

MADISON

CAPITAL GROUP

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CORPORATE STRUCTURE

Madison Capital Group Holdings ("MCGH") operates through three primary subsidiaries

MADISON COMMUNITIES

- MCGH's multifamily operations are focused on the development of highquality, garden-style, suburban apartment communities through the Sunbelt region of the United States
- MCGH self-manages our properties through our Madison Communities property management subsidiary
- MCGH is also vertically-integrated around construction through our wholly-owned BenCo subsidiary

G@Stôrelt.

SELF STORAGE

- MCGH operates in the self-storage sector through our wholly-owned operating subsidiary, Go Store It ("GSI")
- GSI's investment focus is on markets with strong job and population growth characteristics and markets exhibiting other positive demographic and demand drivers
- GSI executes on a development and value-add acquisition strategy in the self-storage sector
- We self-manage our properties through our GSI Management subsidiary

BlueGate

BOAT & RV STORAGE

- BlueGate Boat and RV Storage
 ("BlueGate") is MCGH's boat and RV
 storage subsidiary through which we
 acquire and develop purpose-built boat
 and RV storage facilities
- These assets typically include surface, canopied and fully-enclosed parking spaces for boats, RV's, cars and other recreational vehicles
- BlueGate was formed as an adjacency to our Go Store It platform

BENCO CONSTRUCTION

- BenCo Construction operates as MCGH's general contractor in charge of the construction management of each subsidiary property
- BenCo's focus is primarily in the Southeast with projects in Florida, Georgia, Tennessee, North Carolina, and South Carolina
- With over 75 years of collective experience, the BenCo team exudes knowledge and understanding to minimize issues and delays that can impact budgets and delivery dates

MADISON COMMERCIAL

- Created with the purpose of creating an opportunistic real estate venture that would seek opportunistic returns in the Southeast and Mid-Atlantic region in the alternative asset class space.
- We pursue off-market opportunities whether pursuing an existing acquisition or a piece of land for development.
- We have built our business by delivering superior returns to investors, most of whom are friends and family, and by binding our success to theirs. We enjoy doing business with people we know, and we value enduring relationships over short-term gains.

DST Offerings



Madison Ridge DST

All cash, Multifamily Community in Indian Land, SC

Built in Q4 2023; 240 Unit Class A Multifamily Community

Equity Raise: \$77.6M

Available

\$52M

Equity:

94% Leased as of 9/5/2024



GSI Hampton, DST

All cash, Self-storage property in Newport News, VA

55,908 square foot self-storage property containing 592 storage units

Equity Raise: \$13.8M

Available

\$4.5M

Equity:

90% Leased as of 9/5/2024



GSI Texas, DST

All cash, 3 property Self-storage portfolio in Whitney, TX

Total of 246,775 square foot selfstorage properties containing 1,484 storage units

Equity Raise: \$21M

Available Limited equity available; Equity: please call to discuss

90% Leased as of 9/5/2024

DST Offerings



Madison 7 Brew, DST

All cash, 6 property 7 Brew Coffee portfolio in Columbia, SC (2), Augusta, GA (2), Minette, AL, & Daphne, AL

Six free-standing retail properties consisting of 3,108 rentable sq. ft., newly constructed in 2023/2024, & currently 100% NNN leased to 7 Brew Coffee.

Equity Raise: \$17.2M

Available

\$14M

Equity:

FUND Offerings



Madison LOSO

Multifamily Development project in Charlotte, NC, qualifies for a Roth IRA conversion strategy

320 units in a four and five-story elevator served building surrounding a 527-space parking garage

8% Preferred Return, Paid Current and monthly

Profit split – 70% to investors and 30% to sponsor

Targeted hold period – 36 month

Equity Raise: \$34.5M

Available

Equity: \$1.7M



Madison Net Lease Fund IV

NNN Lease structure (Previously known as Cameron funds)

- \$100-125M raise with early investor incentive (6% discount before 6/30)
- Anticipated 1.5x depreciation year 1 (50% leveraged portfolio w/ 60% depreciation for 2024; possibility of 100% awaiting Senate vote)
- Holding period: 5 to 7 years from the end of the offering period
- Monthly distributions planned, anticipated to begin in Q2 2025



Madison West Marina Investors, LLC

Summerdance Marina development project in Gulf Shores, AL, qualifies for a Roth IRA conversion strategy

273 slip marina, featuring 10,340 net rentable square feet of 73 wet slips as well as an additional 200 dry stack slips

8% Preferred Return, Paid Current and monthly

Profit split – 70% to investors and 30% to sponsor

Targeted hold period – 36 month

Equity Raise: \$11.4M

Available

Equity:

\$11M

FUND Offerings



MCG Bridge Fund, LLC

The purpose of this program is to have capital ready to take advantage of opportunities in the commercial real estate market.

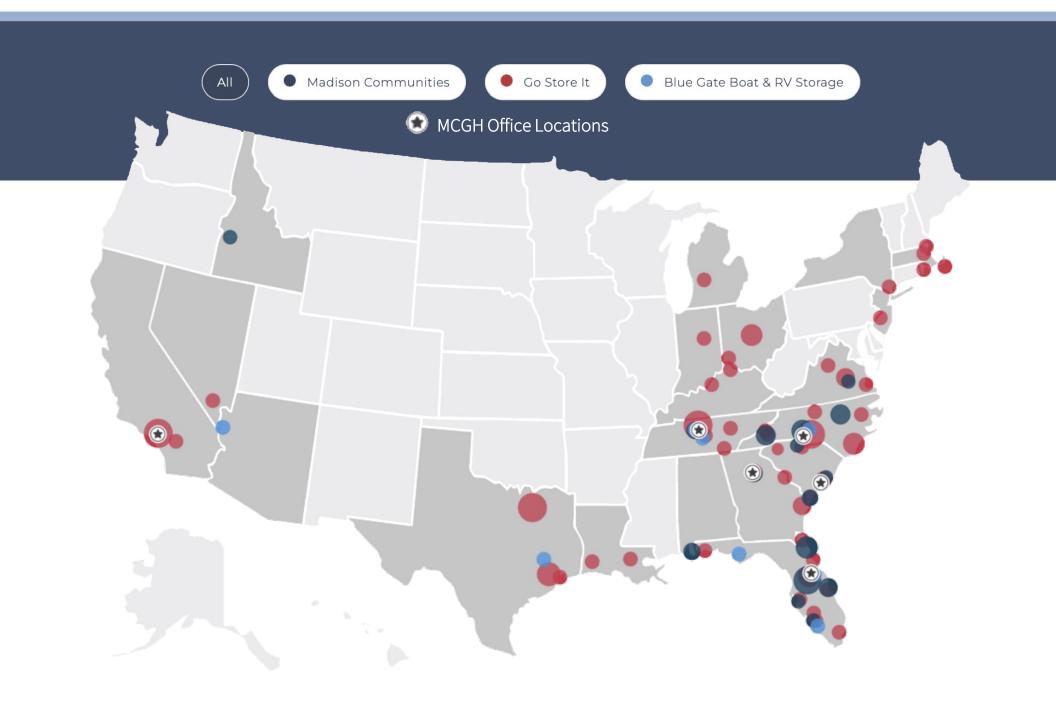
Target Raise: \$50M

Interest Rate: 12%

Maturity: 3 Years



GEOGRAPHIC FOOTPRINT







SELF-STORAGE

- Develop institutional quality storage assets
- Acquire self-store properties with a valueadd strategy
- Own a portfolio of 91 properties in a variety of ownership structures including through a joint venture with Cerberus Real Estate ("CRE")

OPERATIONAL PROPERTIES

91

UNDER CONSTRUCTION

9

EXISTING STATE PRESENCE

17

MULTIFAMILY

- Develop institutional quality apartment communities in high-growth SunBelt markets
- Merchant build strategize focused on creating and capturing development related value creation

OPERATIONAL PROPERTIES

15

UNDER CONSTRUCTION

10

EXISTING STATE PRESENCE

7

BOAT & RV PARKING

- Acquire and develop high-quality, purpose-built boat and RV storage facilities
- Primarily a SunBelt strategy; however, national opportunities exist
- Recently launched initiative with significant growth expected prospectively

OPERATIONAL PROPERTIES

5

UNDER CONSTRUCTION

5

EXISTING STATE PRESENCE

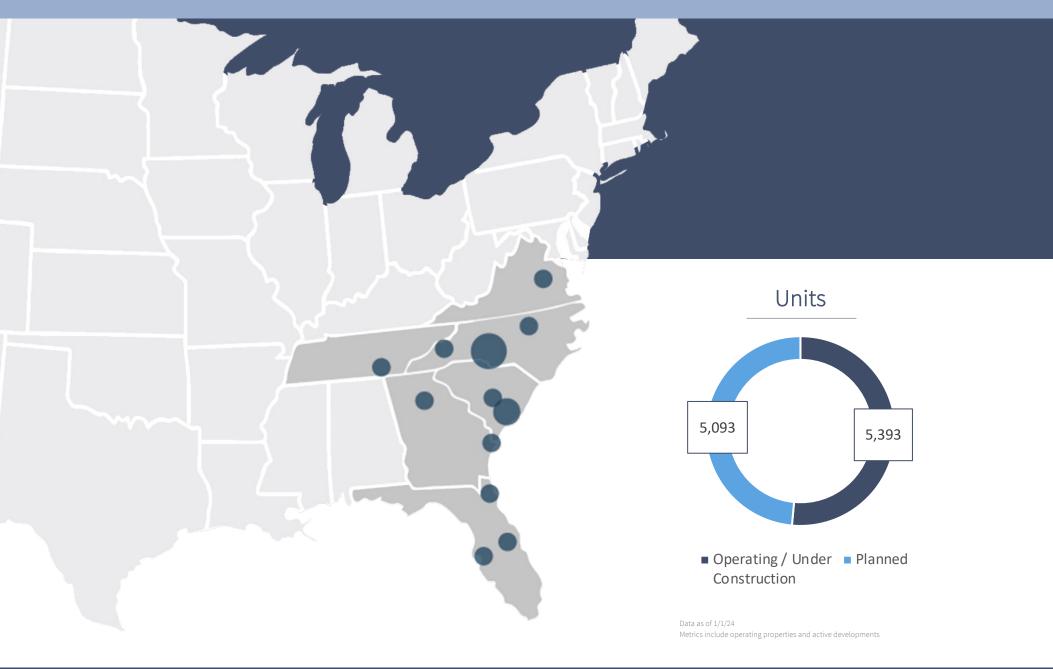
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GEOGRAPHIC FOOTPRINT

Madison Communities currently owns 25 multifamily properties in seven states (excluding development land sites)



BLUE GATE BOAT & RV STORAGE



TARGET MARKETS

Focused on the development and management of high-quality, garden-style suburban apartment communities across the Sunbelt



THE CAROLINAS

- Home to five of the top 25 fastest growing cities in the nation, as a percent increase ranked by US News and World Report (2022)
 - Charlotte NC, Charleston SC, Raleigh NC, Spartanburg SC, Myrtle Beach SC



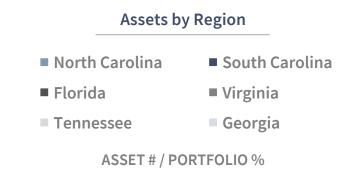
FLORIDA

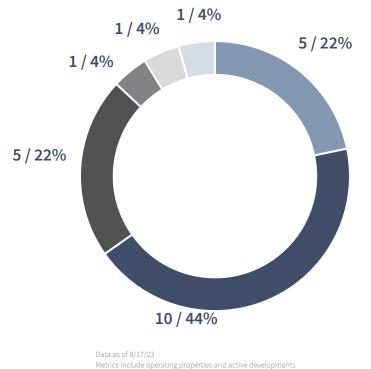
Strong job growth, affordable cost of living, no state income tax, and a favorable climate are expected to fuel continued population growth and housing demand in across Florida.



TENNESSEE

Business friendly environment and continued corporate relocations and expansions continue to drive population growth and spur further economic development











EAST BAY

CHARLESTON, SC

Developed in 2022 51 Units



FOUNDRY POINT

CHARLESTON, SC

Developed in 2019 275 Units



MADISON FARMS

CHARLOTTE, NC

Developed in 2022 248 Units



THE CAROLINE

Indian Land, SC

Developed in 2023 294 Units



BURTON HILLS

ASHEVILLE, NC

Developed in 2021 232 Units



HARPER PLACE II

CHARLESTON, SC

Developed in 2022 185 Units



MILL HOUSE

FORT MILL, SC

Developed in 2021 232 Units



THE PORTER

CHARLESTON, SC

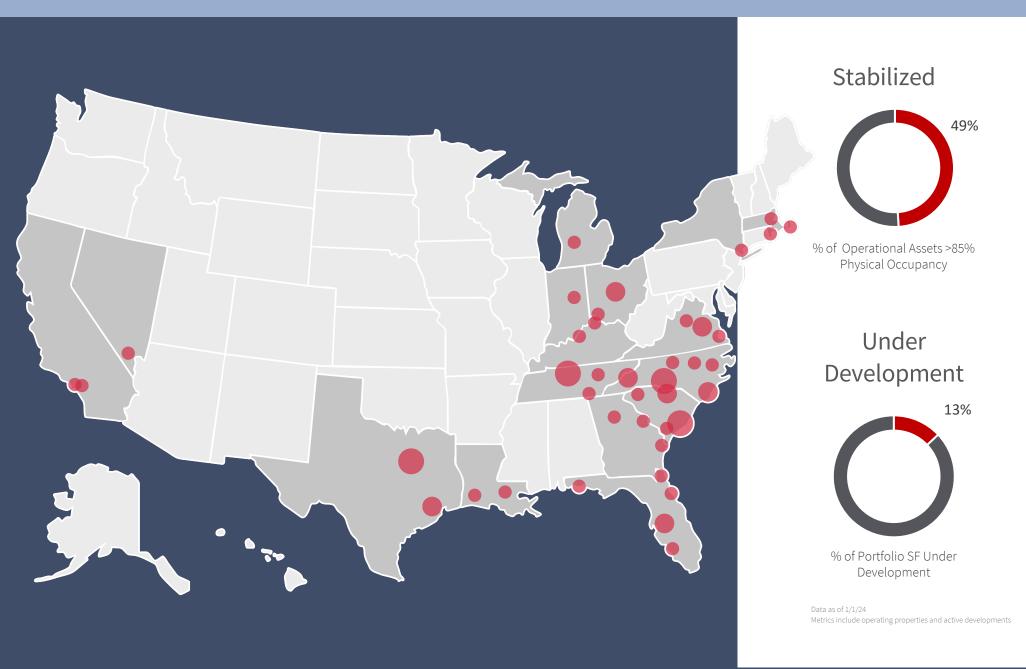
Developed in 2021 118 Units





GEOGRAPHIC FOOTPRINT

Go Store It currently owns 98 self storage properties within 17 states nationwide (excluding development land sites)









THE CAROLINAS

- Ranked #1 market for real estate investments nationally by ULI (2021)
- Home of some of the fastest-growing large cities in the nation



TEXAS

- Markets like Dallas & Houston illustrate key demand driving metrics:
 - YOY Job Growth: 6.3%
 - Growing population
 - High population densification trends



FLORIDA

 Continued migration to Florida will provide both a growing consumer base and labor force, enabling sustained growth



SOUTHERN CALIFORNIA

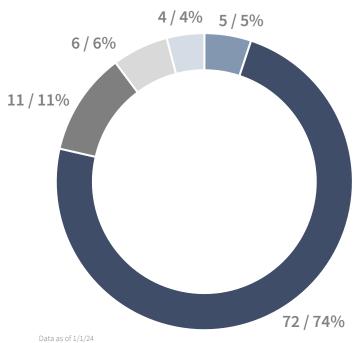
 Capitalize on local development expertise in markets with high barriers to entry

Assets by Region

- NORTHEAST
- SOUTHEAST
- **SOUTHWEST**
- MIDWEST

WEST

ASSET # / PORTFOLIO %



Metrics include operating properties and active developments.





Go Store It Management's growth has established us a best-in-class operator in the self storage industry

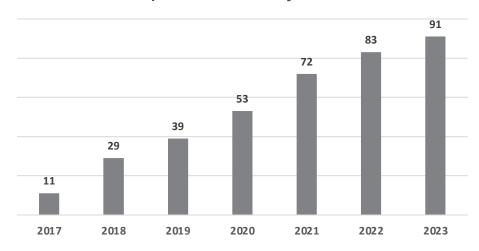
- Acquire newly constructed, pre-stabilized facilities at a discount to a stabilized cap rate or mom-andpop facilities that are locally owned and operated
- Leverage self storage development expertise to source sites and build facilities in institutional quality markets at an attractive basis
- Go Store It management leverages managerial expertise and technology advancement to maximize property value

DEVELOPMENT PIPELINE

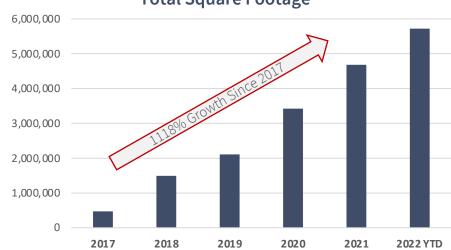
11	+1 MM
Projects	NRA (SF)
\$170+ MM	8,653
Development Costs	Total Units

Data as of 1/1/24

Operational Facility Count



Total Square Footage









BlueGate is focused on the acquisition, development, ownership, and management of boat and RV storage facilities

- BlueGate was formed to take advantage of an emerging opportunity to institutionalize the ownership and management of boat and RV storage facilities
- The firm is focused on building a nationwide portfolio of Class A assets, with a focus on the southeast and Sunbelt regions, via acquisition and select development
- Properties are self-managed leveraging proven human capital and technology implemented at GSI

Owned Portfolio				
Property	Cost Basis	SF	Status	Area Occupancy
BG Percy Priest	\$10,500,000	112,332	Stabilized	94.6%
BG Conroe	\$11,700,000	127,664	Stabilized	93.6%
BG Fort Mohave	\$7,500,000	146,000	Lease Up	81.0%
BG Sanford	\$16,712,483	248,582	Lease Up	87.6%
Totals	\$46,412,483	634,578		

Pipeline (Land Owned / Under Contract)				
Property	Cost Basis	SF	Status	CO Date
BG Mooresville	\$10,008,386	156,660	Construction	2Q '24
BG Christiana	\$6,688,794	113,136	Construction	3Q' 24
BG Panama City Beach	\$9,100,000	139,227	Construction	2Q'24
BG Bonita Springs	\$7,113,639	66,920	Construction	4Q '24
BG Sanford II	\$8,108,374	139,296	Predevelopment	2Q '25
Totals	\$41,895,796	634,578		













PANAMA CITY BEACH DEVELOPMENT

This is our second BlueGate development that will open up. We broke ground in June 2023 and are opening up on 6/14/24. The project is 100% covered, steel canopy parking. 139,227 rentable square feet of parking across 8.63 acres on the Florida coast.

Development Basis \$9.1M \$65/sf	Loan to Cost 63%
Projected Deal Returns 27% IRR 2.7x	Projected LP Returns 25.5% IRR 2.3 x
Exit Price TBD	SF Units 139,227 261

NASHVILLE ACQUISITON

Acquisition of highly occupied and fully-enclosed boat and RV storage facility in Nashville, TN. Closed on the project in December of 2021 and have increased rental rates rapidly. This deal has not gone full cycle yet. Stabilized asset, highly occupied asset. We performed a small 9 space outdoor parking expansion in the summer of 2023.

Development Basis \$10.5M \$93/sf	Loan to Cost 65%
Projected Deal Returns 27% IRR 3.1x	Projected LP Returns 23% IRR 2.6x
Exit Price TBD	SF Units 115,806 267

CONROE ACQUISITON

Acquisition of highly occupied and fully-enclosed boat and RV storage facility in Conre, TX. Closed on the project in May of 2022and have increased rental rates rapidly. This deal has not gone full cycle yet. Stabilized asset, highly occupied asset. This is near Lake Conroe just outside of Houston, TX and was built in 2021.

Development Basis \$11.7M \$80/sf	Loan to Cost 38%
Projected Deal Returns 20% IRR 1.92x	Projected LP Returns 18.5% IRR 1.8x
Exit Price TBD	SF Units 146,320 202

*The information presented in this deck is intended solely for informational purposes and is not to be construed as an offer to sell or the solicitation of an offer to buy any securities or financial instruments. The investment returns shown are historical and based on past performance; past performance does not guarantee future results. Any data on past performance, modeling, or scenario analysis contained herein is no indication as to future performance.

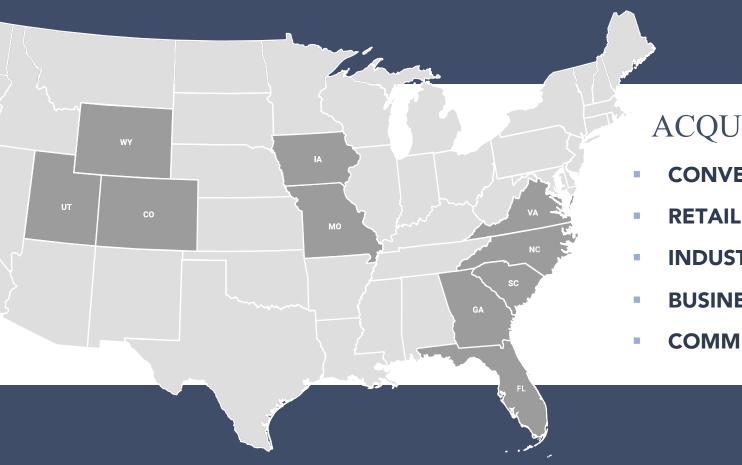
MADISON CAPITAL GROUP





Madison Commercial is a boutique, private real estate investment firm focusing on institutional quality with an entrepreneurial approach

- Created with the purpose of creating an opportunistic real estate venture that would seek opportunistic returns in the Southeast and Mid-Atlantic region in the alternative asset class space.
- We pursue off-market opportunities whether pursuing an existing acquisition or a piece of land for development.
- We have built our business by delivering superior returns to investors, most of whom are friends and family, and by binding our success to theirs. We enjoy doing business with people we know, and we value enduring relationships over short-term gains.



ACQUISITION TYPES

- **CONVENIENCE STORES**
- **RETAIL / MIXED-USE**
- **INDUSTRIAL**
- **BUSINESS PARKS**
- **COMMERCE/TECH CENTERS**





MADISON RIDGE DST

3506 BUSTER LANE, INDIAN LAND, SC 29707





TARGETED BENEFITS¹

- O Potential Monthly Cash Flow
- All Cash/Debt Free Offering
- Depreciation Benefits

CHARLOTTE, **NC MSA**

 Multifamily housing investment opportunity

1031 EXCHANGE + **CASH INVESTMENT OPPORTUNITY**²

1.There is no assurance that there will be enough cash flow for distributions to investors or that depreciation benefits will be realized; 2. The company has attempted to structure the purchase of an Interest as a purchase of real estate and eligible as an exchange under Section 1031, however no ruling has been obtained from the IRS.

There is no guarantee such objectives will be met. The offering is made available to accredited investors only under Regulation D Rule 506c.

ciation are not guaranteed and could be lower than anticipated. There is no guarantee such objectives will be met. Please read the entire Private Placement Memorandum (PPM) for a full discussion of the business plan and risk factors prior to investing. By accepting this material, you agree to all terms and provisions of this offering and the lease confidential, and you will not share or disseminate any of the information in this offering or the lease. Securities offered through Realta Wealth, Inc., Member FINRA/SIPC. Only available in states where Realta Wealth, Inc. is registered. Madison Capital Group and Realta Wealth, Inc. are affiliated. 3.22.24





INVESTMENT SUMMARY

- Brand New 2023 Construction
 Multifamily Community
- Millennial and Baby Boomer lifestyle shifts support rental demand
- Charlotte, North Carolina MSA
- Potential for monthly cash flow distributions and appreciation

MADISON RIDGE DST PROPERTY DETAILS

Address	3506 Buster Ln
Location	Indian Land, SC 29707
Year Built	Completed Q4 2023
Total Rentable Square Feet	234,632 SF
Number of Units	240













THE ASSET

The Property is a 240-unit, 3-story, Class A Garden multifamily property located Indian Land, SC (Charlotte MSA) that completed construction in Q4 of 2023, and is currently in lease-up.

Madison Ridge will feature a unit mix comprised of 92 onebedroom, 120 two-bedroom, and 28 three-bedroom units with an average unit size of 978 SF. The complex offers market rate rental units and is a highly amentized with community features such as a clubhouse, fitness center, resort style pool, and outdoor grilling areas. Unit amenities include stainless steel appliances, granite countertops, private patio/balcony, in unit washer/dryer, and large walk-in closets.

Madison Ridge was constructed with intention and attention to detail that combine elements of traditional architecture with fresh accents and stone textures. With crisp neighborhoodstyle landscaping, the Property attracts a resident pool who enjoys the suburban lifestyle with proximity to urban amenities and abundant employment options.

PROPERTY OVERVIEW

Number of Units	240
Unit mix	1 BR: 92
	2 BR: 120
	3 BR: 28
Average SF	978

UNIT AMENITIES

- Washer and Dryer
- Sleek Stainless Appliances
- Granite Countertops in Kitchen and Bath
- Designer Lighting and Hardware Package
- Elegant Hardwood Style Flooring
- Private Patio/Balcony

COMMUNITY AMENITIES

- Retreat-Inspired Pool with **Tanning Deck**
- Outdoor Gourmet Grilling **Pavilion**
- State-of-the-Art Fitness Studio with TRX Equipment
- Community Lounge with WIFI and workstations
- · Coffee Lounge
- Pet Grooming Station / Pet Spa
- Parcel Lockers





INVESTMENT HIGHLIGHTS

EXCEPTIONAL SPONSORSHIP WITH LOCAL 1 KNOWLEDGE AND EXPERTISE

- Madison Capital Group is a vertically integrated real estate investment and development firm with a primary focus on the multifamily, self-storage, and RV Storage sectors
- Madison will self manage the property through Madison Communities
- Madison Communities has a long history of Multi Family operations in the Charlotte MSA



A+ LOCATION WITH OUTSTANDING RETAIL 2 **CONNECTIVITY***

- Nearby Promenade at Carolina Reserve (5 miles away) is a 100% leased super regional center, featuring tenants such as T.J. Maxx, Burlington, HomeGoods, and Ulta Beauty
- O Drive Times: 35 minutes from Charlotte CBD, 10 minutes from Ballantyne, 5 minutes from RedStone
- Publix, Harris Teeter, Food Lion, and Aldi all have stores along HWY 521

3 **ECONOMIC DRIVERS OF DEMAND**

- The Property is proximate to three major employment nodes including Indian Land, Ballantyne, and Fort Mill
- Lancaster County attracts young families with a highly-desirable and well-ranked school system.

SUBMARKET BARRIERS TO ENTRY 4

- Land scarcity in Indian Land, especially at the submarket's primary intersection, which is 1 mile from the Property (Charlotte Hwy-521/Fort Mill Hwy-160), is driving multifamily land prices significantly above \$20K per unit
- Lancaster County utility providers, particularly water & sewer, present approval challenges, adding additional time and cost for new development

5 **HIGHLY AMENITIZED**

- Onsite amenities include a salt-water pool with tanning deck, outdoor gournet grilling pavilion, state-of-the-art fitness studio, community lounge with Wi-Fi and workstations
- Unit amenities feature stainless steel appliances, granite countertops, private patio/balcony, and large walk-in closets

<1 MILE

From HWY 521

47%+

Population growth within 5-mile radius (2010-2023) 20 MILES

From Uptown Charlotte

\$124K \$116K

radius

in a 5-mi radius

Median Household Income

Source: Offering Memorandum; Madison Capital

*Past performance is no guarantee of future results. Location information is provided for educational purposes and is general in nature. It may not predict the performance of the property.





PROPERTY PHOTOS





















The offering is made available to accredited investors only under Regulation D. Pule 506c

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