

b e y o n d t h e c o n t r a c t



NORTHPOINT DEVELOPMENT
Luxury Communities

CORE **VALUES**

We are NorthPoint and we...

PUT PEOPLE FIRST

The relationships with our customers, employees, and investors are our most valuable assets. We will strive to always take care of each other and to operate our business so that we maintain our culture of appreciation, respect, transparency, and we shall avoid office politics.

TAKE OWNERSHIP OF EVERY SITUATION

Every individual shall take ownership, be accountable, and take responsibility while avoiding blame, excuses, and denial. We will always strive to admit, learn, and grow from failure and mistakes.

DO THE RIGHT THING EVERY TIME

As we conduct our business, we will operate with the highest integrity and we shall strive to live by the Golden Rule.

MAINTAIN OUR FINANCIAL DISCIPLINE

We will approach every deal with an appropriate margin of safety and maintain our financial discipline while never stretching for a deal or becoming greedy.

LIVE GENEROUSLY

We believe we have an obligation to give back to the community through charitable efforts and, as a token of our appreciation to those who have helped us succeed, we will pay it forward.

OUR EXPERTISE

MULTI-FAMILY SERVICES

- // Greenfield Development
- // Renovations
- // Mixed-use Projects
- // Property Management
- // Lease-up
- // Property Repositioning
- // 3rd Party Consulting
- // Local & State Incentives



KEY PRINCIPALS



Nathaniel Hagedorn
Founder / CEO

With 14 years of commercial real estate experience, Nathaniel is responsible for the overall strategy of the company and is principally focused on guiding development, leasing and management activities for the firm.

Nathaniel has raised over \$2,600,000,000 in capital in the last three years for our various real estate projects and has emerged as one of Kansas City's most active commercial real estate developers. Our firm now owns / manages in excess of 30,000,000 sq. ft. of commercial space and over 2,000 apartments.



Mark Pomeranke
VP of Development

Since joining NorthPoint in 2012, Mark has developed over \$600 million of industrial, multifamily, senior living and infrastructure projects. He is responsible for NorthPoint's Multifamily and Senior Living initiatives, and serves as an executive advisor to NorthPoint's Self Storage team. As Vice President of Operations, he oversees the site selection, acquisition, financing, entitlement, design, and construction processes to ensure seamless execution of high quality, well positioned real estate investments.

Mark received his Bachelor's Degree in Electrical Engineering from the University of Notre Dame.



Kelly Clark
VP of Property Management

As Director of Property Management, Kelly is responsible for overseeing the property management operations for a portfolio of over 2,000 apartment units and 8 million square feet of commercial space. Kelly has over 15 years of successful property management and business development experience including an extensive background in portfolio management and property operations. Kelly's expertise includes new construction, lease-ups, acquisitions, renovations and dispositions. She is a CAPS designate through the National Apartment Association and is a recent graduate of the Lyceum Program. Kelly actively serves on the Board of Directors as the Vice Chairman and co-chair for the Legislative Committee for the Apartment Association of Kansas City.



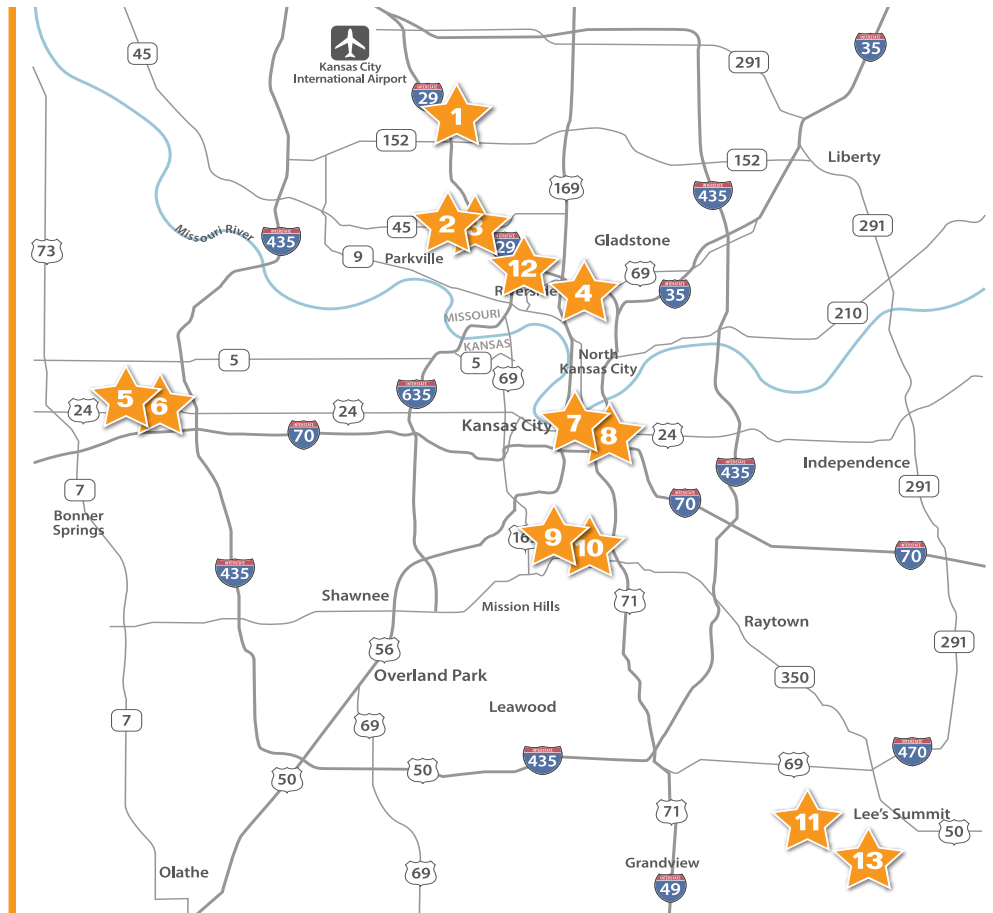
Jenna Patterson
Director of Asset Management

With over 10 years of Property Management experience, Jenna is responsible for overseeing all aspects of property operations of over 2,000 apartment units including new construction and stabilized assets. She is a CAM designate through the National Apartment Association. Jenna currently serves on the Education Committee and is a graduate of the Lyceum program through the Kansas City Apartment Association.






KEYPROJECTS //

MULTI-FAMILY DEVELOPMENT / MANAGEMENT

1. Retreat at Tiffany Woods
2. Residences at Burlington Creek
3. The Denton Building
4. The Briarcliff City Apartments
5. Prairie View at Village West
6. Village West Luxury Apartments
7. River Market West
8. Power & Light Apartments
9. Infinity at Plaza West
10. 45 Madison
11. Residences at New Longview
12. Kinsley Forest Apartments
13. Summit Square Apartments



MANAGEMENT HIGHLIGHTS

 <p>THE BRIARCLIFF City Apartments</p>	<p>8 MONTH LEASE UP</p> <p>RAISED GPR 14%</p> <p>RAISED NOI 11%</p> <p>97% AVERAGE OCCUPANCY RATE</p>
<p>45 MADISON</p>	<p>EXCEEDING NOI BY 7%</p> <p>INCREASED OCCUPANCY TO 98% WITH 19% RENTAL INCREASE</p> <p>RENOVATED 70% OF PROPERTY IN LESS THAN A YEAR</p>
 <p>THE RESIDENCES AT Burlington Creek LUXURY APARTMENTS</p>	<p>13 MONTHS REACHED STABILIZATION</p> <p>RAISED GPR 11%</p>
 <p>VILLAGE WEST LUXURY APARTMENTS</p>	<p>15 MONTHS REACHED STABILIZATION</p> <p>RAISED GPR 9%</p>
 <p>THE RETREAT AT TIFFANY WOODS</p>	<p>15 MONTHS REACHED STABILIZATION</p>
 <p>THE RESIDENCES AT NEW LONGVIEW</p>	<p>11 MONTHS REACHED STABILIZATION</p>
 <p>PRAIRIE VIEW AT VILLAGE WEST</p>	<p>85% LEASED WITH-IN 7 MONTHS OF OPENING</p> <p>10 MONTHS REACHED STABILIZATION</p>
 <p>RM West</p>	<p>INCREASED OCCUPANCY BY 30% WITHIN 60 DAYS</p> <p>INCREASED OCCUPANCY BY 95% WITHIN 6 MONTHS OF TAKE OVER</p>
 <p>INFINITY AT PLAZA WEST</p>	<p>16.25% RENTAL INCREASE SINCE ACQUISITION</p> <p>6 MONTHS REACHED STABILIZATION</p> <p>\$8 MILLION VALUE ADD</p>
<p>POWER & LIGHT APARTMENTS</p>	<p>15 MONTHS REACHED STABILIZATION AT \$1.85 AVERAGE RENTS CURRENTLY AT \$1.94</p> <p>96% AVERAGE OCCUPANCY RATE MAINTAINED SINCE STABILIZATION</p>

THE BRIARCLIFF

City Apartments

263 UNITS

CONSTRUCTION BEGAN: **FEBRUARY 2010**

CONSTRUCTION COMPLETE: **APRIL 2011**

STABILIZED: **MAY 2011**

LEASE UP DURATION: **8 MONTHS** (OCT2010 - MAY2011)

SOLD: **FEBRUARY 2012**

UNIT MIX

1 BEDROOM / 1 BATH	118 UNITS	45%
1 BED / 1 BATH / STUDY	27 UNITS	10%
2 BEDROOM / 2 BATH	70 UNITS	27%
2 BED / 2 BATH / STUDY	48 UNITS	18%



306 UNITS

CONSTRUCTION BEGAN: **JANUARY 2013**

CONSTRUCTION COMPLETE: **SEPTEMBER 2014**

STABILIZED: **MARCH 2015**

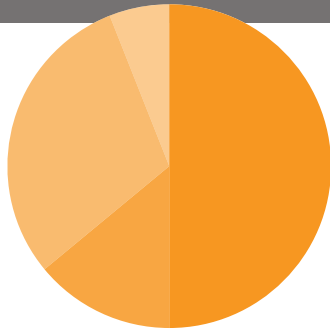
LEASE UP DURATION: **15 MONTHS** (JAN2014 - MAR2015)

SOLD: **NOVEMBER 2015**



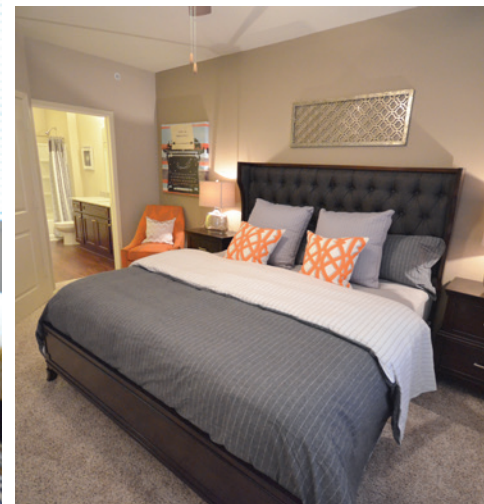
VILLAGE WEST

LUXURY APARTMENTS



UNIT MIX

1 BEDROOM / 1 BATH	153 UNITS	50%
1 BED / 1 BATH / STUDY	42 UNITS	14%
2 BEDROOM / 2 BATH	91 UNITS	30%
2 BED / 2 BATH / STUDY	20 UNITS	6%



THE RESIDENCES AT Burlington Creek

LUXURY APARTMENTS

298 UNITS

CONSTRUCTION BEGAN: **MAY 2012**

CONSTRUCTION COMPLETE: **DECEMBER 2013**

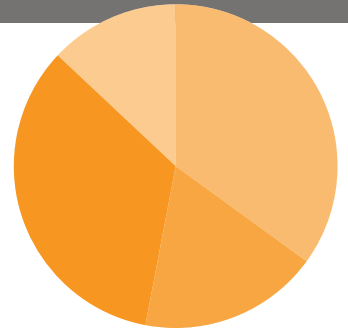
STABILIZED **JULY 2014**

LEASE UP DURATION: **13 MONTHS** (MAY 2013 - JUL 2014)

SOLD: **JANUARY 2015**

UNIT MIX

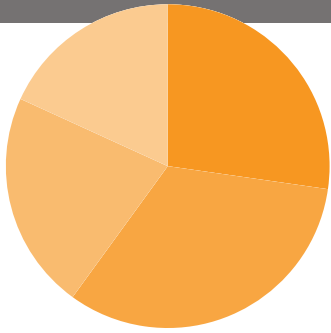
1 BEDROOM / 1 BATH	103 UNITS	35%
1 BED / 1 BATH / STUDY	55 UNITS	18%
2 BEDROOM / 2 BATH	100 UNITS	34%
2 BED / 2 BATH / STUDY	40 UNITS	13%



55 UNITS

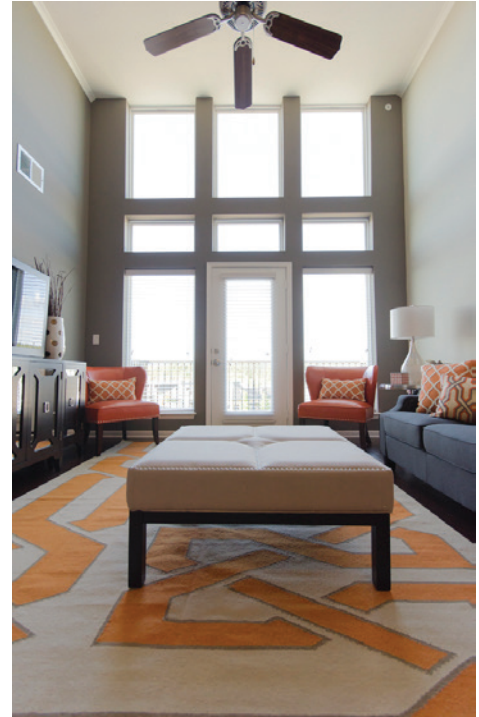
CONSTRUCTION BEGAN: **JULY 2013**
CONSTRUCTION COMPLETE: **OCTOBER 2014**
STABILIZED: **MARCH 2015**
LEASE UP DURATION: **6 MONTHS** (OCT2014 - MAR2015)
SOLD: **DECEMBER 2015**

THE DENTON BUILDING



UNIT MIX

1 BEDROOM / 1 BATH	15 UNITS	27%
1 BED / 1 BATH / STUDY	18 UNITS	33%
2 BEDROOM / 2 BATH	12 UNITS	22%
2 BED / 2 BATH / STUDY	10 UNITS	18%



PRAIRIE VIEW

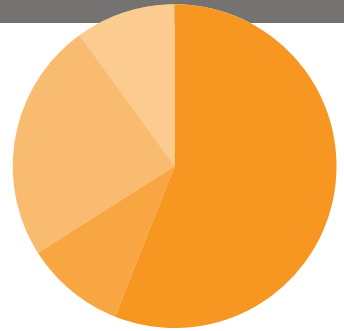
AT VILLAGE WEST

311 UNITS

CONSTRUCTION BEGAN: **JULY 2014**
 CONSTRUCTION COMPLETE: **SEPTEMBER 2016**
 OPENED: **JANUARY 2016**
 LEASE UP DURATION (projected): **10 MONTHS**
 SOLD: **2017** (MAINTAINED 3RD PARTY MANAGEMENT)

UNIT MIX

1 BEDROOM / 1 BATH	174 UNITS	56%
1 BED / 1 BATH / STUDY	30 UNITS	10%
2 BEDROOM / 2 BATH	74 UNITS	24%
2 BED / 2 BATH / STUDY	31 UNITS	10%

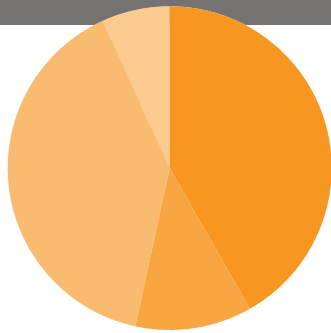


309 UNITS

CONSTRUCTION BEGAN: **APRIL 2014**
CONSTRUCTION COMPLETE: **MARCH 2016**
LEASE UP DURATION: **11 MONTHS**
OPENED: **JUNE 2015**
SOLD: **NOVEMBER 2016**



THE RESIDENCES AT NEW LONGVIEW



UNIT MIX

1 BEDROOM / 1 BATH	129 UNITS	42%
1 BED / 1 BATH / STUDY	36 UNITS	12%
2 BEDROOM / 2 BATH	123 UNITS	40%
2 BED / 2 BATH / STUDY	21 UNITS	7%





THE RETREAT AT TIFFANY WOODS

350 UNITS

CONSTRUCTION BEGAN: **MARCH 2014**

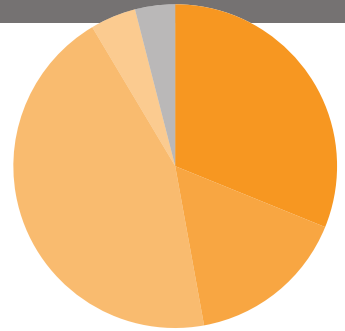
CONSTRUCTION COMPLETE: **MARCH 2016**

LEASE UP DURATION: **15 MONTHS**

**THIRD PARTY MANAGEMENT
& DEVELOPMENT**

UNIT MIX

1 BEDROOM / 1 BATH	109 UNITS	31%
1 BED / 1 BATH / STUDY	56 UNITS	16%
2 BEDROOM / 2 BATH	155 UNITS	44%
2 BED / 2 BATH / STUDY	16 UNITS	5%
3 BEDROOM	14 UNITS	4%



132 UNITS

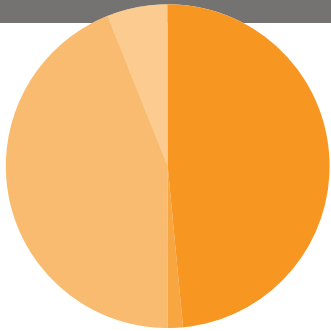
ACQUIRED: **OCTOBER 2013**

THIRD PARTY MANAGEMENT VALUE ADD

OCCUPANCY RATE: **97%** MAINTAINED AVERAGE

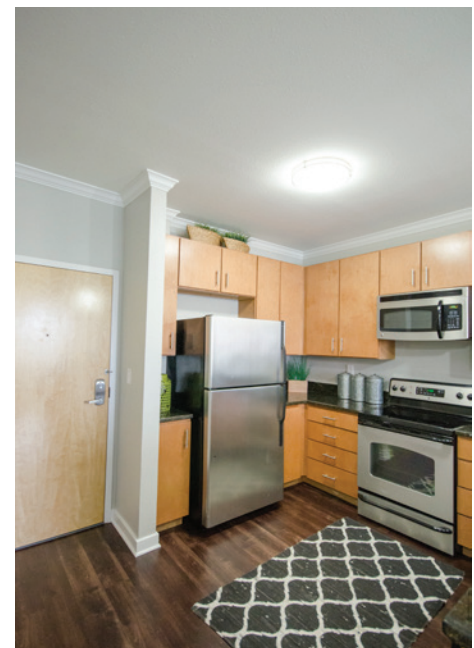
PROPERTY INCOME: **21% INCREASE TO DATE**

45 MADISON



UNITMIX

1 BEDROOM / 1 BATH	64 UNITS	48%
1 BED / 1 BATH / STUDY	2 UNITS	2%
2 BEDROOM / 2 BATH	58 UNITS	44%
3 BED / 2 BATH	8 UNITS	6%



POWER & LIGHT

APARTMENTS

291 UNITS

DEMOLITION BEGAN: **OCTOBER 2014**

CONSTRUCTION BEGAN: **FEBRUARY 2015**

CONSTRUCTION COMPLETE: **DECEMBER 2016**

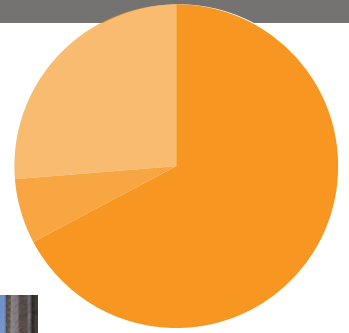
LEASE UP DURATION: **15 MONTHS**

OPENED: **MAY 2016**



UNITMIX

1 BEDROOM / 1 BATH	197 UNITS	67%
1 BED / 1 BATH / STUDY	19 UNITS	6%
2 BEDROOM / 2 BATH	77 UNITS	26%



137 UNITS

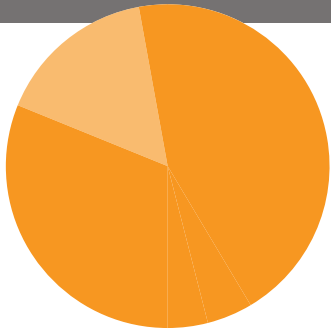
ACQUIRED: **JUNE 2016**

THIRD PARTY LEASE UP

INCREASED OCCUPANCY RATE: **30% IN 60 DAYS**

INCREASED OCCUPANCY RATE: **95% IN 6 MONTHS**

RMwest



UNITMIX

1 BEDROOM / 1 BATH

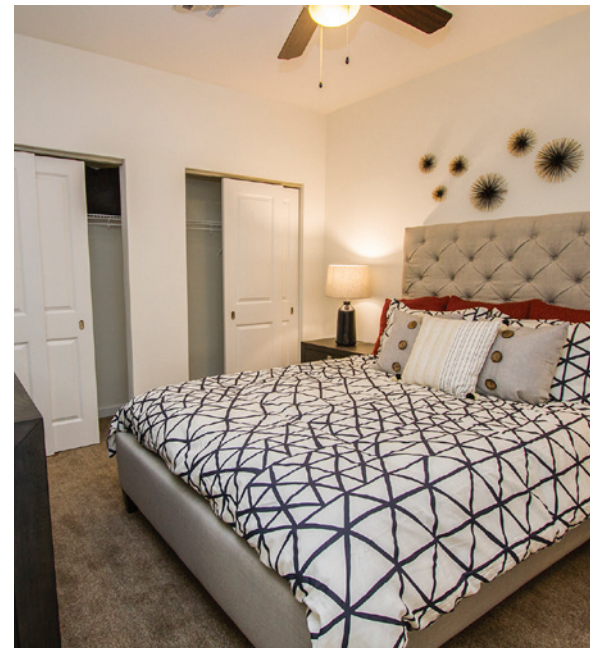
114 UNITS

83%

2 BEDROOM / 2 BATH

23 UNITS

17%





INFINITY

AT PLAZA WEST

221 UNITS

ACQUIRED: **JUNE 2016**

THIRD PARTY RENOVATION

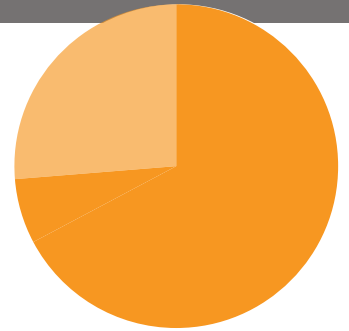
16.3% RENT GROWTH SINCE ACQUISITION

STABILIZED WITHIN **6 MONTHS**

\$8 MILLION VALUE ADD

UNITMIX

1 BEDROOM / 1 BATH	159 UNITS	72%
2 BEDROOM / 2 BATH	62 UNITS	28%

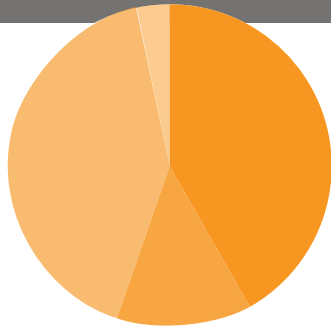


328 UNITS

CONSTRUCTION BEGAN: **OCTOBER 2016**
THIRD PARTY MANAGEMENT



CURRENTLY UNDER CONSTRUCTION



UNIT MIX

1 BEDROOM / 1 BATH	152 UNITS	46%
1 BED / 1 BATH / DEN	64 UNITS	19%
2 BEDROOM / 2 BATH	104 UNITS	32%
2 BED / 2 BATH / DEN	8 UNITS	2%





308 UNITS

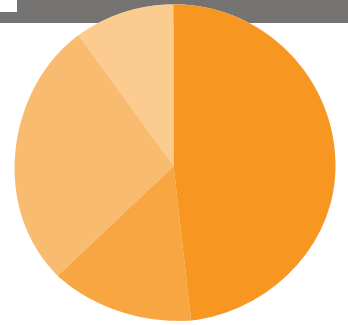
CONSTRUCTION BEGAN: **JAN 2017**



CURRENTLY UNDER CONSTRUCTION

UNIT MIX

1 BEDROOM / 1 BATH	148 UNITS	48%
1 BED / 1 BATH / DEN	30 UNITS	10%
2 BEDROOM / 2 BATH	96 UNITS	31%
2 BED / 2 BATH / DEN	34 UNITS	11%



AWARDS & RECOGNITIONS



Kansas City Business Journal // Best Places to Work

- 2013 - 2nd Place** - Small Company Category
- 2014 - 1st Place** - Medium Company Category
- 2015 - 1st Place** - Medium Company Category
- 2016 - 1st Place** - Medium Company Category
- 2017 - 1st Place** - Medium Company Category



Apartment Association of Kansas City // Awards

2010

- Best Community Brochure - Briarcliff City Apartments
- Best Property Website - Briarcliff City Apartments
- Best Leasing Office - Briarcliff City Apartments

2011

- Assistant Manager of the Year - April Binfet, Briarcliff City Apartments
- White Glove Award - Anita Wirth, Briarcliff City Apartments
- Rookie of the Year - Briarcliff City Apartments
- Best Landscaping - Briarcliff City Apartments

2012

- Best Magazine Advertisement - Briarcliff City Apartments
- Property Of The Year - Briarcliff City Apartments

2013

- Best Property Marketing Plan - The Residences At Burlington Creek
- Best Landscaping - Briarcliff City Apartments
- Best Model Under 5 years - The Residences AT Burlington Creek

2014

- Company Management Team of the Year - NorthPoint Development
- Owner of the Year - Nathaniel Hagedorn, NorthPoint Development
- Best Resident Services/Concierge - Nicholle Pyle, 45 Madison
- Model of the Year - Village West Luxury Apartments
- Manager of the Year - Suzanne Congrove, 45 Madison
- Leasing Professional of the Year - Amy Middleton, 45 Madison
- Clubhouse/Leasing of the Year - Village West Luxury Apartments
- Amenities of the Year - Village West Luxury Apartments
- White Glove Award - Kimberly Osbourne, 45 Madison
- Local Management Company of the Year - NorthPoint Development



**EY Entrepreneur
Of The Year™**

2014 Central Midwest Region



2015
TOP 10
SMALL BUSINESS

Apartment Association of Kansas City // Awards (cont.)

2015

Company Management Team of the Year - NorthPoint Development
Owner of the Year - Nathaniel Hagedorn, NorthPoint Development
Multi-Site Supervisor of the Year - Jenna Patterson
Property Manager of the Year - Pam Lakey, Residences at New Longview
Marketing Director of the Year - Nicholle McKenzie, NorthPoint Development
Rookie of the Year - Amy Hood, The Retreat at Tiffany Woods
Leasing Professional of the Year - Melissa Allinder, The Retreat at Tiffany Woods
White Glove Award - Christy Jackson, Residences at New Longview

2016

Company Management Team of the Year - NorthPoint Development
Management Team of the Year - Prairie View
Best Historic Renovation - Power & Light Apartments
Best Renovation over \$1 Million - Infinity at Plaza West
Best Model over 25 Years - Infinity at Plaza West
Best Amenities - Prairie View
Management Executive of the Year - Kelly Clark
Management Rookie of the Year - Shelby Cavanah
Assistant Manager of the Year - Cami Johnson
Assistant Manager of the Year - Chelsea Blackwood
Leasing Professional of the Year - Melissa Allinder
White Glove Award - Gail Judds
White Glove Award - Kimberly Osbourne
Best Concierge Program - Bri Wisdom
Maintenance Supervisor of the Year - Ray Fann
Maintenance Technician of the Year - Kevin Davis

Earnst Young Entrepreneur of the Year //

2014 - Nominee - Nathaniel Hagedorn

Greater Kansas City Chamber //

2015 - Top 10 Small Business