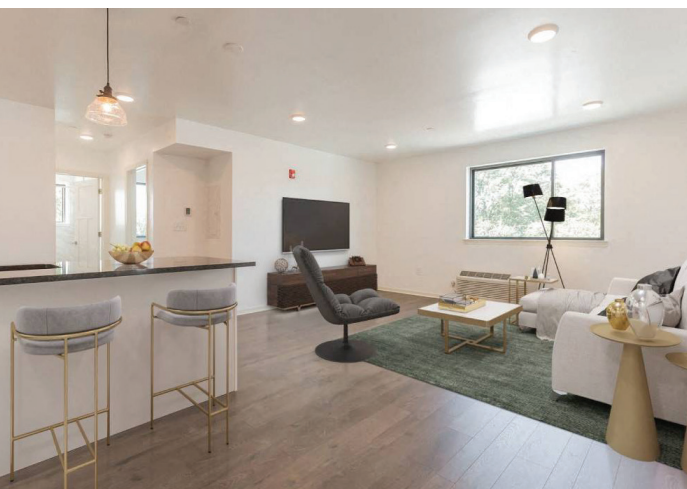
Acquire a Class A apartment building that is in lease-up phase at a discount to peak cycle values.

ACTION

TR will acquire the asset, use in-house leasing and management to fully stabilize, then push occupancy and rental rates.

RESULT

Attracted risk-adjusted returns achievable through discounted basis pre-stabilization, management efficiencies and cash flow accumulation due to attractive agency debt.



Socially Responsible



GREEN DEVELOPMENT

In our development planning, we consider the protection and enhancement of the environment. Our goal is to offer residents an apartment home built upon efficiency and reflective of a socially responsible, affordable, green lifestyle.

ENERGY EFFICIENCY

Our apartment communities utilize Energy Star appliances, high-efficiency lighting, new efficient heating and cooling systems, insulated windows, and wall insulation throughout.

WATER CONSERVATION

During the design phase, we design to consider storm water management and irrigation through efficient landscaping and often green roofs. We install modern water-efficient plumbing fixtures and appliances when possible.

RESOURCE CONSERVATION & RECYCLING

Our apartment communities have on-site waste and recycling programs. We also have on-site gyms and bike racks for our residents to encourage and accommodate less car usage. By being fully electronic with on-line rent payment and maintenance portals, we reduce paper consumption and use.

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& DEVELOPMENT

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