



# Real Estate Investing. **Simplified.**

Company & Fund Overview 2024







# PPR Capital Management

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PPR Capital Management is a private equity real estate firm that manages investment offerings which primarily invest in distressed assets and mortgages, as well as residential and commercial real estate throughout the United States.

**16**

YEAR TRACK RECORD

**\$898M+**

ASSETS UNDER MANAGEMENT

**\$370M+**

EQUITY UNDER MANAGEMENT

**\$65M+**

TOTAL PREF PAID SINCE 2019  
IN RIF





## The Story of PPR

In 2007, co-founders Dave Van Horn, John Sweeney, and Bob Paulus realized that they could purchase real estate-backed assets at a discount that could produce similar cashflow to traditional hard asset real estate investments without having to deal with the tenants, maintenance, or property management.

Distressed debt, specifically **non-performing loans**, is an asset class that's highly scalable, as well as diversified in markets across the country. With the addition of alternative asset classes, PPR **helps retail investors achieve the same benefits as larger funds and institutions.**



# Key Milestones





# Invest in real estate without any of the hassle

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## PPR primarily invests in:

- Distressed residential mortgages
- Opportunistic commercial real estate

## Our investing strategy combines:

- Decades of industry experience
- Proprietary economic analysis
- Thorough due diligence
- Access to institutional product

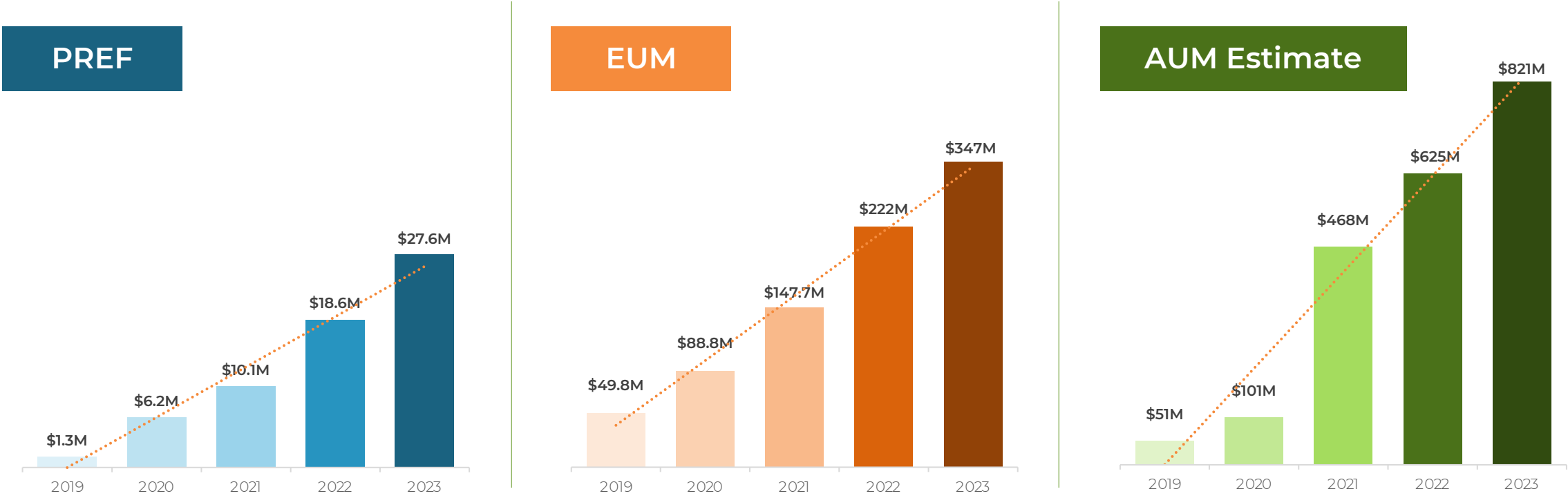
Our **decades of experience** combined with **our tech enabled in-house analysis & forecasting** abilities allows us to consistently deliver risk-adjusted returns.

Our investors receive **an entirely passive return and gain access to institutional assets.**



# Our Track Record

We haven't missed a preferred payment since 2007.



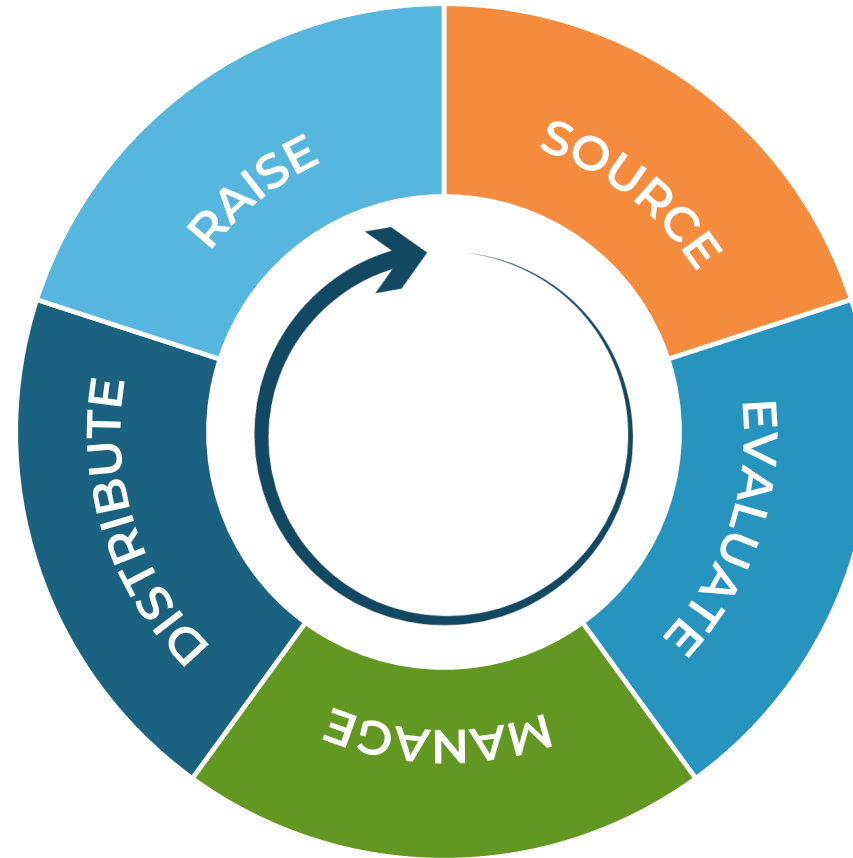
\*The above charts show the past 5 years of growth since starting the Reliant Income Fund



# How Our Fund Works

We **RAISE** Capital from our accredited investor network and institutional capital partners

We **DISTRIBUTE** returns to investors, enabling us to raise more capital from a trusted base of accredited investors, continuing the cycle



We **SOURCE** opportunities from vetted operators who have completed our due diligence process

We **EVALUATE** loan trades and commercial projects using our Portfolio Management Platform prior to making an investment

We **MANAGE** the assets post closing, both in-house and through our JV Partners

# How We Raise Capital

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Engage with a nationwide network of Accredited Investors



Partner with Private and Institutional capital providers



Utilize thought leadership, education, and investor events to attract and retain clientele



Advertise through social media and targeted online forums



Participate in key affiliate groups



# We Invest in a Diversified Mix of

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## NON-PERFORMING LOANS

Non-Performing Loans  
(NPLs)

Home Equity Conversion  
Mortgages (HECM)

## COMMERCIAL REAL ESTATE

Multifamily Residential  
Housing (MF)

Primarily Class B and  
Affordable Housing

## SHORT-TERM BUSINESS LOANS

Fix and Flip Bridge Loans,  
DSCR Rental Loans,  
Multifamily Bridge Loans,  
DSCR Portfolio Loans

As value investors, we focus identifying, acquiring, and managing undervalued assets to improve and increase the value over time.

# Non-Performing Loans (NPLs)

Mortgage loans originated by a bank or lender, (also referred to as “Mortgage Notes”) are collateralized assets. When in default, these become Non-Performing Loans (NPLs). PPR purchases these NPLs in bulk at a discount in fund-to-fund transactions via a trade desk or with HECM Loans we can bid at government auction with our non-profit partners.

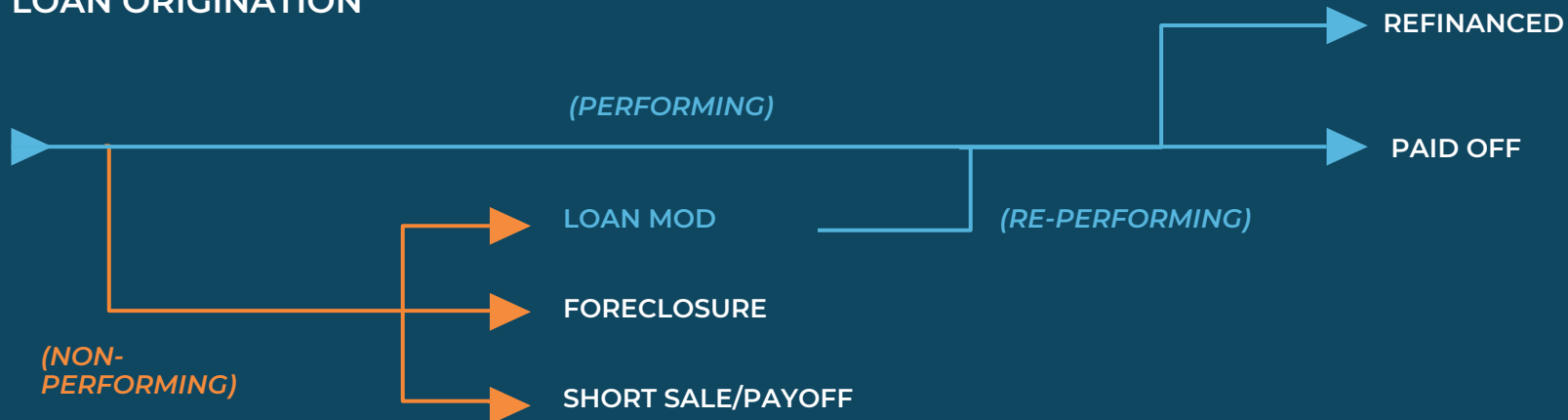
## NPLs (NON-PERFORMING LOANS)

- Distressed debt
- Residential 1st mortgages

## HECM (Home Equity Conversion Mortgage) Loans

- Purchased directly from HUD
- Expedited foreclosure process due to vacancy
- REO property sold as-is

### LOAN ORIGINATION



As the asset owner, we can exit the loan either through the property (via REO, Deed-in-Lieu, etc.) or through the borrower (Loan modification, reinstatement, or discounted loan payoff).

# Commercial Real Estate

Currently our Commercial Real Estate vertical is focused on Multifamily property, specifically either:

## VALUE ADD STRATEGY

- Properties with operational inefficiencies or in need of physical improvements
- Targeting workforce housing in markets with growing demand

OR

## AFFORDABLE HOUSING

- Highly tax advantaged investments for the fund with significant demand
- Project outcomes are typically not contingent upon performance of the broader market

## Sample Properties:



Location: Atlanta, GA

Units: 284

Equity Distribution: \$8.5M



Location: Kansas City (MSA), KS

Units: 200

Equity Distribution: \$8M



Location: Athens, GA

Units: 438

Equity Distribution: \$15M



Location: Austin, TX

Units: 101

Equity Distribution: \$11.5M



# Short-Term Commercial Mortgages

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Consist of hard money, Fix & Flip Loans, bridge financing, and Construction Loans

Serves as a liquidity regulator

Provides short-term return on capital

Revolving credit line

Short duration

Interest rates between 10%-15%

# How We Evaluate Assets

## INVESTMENT THESIS

Through the development and operation of our portfolio management platform, PPR is uniquely positioned to identify, acquire, and manage investments across multiple real estate asset classes while delivering superior risk-adjusted returns that achieve the fund's objectives.

## HOW THE PPR "PORTFOLIO MANAGEMENT PLATFORM" WORKS



Comprehensive real estate market analyses and forecasts



Rigorous asset-level investment screening



Probabilistic cashflow modeling



Superior portfolio construction and optimization



Extensive scenario-based stress testing



# Asset Management Strategy

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## LOAN SURVEILLANCE

Conduct hands on surveillance of our Mortgage servicing vendors

- Involved at a loan level surveillance (i.e. approve loss mitigation, loan modifications, repayment plans, foreclosure strategies, etc.)

## REO MANAGEMENT

Work with law firms and servicing vendors to expedite HECM loans to REO division

- Set bid pricing
- Manage property preservation, marketing plans
- Use vast network of REO agents to list and sell assets

Survey portfolio to adhere to strict timelines and offset carrying costs

## COMMERCIAL REAL ESTATE MANAGEMENT

Experienced in house multifamily operations team

Monitor KPI through the life of the investment

Leverage industry insights to strategically improve the asset while proactively addressing operational challenges.



# PPR Distribution

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## DISTRIBUTION FREQUENCY

Monthly

## HOW RETURNS ARE TAXED

Ordinary income

## TAX REPORTING METHOD

K-1

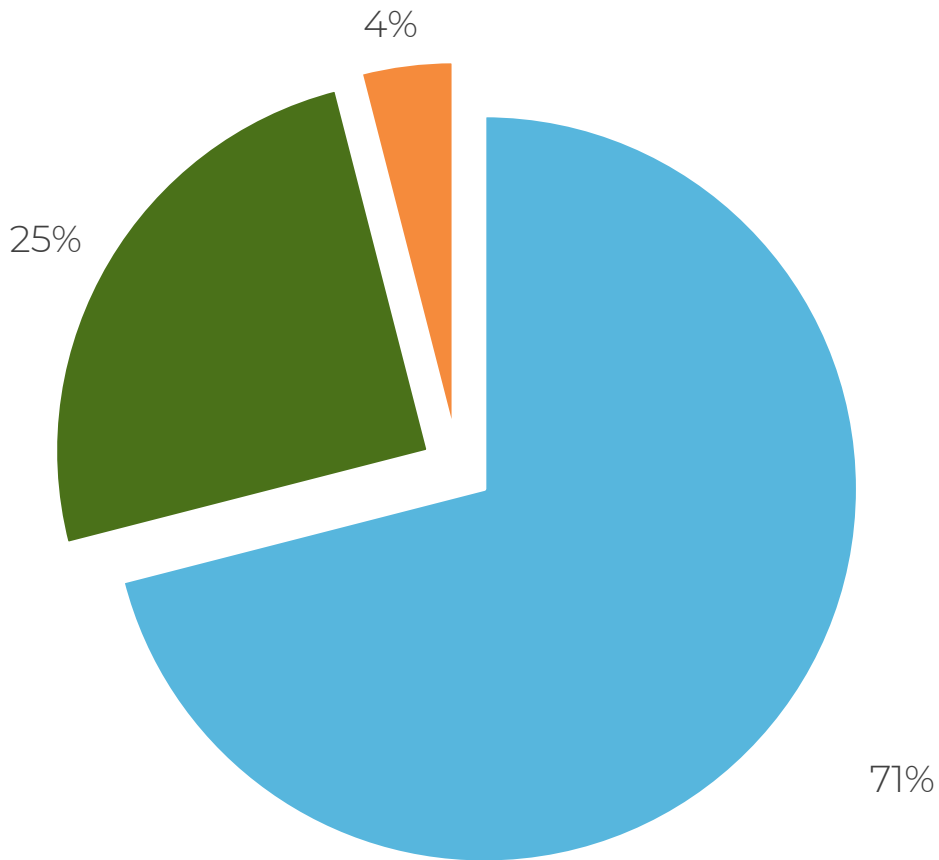
## QUALIFIED PLANS ACCEPTED

YES



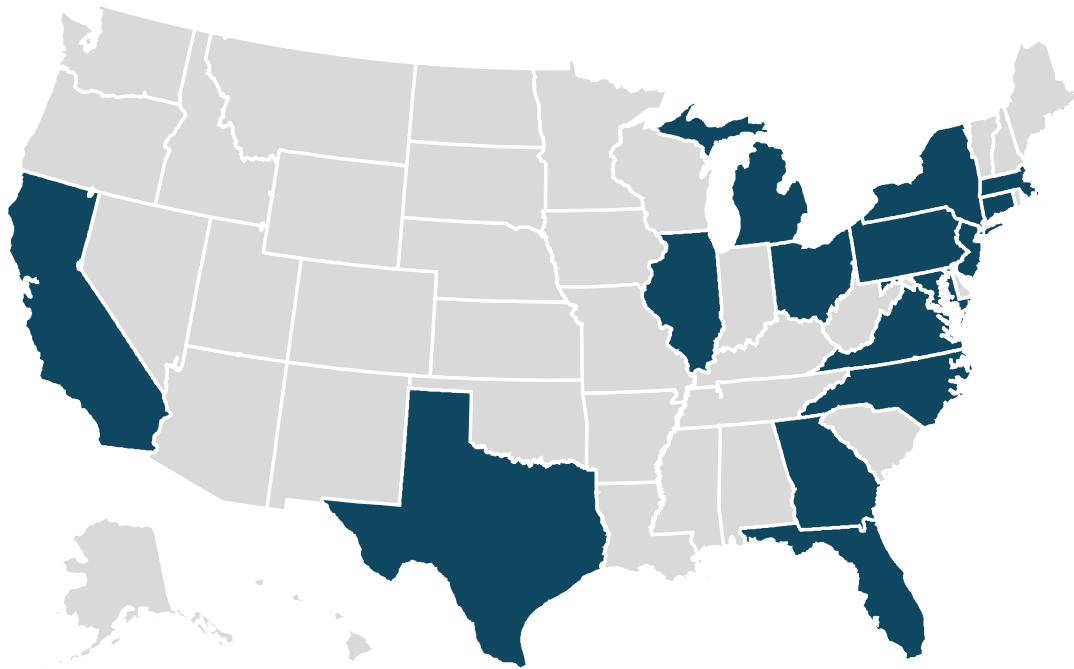
# Current Portfolio Mix

## PPR Portfolio

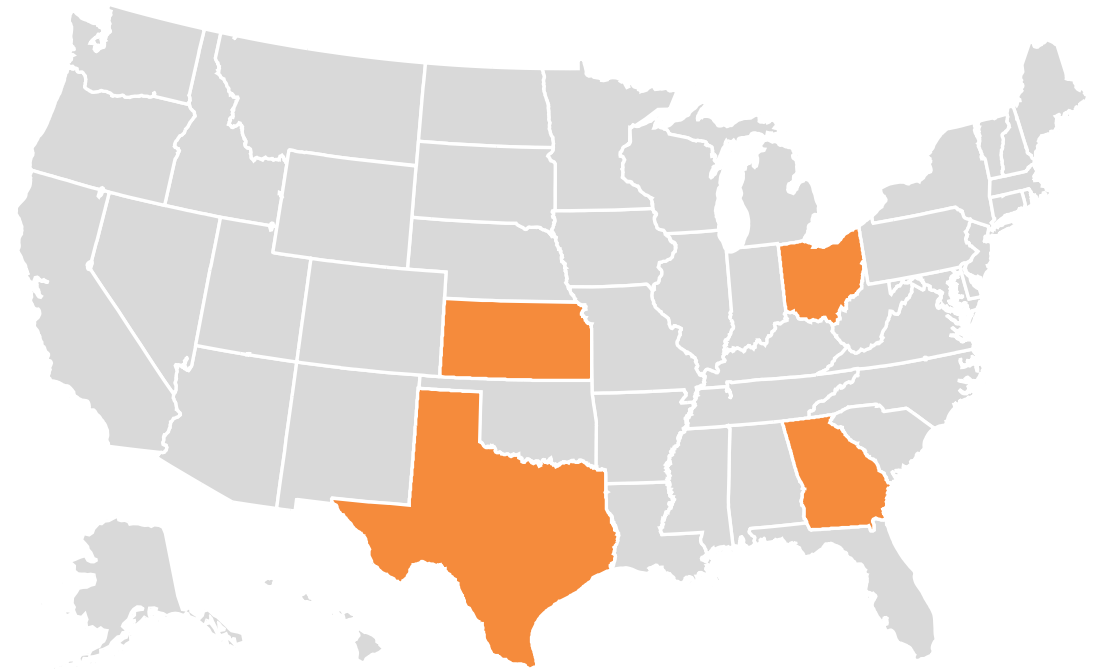


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# NPLs



# Commercial Real Estate



\*Shown above are states with highest concentration of assets



# A Team You Can Trust

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**DAVE VAN HORN**

CO-FOUNDER & EXECUTIVE CHAIRMAN

- 35+ years as real estate investor, title company partner, realtor, commercial fundraiser
- Co-Founded PPR
- Oversees strategic planning, business development, fundraising
- National speaker, author, and investment blogger at BiggerPockets.com



**STEVE MEYER**

CHIEF EXECUTIVE OFFICER

- 30+ years financial services experience
- Drives PPR's strategy, focusing on real estate vertical growth, expansion into new markets, and new opportunities
- Experience as CPA
- Previous leadership roles at SEI, Vanguard, Coopers & Lybrand



**SPENCER STAPLES**

CHIEF INVESTMENT OFFICER

- PPR's portfolio management efforts
- Recognized for excellence in economic data forecasting accuracy
- Member of Investment Committee
- Previous leadership roles at Bear Stearns, Mizuho

# A Team You Can Trust

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**JOHN SWEENEY**

CHIEF ASSET OFFICER/CO-FOUNDER

- Co-founded PPR
- Oversees business vertical heads (NPLs, Multifamily, REO, and STBL) and all investment management and deployment
- Chair of Investment Committee
- Extensive knowledge of the mortgage banking industry: origination, underwriting, and loan closings as a Mortgage Loan Originator



**CHUCK HALKO, JR.**

CHIEF FINANCIAL OFFICER

- 30+ years in public accounting, corporate accounting, financial reporting, budgeting and forecasting, corporate treasury, corporate taxes
- CPA and holds a Bachelor's degree in Finance and Real Estate from Temple University
- Previous leadership roles at AHP Servicing, CapMark, McGladry & Pullen, LLP



**CHELSEA DELUCA**

CHIEF OPERATING OFFICER

- Responsible for Core Operations and Infrastructure
- Previously served as Director of Operations and Project Manager.
- CAPM certified in Project Management from Villanova University
- Bachelor's degree in Organizational Management from Wilmington University

# Why Invest with PPR?

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## ACCESS TO QUALITY INVESTMENTS

- Partnership with institutional trade desks
- Access to government auctions through non profit partners
- Experienced and vetted operators

## DIVERSIFICATION IN REAL ESTATE-BACKED ASSETS

- Located across all 50 states and major MSAs (Metropolitan Statistical Areas)
- Multiple asset classes
- Thousands of assets in the portfolio

## ANALYTICS | DATA | TECHNOLOGY

- Decades of combined experience
- Proprietary economic data analysis
- Integrated best of class technology stack

## EXPERTISE AND NATIONWIDE NETWORK

- Surveillance and Collections: experienced team of asset managers
- REO management system: access to a trusted network of agents, contractors, and other field services
- Legal: network of real-estate attorney





# Why Invest Now

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## ● Current Economic Environment

- Higher interest rate environment
- Shortage of workforce housing
- Strong demand for affordable housing

## ● Abundant Supply of NPLs in Today's Market

# Reliant Income Fund Terms

## 36 MONTHS

**PREFERRED RATE OF RETURN**  
12% per annum

**EFFECTIVE RETURN (WITH COMPOUNDING)**  
14.38%

**MINIMUM INVESTMENT**  
\$50,000  
*Additional Shares \$5,000 each*

**QUALIFIED PLANS ACCEPTED**  
Self-Directed IRAs, Health Savings Accounts,  
Coverdell Education Savings Accounts, etc.



## 12 MONTHS

**PREFERRED RATE OF RETURN**  
10% per annum

**COMPOUNDING AVAILABLE EFFECTIVE RETURN**  
10.47%

**MINIMUM INVESTMENT**  
\$50,000  
*Additional Shares \$5,000 each*

**QUALIFIED PLANS ACCEPTED**  
Self-Directed IRAs, Health Savings Accounts,  
Coverdell Education Savings Accounts, etc.

# Find Out More About Our Real Estate Funds



To speak to an Investor Relations team member, schedule an appointment here

[pprcapitalmgmt.com/schedule](https://pprcapitalmgmt.com/schedule)

Reach us by telephone at (877) 395-1290  
or via email at [investor.relations@pprcapitalmgmt.com](mailto:investor.relations@pprcapitalmgmt.com)

Pick a date and time

Duration: 15 minutes

Your time zone: United States; Eastern time (GMT-5:00) [\(Change\)](#)

February 2024

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Available starting times for Thu, Feb 1, 2024

AM

PM

9:45 AM

1:45 PM

10:00 AM

10:15 AM

10:30 AM

March





# Real Estate Investing. **Simplified.**

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Your success is our success; we looking forward to growing with you.

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Berwyn, PA 19312

P: (877) 395-1290  
E: [info@pprcapitalmgmt.com](mailto:info@pprcapitalmgmt.com)

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