

VILLAGE ON LAKELINE

— 120 S LAKELINE BLVD —

CEDAR PARK, TEXAS



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BLDG 1

120

FIRE LANE TEN AMAL ZONE



Investment Highlights

VILLAGE ON LAKELINE

Cushman & Wakefield's Private Capital Group is pleased to present to the market Village on Lakeline, a 44,168 gross square foot, 42,837 net square foot project with flexibility for office, medical and retail uses in Cedar Park, Texas (Far Northwest Austin). The property benefits from a strategic location on Lakeline Boulevard in the rapidly growing Cedar Park submarket, an area experiencing tremendous residential growth and new commercial development. The newly constructed two-story, four-building project is being offered primarily vacant offering a blank canvas for an investor or owner occupant below replacement cost.



New Construction Project with Flexible Uses



- Newly constructed project with modern design and efficient floorplates
- Nearly fully vacant opportunity with only one lease executed for 5% of the project
- Blank canvas for an investor to purchase below replacement cost and execute strategic lease up
- Rare owner occupant opportunity offered at a discount to replacement cost
- Potential to condo the buildings or suites creating resale value for individual condo premium

High Growth Cedar Park Location



- Consistently ranked as one of the fastest growing cities in the US according to the Census Bureau
- High-tech employer hub with a young population and highly educated workforce that attracts companies such as Firefly Space Systems, Hyllion, ABEO, and BHI
- Cedar Park is a Top 10 city for working parents according to SmartAsset, and Motley Fool named the city in the Top 5 for millennials for affordability and quality of life in 2021

Resilient Austin Economy



- Austin ranks #1 Among US Major Metros for pandemic labor recovery to date and has recently hit an all-time high for non-farm job total
- Austin's 3.4% unemployment rate substantially outperforms Texas (4.1%) and the US (4.2%) as of August 2024
- Austin remains one of the fastest growing metro areas with a minimum of 1 Million residents
- In 2021, a record 169 companies announced the addition of 27,459 jobs – besting the 2020 total annual record of 22,114 jobs
- In August of 2022, Business Facilities named Austin as the #1 city for tech talent with talent pools of less than 100,000



Sponsorship overview



REAL
INTERNATIONAL
REAL ESTATE

Lynn Yuan - Founder

CEO Lynn Yuan (CCIM) founded Austin 360 Home in 2009, forming the roots of what would become Real International in 2017. Austin 360 Home provided residential real estate and property management services, and was joined by Real Capital Group in 2013, which provided real estate investment services.

In 2017 those services merged under one umbrella, Real International. Real International is a comprehensive real estate firm that provides four services: commercial brokerage, residential brokerage, investment services, and asset management. Real International works with individuals and investor groups in the U.S. and Asia Pacific, providing them with opportunities to invest in and own real estate assets in Central Texas.

Prior to her work in the real estate market, Lynn spent 20 years as a program management professional for various Fortune 500 technology companies. She is actively involved in many community leadership roles, serving on the Advisory Board of the Greater Austin Asian Chamber of Commerce (GAACC), Founding Vice President and Board Of Directors for Austin Chinese-American Network (ACAN), and as the Honorary Board of Directors for the Chinese Society of Austin (CSA). Lynn is the publisher of Texas Capital News, the most influential and longest-running Chinese publication in Texas. Lynn is a Certified Commercial Investment Member (CCIM) and a recognized expert in the commercial and investment real estate industry.

\$320MM+
Assets Under
Management

\$107MM+
Equity Under
Management

\$130MM+
Funds Raised
to Date

\$49MM+
Distributions to Date

17.7%
Average Annual Returns



Quality Inn 183 - Hospitality



Vesper ATX - Condominium



Parkside at Mueller - Condominium



Lighthouse Retail Center - Retail



Montage South Lamar - Condominium



Commodore Perry Development - Hospitality



The Rail MLK - Multi-Family



Volente Crossing - Office Condominium

Sponsor Overview Cont'd



Matt Delahoussaye - Owner Commercial Market Exchange

With over 20 years of experience in the commercial real estate industry, Matt Delahoussaye has built a diverse and dynamic career. Specializing in industrial, retail, and office properties, Matt expertly handles leasing, sales, and development, consistently delivering results that exceed client expectations. His entrepreneurial spirit led him to ownership roles beyond real estate, including the popular Lucky Rabbit live music venue/restaurant/bar and two cocktail lounges named Rabbit Hole. These ventures not only serve the community but also strengthen his presence and expertise in the commercial property space.

Known for his integrity, Matt believes in open communication and honest relationships with his clients. His approach is rooted in transparency—ensuring that expectations are clear and achievable from the start of any project. His ability to navigate the complexities of deals, particularly in working with city officials and various trades, has earned him a reputation for reliability and strong partnership-building.

While his niche initially focused on restaurants and bars, Matt has evolved his practice toward acquisition development in response to changing interests and market demands. His diverse portfolio and adaptable skill set allow him to thrive across multiple segments of the commercial real estate industry.

One of Matt's proudest achievements is mentoring the next generation of brokers. Seeing the growth and success of the young professionals he works with fills him with pride. Looking forward, Matt plans to continue expanding his real estate holdings while nurturing his team's development—though he's also starting to joke about retirement!



John Ghiselli - Owner Waterloo Real Estate Investments

John Ghiselli is a commercial real estate executive with an exceptional track record for creating value in the commercial real estate investment and development business. With over 30 years of experience John's capabilities include virtually all aspects of commercial real estate – investment, development, financing, leasing and management. John delivers profits by creating opportunities in the marketplace and leveraging his knowledge, skills and relationships to capitalize on these opportunities. With transaction volume exceeding \$3 billion, John has successfully managed projects, teams and organizations over a long period of time.

In 2013, John Ghiselli co-founded Red Hook Capital Partners, LLC. Red Hook Capital Partners is a real estate investment and development firm focused on the charter school sector. Red Hook identifies credit-qualified charter schools to enter into long term leases under which Red Hook acts as acquirer, developer, and landlord and the charter school will act as tenant. To date, Red Hook has invested in and developed commercial real estate projects totaling \$350 million.

For a period of 5 year starting in 2001, John served as executive in charge of Lincoln Property Company's commercial investment and development business in Southern California. John grew Lincoln from having no employees at the end of 2000 to a major force in Southern California. At Lincoln, John's responsibilities included being directly responsible for sourcing, selecting, financing, closing and managing all Southern California investments for Lincoln. Because Lincoln acquired assets in joint venture with many different capital partners, John gained valuable experience by sourcing joint venture equity with multiple institutional equity partners on a one-off basis. These investors included PCCP, Praedium Group, State of Illinois Teachers Pension Fund, State of Oregon Teachers Pension Fund and AIG.

At Lincoln, John was also responsible for the oversight and management of Lincoln's leasing and property management operations. As such John was responsible for the hiring and managing of all brokerage and management staff for Lincoln's Southern California operations. This included the management of a 3.75 million square foot portfolio including a 1.9 million square foot multi-tenant industrial park, a 22-story high-rise in downtown Los Angeles, a trophy office property in Beverly Hills, and multiple suburban office and industrial properties. Deal flow generated by John created investments & developments exceeding \$300,000,000 with profits in excess of \$80,000,000.





Requested Financing Terms

Requested Financing Terms

Total Loan Commitment	\$7,150,682 (63% LTC, \$161.90 GSF, \$166.93 NSF)
Initial Loan Commitment	\$4,402,757 (39% LTC, \$99.68 GSF, \$102.78 NSF)
Future Funding	\$2,747,925 (24% LTC, \$62.22 GSF, \$64.15 NSF)
Term	5 Years (Inclusive of Extension Options)
Loan Type	Fixed or Floating Rate
Origination Fee	To be quoted by Lender
Amortization	Max Interest Only
Call Protection	Structured Partial Releases as Condo Sales Occur
Carve-Outs	Negotiable
Additional	Opportunity to be preferred lender for owner-use condo buyers
Financing Indications Due	Friday, October 18, 2024



VILLAGE ON LAKELINE

120 S LAKELINE BLVD —
CEDAR PARK, TEXAS



Sources of Funds

	\$ Amount	\$ / GSF	\$ / NSF
Initial Loan Funding	\$4,402,757	\$99.68	\$102.78
Sponsor Equity	\$4,125,000	\$93.39	\$96.30
Future Funding	\$2,747,925	\$62.22	\$64.15
Total Loan Commitment (63% LTC)			
Total Sources of Funds	\$11,275,682	\$255.29	\$263.22

Uses of Funds

	\$ Amount	\$ / GSF	\$ / NSF
Purchase Price	\$8,250,000	\$186.79	\$192.59
Closing Costs	\$277,757	\$6.29	\$6.48
Const. Costs & Contingency	\$2,412,166	\$54.61	\$56.31
Capitalized Interest	\$335,759	\$7.60	\$7.84
Total Uses of Funds	\$11,275,682	\$255.29	\$263.22

Construction Costs

	\$ Amount	\$ / SF
Base Building Capital	\$125,000	\$2.83
Unit Finish Out	\$1,600,720	\$36.24
Capitalized RE Taxes	\$197,000	\$4.46
Capitalized Insurance	\$55,000	\$1.25
Capitalized Marketing	\$10,000	\$0.23
HOA Operating Expenses	\$96,000	\$2.17
Condo Regime Formation	\$15,000	\$0.34
Arch. & Engineering Costs	\$25,000	\$0.57
Working Capital Liquidity	\$30,000	\$0.68
Contingency	\$150,760	\$3.41
Const. Management Fee	\$107,686	\$2.44
Total Construction Costs	\$2,412,166	\$54.61

Sell Out Projection

Unit	Bldg.	SF	Status	Shell Market Value	Shell Value / PSF	Finished Market Value	Finished Value / PSF
100	1	919	Vacant	\$280,295	\$305	-	-
101	1	1,107	Vacant	\$337,635	\$305	-	-
102	1	1,108	Vacant	\$337,940	\$305	-	-
103	1	2,164	Vacant	\$660,020	\$305	-	-
200	1	2,632	Lease Tenant In Place - \$20.60 PSF NNN - Tech Company	-	-	\$921,200	\$350
201	1	1,580	Vacant	-	-	\$639,900	\$405
202	1	1,086	Vacant	-	-	\$439,830	\$405
100	2	1,053	Vacant	\$321,165	\$305	-	-
101	2	1,108	Under Contract - Shell - \$305 PSF - Insurance Agency	\$337,940	\$305	-	-
102	2	1,109	Under Contract - Shell - \$305 PSF - Insurance Agency	\$338,245	\$305	-	-
103	2	1,986	Vacant	\$605,730	\$305	-	-
200	2	1,262	Vacant	-	-	\$511,110	\$405
201	2	1,197	Vacant	-	-	\$484,785	\$405
202	2	1,058	Vacant	-	-	\$428,490	\$405
203	2	1,782	Vacant	-	-	\$721,710	\$405
100	3	1,156	Vacant	\$352,580	\$305	-	-
101	3	1,402	Vacant	\$427,610	\$305	-	-
102	3	1,422	Vacant	\$433,710	\$305	-	-
103	3	1,396	Vacant	\$425,780	\$305	-	-
200	3	1,212	Vacant	-	-	\$490,860	\$405
201	3	1,402	Vacant	-	-	\$567,810	\$405
202	3	1,388	Vacant	-	-	\$562,140	\$405
203	3	1,430	Vacant	-	-	\$579,150	\$405
100	4	1,360	Vacant	-	-	\$550,800	\$405
101	4	1,381	Vacant	-	-	\$559,305	\$405
102	4	1,455	Vacant	-	-	\$589,275	\$405
103	4	1,239	Vacant	-	-	\$501,795	\$405
200	4	1,330	Under Contract - Shell - \$305 PSF - Law Firm	\$405,650	\$305	-	-
201	4	1,381	Under Contract - Shell - \$305 PSF - Law Firm	\$421,205	\$305	-	-
202	4	1,232	Under Contract - Shell - \$305 PSF - Law Firm	\$375,760	\$305	-	-
203	4	1,500	Under Contract - Shell - \$305 PSF - Law Firm	\$457,500	\$305	-	-
Shell Sellout Value				\$6,518,765			
Finished Sellout Value						\$8,548,160	
Total Sellout Value						\$15,066,925	

Cash Flow

Month Ending	11/30/2024	12/31/2024	1/31/2025	2/28/2025	3/31/2025	4/30/2025	5/31/2025	6/30/2025
Month	0	1	2	3	4	5	6	7
Revenue								
Pre-Sale & Post-Construction Sale Proceeds		\$676,185	\$0	\$0	\$2,149,906	\$1,226,155	\$1,228,181	\$1,230,209
Brokerage Commissions & Closing Costs		(\$54,095)	\$0	\$0	(\$171,992)	(\$98,092)	(\$98,254)	(\$98,417)
Total Revenue		\$622,090	\$0	\$0	\$1,977,913	\$1,128,063	\$1,129,926	\$1,131,792
Land & Construction Costs								
Land Acquisition Price	(\$8,250,000)	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Closing Costs	(\$165,000)	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Land Acquisition Fee	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Hard Costs		(\$10,417)	(\$10,417)	(\$211,657)	(\$286,378)	(\$333,575)	(\$333,575)	(\$286,378)
Soft Costs		(\$428,000)	\$0	\$0	\$0	\$0	\$0	\$0
Contingency		(\$30,689)	(\$729)	(\$14,816)	(\$20,046)	(\$23,350)	(\$23,350)	(\$20,046)
Construction Management Fee		(\$21,921)	(\$521)	(\$10,583)	(\$14,319)	(\$16,679)	(\$16,679)	(\$14,319)
Total Land & Construction Costs	(\$8,415,000)	(\$491,027)	(\$11,667)	(\$237,056)	(\$320,744)	(\$373,604)	(\$373,604)	(\$320,744)
Total Unlevered Cash Flow	(\$8,415,000)	\$131,064	(\$11,667)	(\$237,056)	\$1,657,169	\$754,459	\$756,322	\$811,048

Gross Profit Margin



7/31/2025	8/31/2025	9/30/2025	10/31/2025	11/30/2025	12/31/2026	1/31/2026	2/28/2026	3/31/2026	4/30/2026	5/31/2026	6/30/2026
8	9	10	11	12	13	14	15	16	17	18	19
\$724,756	\$725,953	\$727,152	\$728,353	\$729,556	\$730,761	\$731,968	\$733,177	\$734,388	\$735,600	\$736,815	\$738,032
(\$57,980)	(\$58,076)	(\$58,172)	(\$58,268)	(\$58,364)	(\$58,461)	(\$58,557)	(\$58,654)	(\$58,751)	(\$58,848)	(\$58,945)	(\$59,043)
\$666,776	\$667,877	\$668,980	\$670,085	\$671,191	\$672,300	\$673,410	\$674,523	\$675,637	\$676,752	\$677,870	\$678,990

\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
(\$211,657)	(\$10,417)	(\$10,417)	(\$10,417)	(\$10,417)	\$0	\$0	\$0	\$0	\$0	\$0	\$0
\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
(\$14,816)	(\$729)	(\$729)	(\$729)	(\$729)	\$0	\$0	\$0	\$0	\$0	\$0	\$0
(\$10,583)	(\$521)	(\$521)	(\$521)	(\$521)	\$0	\$0	\$0	\$0	\$0	\$0	\$0
(\$237,056)	(\$11,667)	(\$11,667)	(\$11,667)	(\$11,667)	\$0	\$0	\$0	\$0	\$0	\$0	\$0

\$429,720	\$656,210	\$657,313	\$658,418	\$659,525	\$672,300	\$673,410	\$674,523	\$675,637	\$676,752	\$677,870	\$678,990
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23.02%







Property Overview

Address

120 S Lakeline Blvd, Cedar Park, TX 78613

Gross Building Area

Building 1 - 10,902 SF
Building 2 - 10,902 SF
Building 3 - 11,182 SF
Building 4 - 11,182 SF
Total - 44,168 SF

Land Size

4.024 Acres

Occupancy

5%

Year Built

2019

Zoning

NB - Neighborhood Business

Parking

169 Surface Spaces
(3.76:1,000 GSF)

Net Square Footage

Building 1 - 10,596 SF
Building 2 - 10,555 SF
Building 3 - 10,808 SF
Building 4 - 10,878 SF
Total - 42,837



Site Description

Access

Two access points on Lakeline Blvd. Convenient access to US Hwy 183 (1.7 miles) and TX 45 (4.7 miles)

Building Systems

Life Safety

Fully sprinklered

HVAC

One rooftop unit serves the tenant space in Building 1

Elevators

Two exterior elevators serve the project. One elevator located between Buildings 1 & 2 and one elevator located between Buildings 3 & 4

Utilities

Electric - Pederneles Electric Cooperative
Water/Sewer - City of Cedar Park

Design & Construction

Buildings

Four

Floors

Two

Foundation

Concrete slab

Roof

Composition shingle roof

Frame

Wood frame

Façade Description

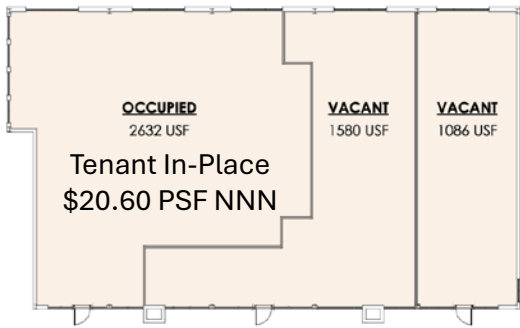
White stucco with large storefront windows on front of the buildings



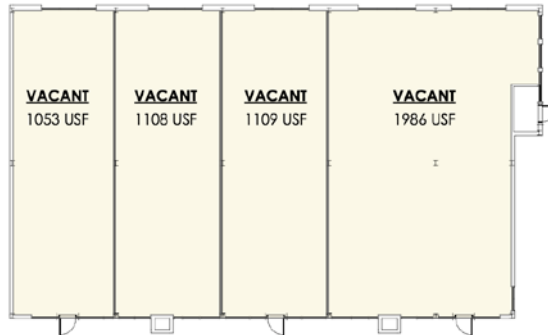
Site Plan



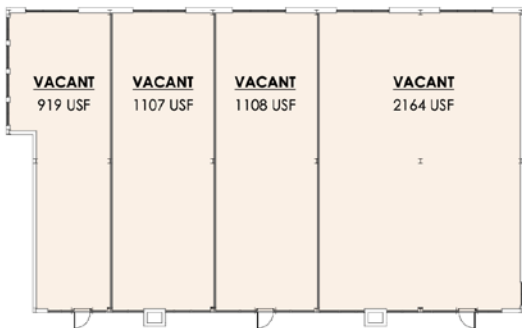
Floor Plans



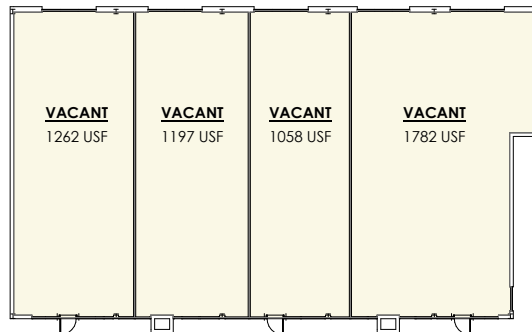
1 BUILDING 1, LEVEL 02 FLOOR PLAN
SCALE: 1/16" = 1'-0"



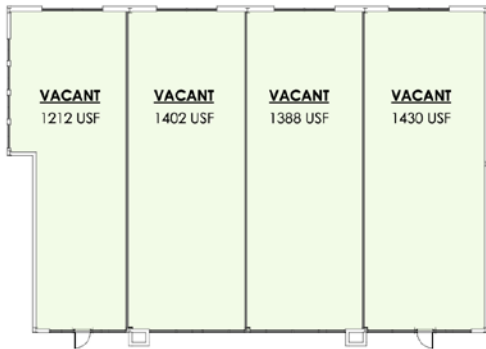
1 BUILDING 2, LEVEL 01 FLOOR PLAN
SCALE: 1/16" = 1'-0"



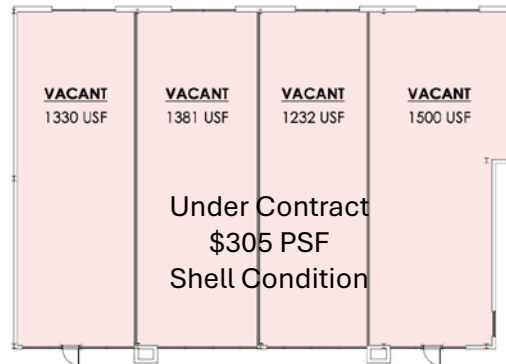
1 BUILDING 1, LEVEL 01 FLOOR PLAN
SCALE: 1/16" = 1'-0"



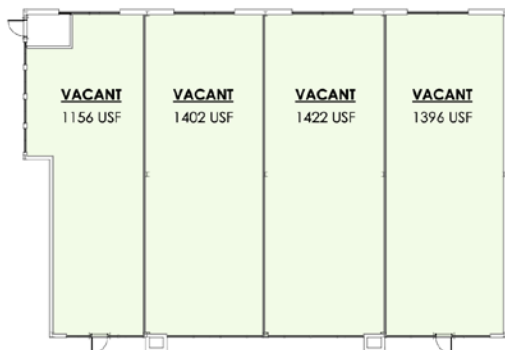
1 BUILDING 2, LEVEL 02 FLOOR PLAN
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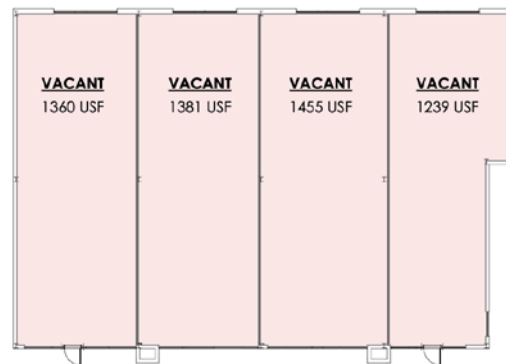
1 BUILDING 3, LEVEL 02 FLOOR PLAN
SCALE: 1/16" = 1'-0"



1 BUILDING 4, LEVEL 02 FLOOR PLAN
SCALE: 1/16" = 1'-0"



1 BUILDING 3, LEVEL 01 FLOOR PLAN
SCALE: 1/16" = 1'-0"



1 BUILDING 4, LEVEL 01 FLOOR PLAN
SCALE: 1/16" = 1'-0"



The Parke (400k+ SF)



- Multi-Purpose Entertainment Venue
- Built 2009 for \$55M
- 8,700 Capacity
- Home to Texas Stars (Hockey) & Austin Spurs (Basketball)

W Whitestone Blvd



WESTLAKE
DERMATOLOGY

**BASIS CHARTER
SCHOOL**

Opening 2023

**SHOPS
AT LAKELINE**

VI
ON

N

1890 Ranch (900k+ SF)



DRIVE TIMES



5 MIN
183/1431 RETAIL



16 MIN
DOMAIN



20 MIN
DOWNTOWN

Cross Creek Market



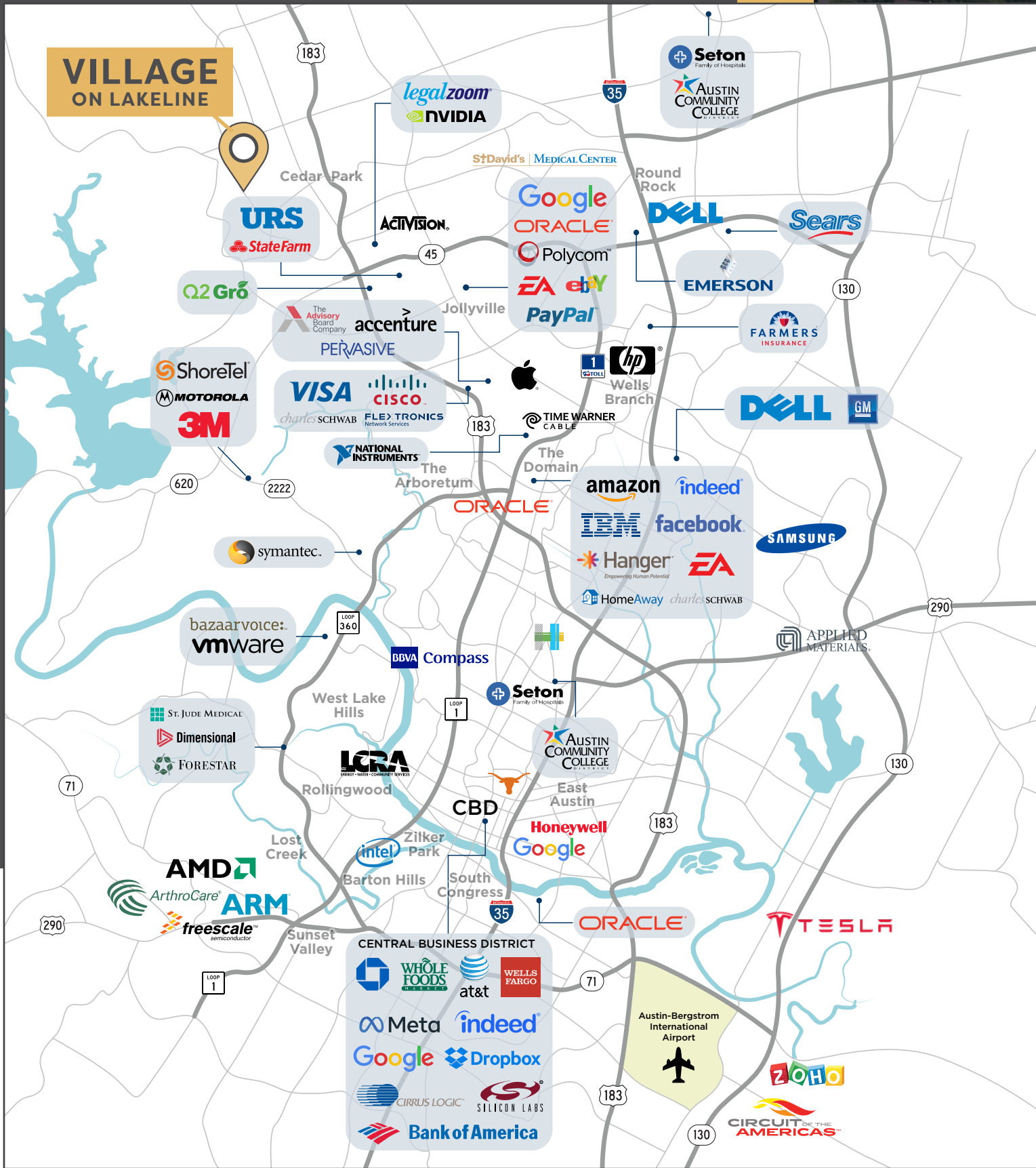
183A

NORTH BUTTERCUP CREEK

LLAGE
LAKELINE

Lakeline Blvd

Location Map









Area Overview

Austin, TX



Over the course of the last decade, the population growth for the Austin MSA grew an astonishing 33.7% while the state of Texas and the U.S. grew 16.8% and 6.7% respectively over the same period. What makes Austin such an attractive market is its' highly educated population, favorable business climate, and a uniquely robust quality of life. This has been leading the draw for major corporate relocations and expansions, which has been a boon on economic growth during this period. Often referred to as the “Live Music Capital of the World”, Austin has numerous attractions from the vibrant downtown scene to the abundance of outdoor destinations in the area including Zilker Park, Town Lake, Lake Austin and Lake Travis. With so many activities to offer, it is no surprise Austin is a top spot for relocations and tourism.

The Austin Economy

The City of Austin has truly impressed investors and residents with its ability to lead the nation in an economic comeback as the era of the pandemic ended. Austin ranked first among the Top 50 US metros for job growth from February 2020 to July 2022 at a 9.1% increase. Year over year, the Austin MSA added 70,900 jobs representing a 6.0% annual growth rate as of July 2022, continuing its' streak of being in the Top 10 among major metros. Austin currently has the lowest unemployment rate among all Texas metros at 3.1%, and is also below Texas at 4.3% and the national rate of 3.8%.

- **Ranked #1 Among US Major Metros for Pandemic Labor Recovery**
- **Jobs have steadily risen to an all-time high**
- **Fastest Growing Major U.S. Metro Area Based on Data from the U.S. Census Bureau**

Austin Accolades



#1 Best

**MARKET TO INVEST IN
COMMERCIAL REAL ESTATE**

Crowdstreet
January 2022



#3 City

**IN THE U.S. FOR FEWEST JOBS
LOST DURING THE PANDEMIC**

Austin Business Journal
March 2021



#1 Market

**TO LAUNCH YOUR
PROFESSIONAL CAREER**

LinkedIn
May 2022



#2 Best

**PERFORMING ECONOMY IN
THE TOP 30 U.S. METROS**

Business Insider
February 2021



#1 Metro

**LARGE AMERICAN METRO WITH
THE MOST INNOVATIVE WORKERS**

Smartest Dollar
June 2022



#1 City

**FOR TECH TALENT WITH LESS THAN
100K IN THE TECH LABOR POOL**

Business Facilities
August 2022



Fastest

GROWING MAJOR U.S. METRO

U.S. Census Bureau
May 2021



#1 City

TO MOVE TO

money.co.uk
November 2021

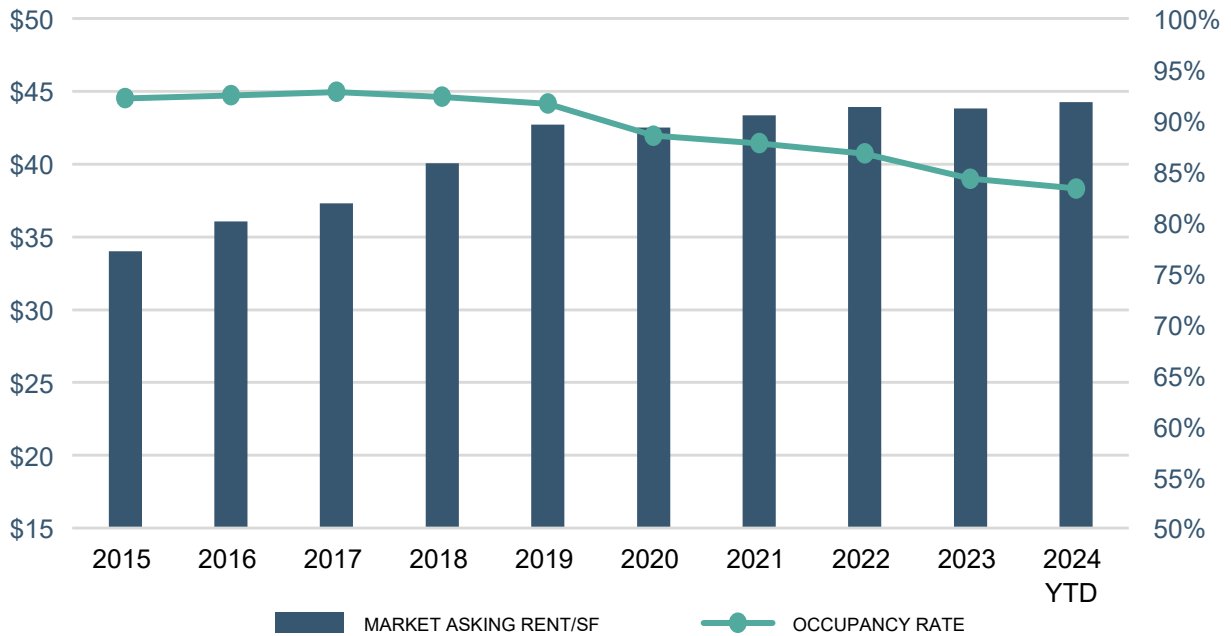
Austin Office Market Overview

137M
SF OF INVENTORY

83.3%
OCCUPANCY

\$44.25 PSF
ASKING RENTAL RATE

Average Rental Rates VS. Occupancy



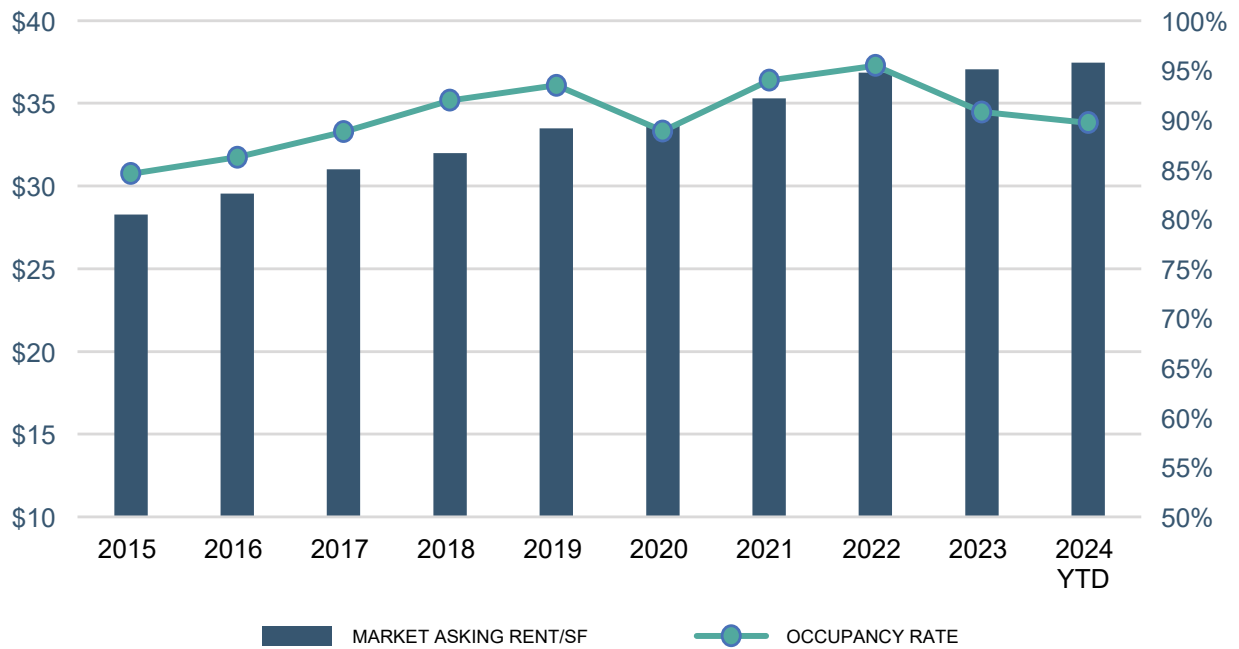
Cedar Park Submarket Overview

3.5M
SF OF INVENTORY

89.7%
OCCUPANCY

\$37.47 PSF
ASKING RENTAL RATE

Average Rental Rates VS. Occupancy





Confidentiality Agreement

This Financing Memorandum was prepared by Broker solely for the use of prospective lender for Village on Lakeline, located in Cedar Park, Texas (“The Property”). Neither Broker, Real International (the “Sponsor”) nor any of their respective officers, employees or agents, make any representation or warranty, express or implied, as to the completeness or the accuracy of the material containing in the Financing Memorandum or any of its contents, and no legal commitments or obligations shall arise by reason of this package or any of its contents. Sponsor reserves the right to eliminate any portion or all of the Real Estate from any offer for sale at any time prior to the completion of a binding term sheet executed by both Sponsor and a prospective lender.

Prospective lenders for the Real Estate are advised (i) that changes may have occurred in the condition of the Real Estate since the time of this Financing Memorandum or the financial statements therein were prepared and that (ii) all financial projections are provided for general reference purposes only in that they are based on assumptions relating to the general economy, competition, and other factors beyond the control of Broker and Sponsor and, therefore, are subject to material variation. Prospective lenders for the Real Estate are advised and encouraged to conduct their own comprehensive review and analysis of the Real Estate.

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The terms and conditions stated in this section will relate to all of the sections of the package as if stated independently therein. If, after reviewing this package, you have no further interest in financing the Property at this time, kindly return this brochure.



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