



FRIDAY ROUND-UP WITH RCLCO: What Will Real Estate Acquisition Opportunities Look Like in the Next 12 Months?

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TODAY'S PANELISTS



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DISCUSSION OUTLINE

- ▶ Where, when and how much property level distress will there be?
- ▶ What buy/invest opportunities might present themselves and what are the relative merits?
- ▶ Is there a geographic strategy that is likely to produce better (or more predictable) returns?
- ▶ Q&A

WHAT TO EXPECT IN TERMS OF DISTRESS

RCLCO'S BASELINE ECONOMIC OUTLOOK

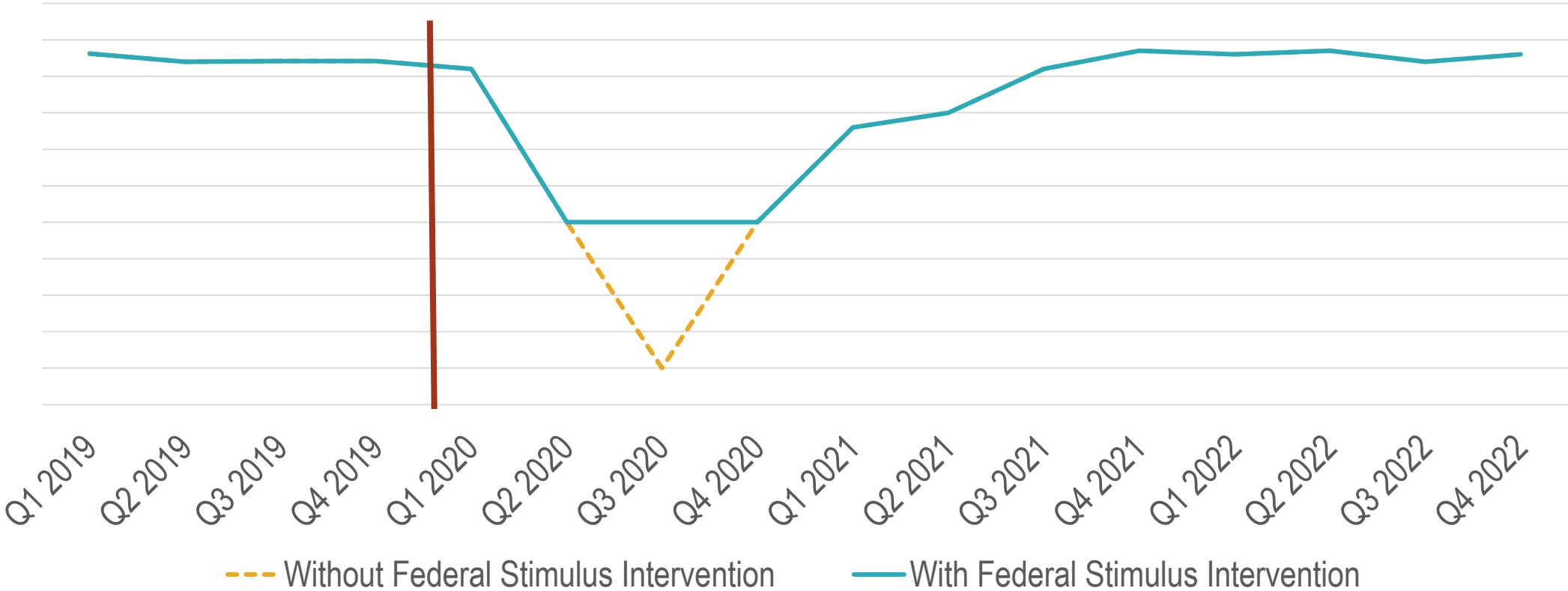
RESET, BUT PERHAPS A NARROW WINDOW WITH LOTS OF CAPITAL

- STAGE 1: FLATTENED CURVE Late April/early May 2020
- STAGE 2: DECLINING CASES Mid-June 2020
- STAGE 3: INCREASING HEALTHCARE BREAKTHROUGHS Q4 2020

Truncated V-Curve

TRUNCATED V-CURVE:

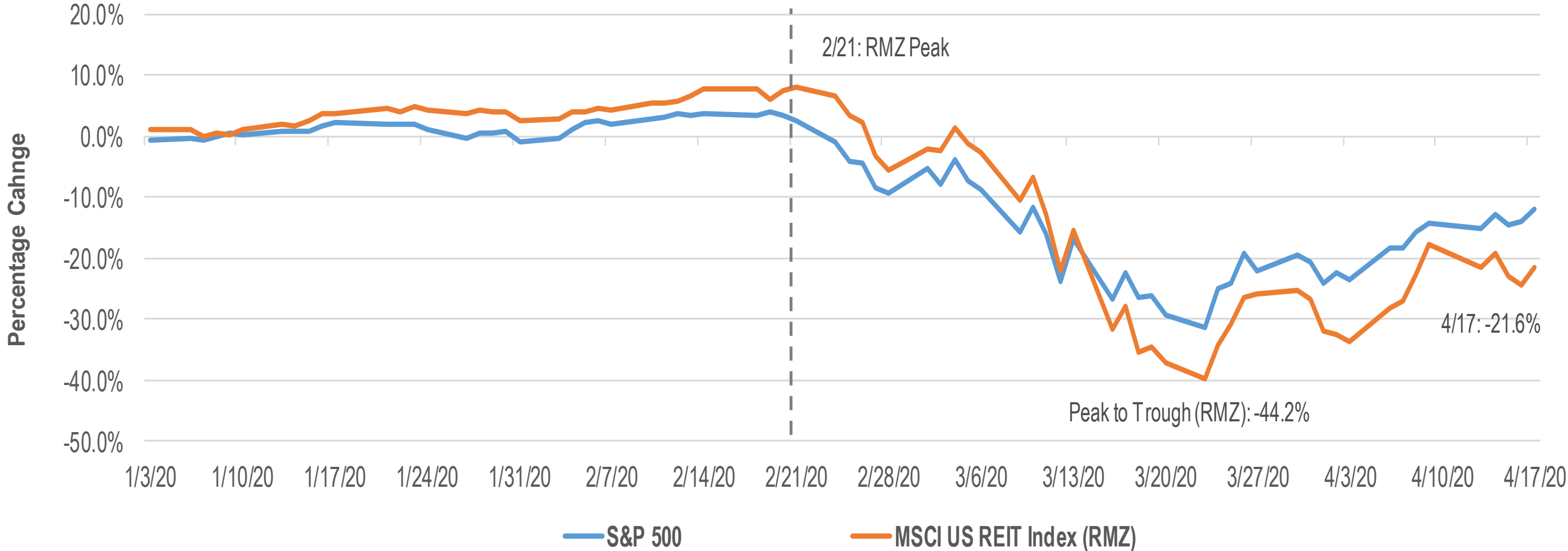
- 2020 GDP **-5%** to **-6%**
- 2021 GDP **+5%** to **+7%**



IMPLICATIONS FROM THE PUBLIC MARKETS

REITS MOSTLY MIMICKING PUBLIC EQUITIES

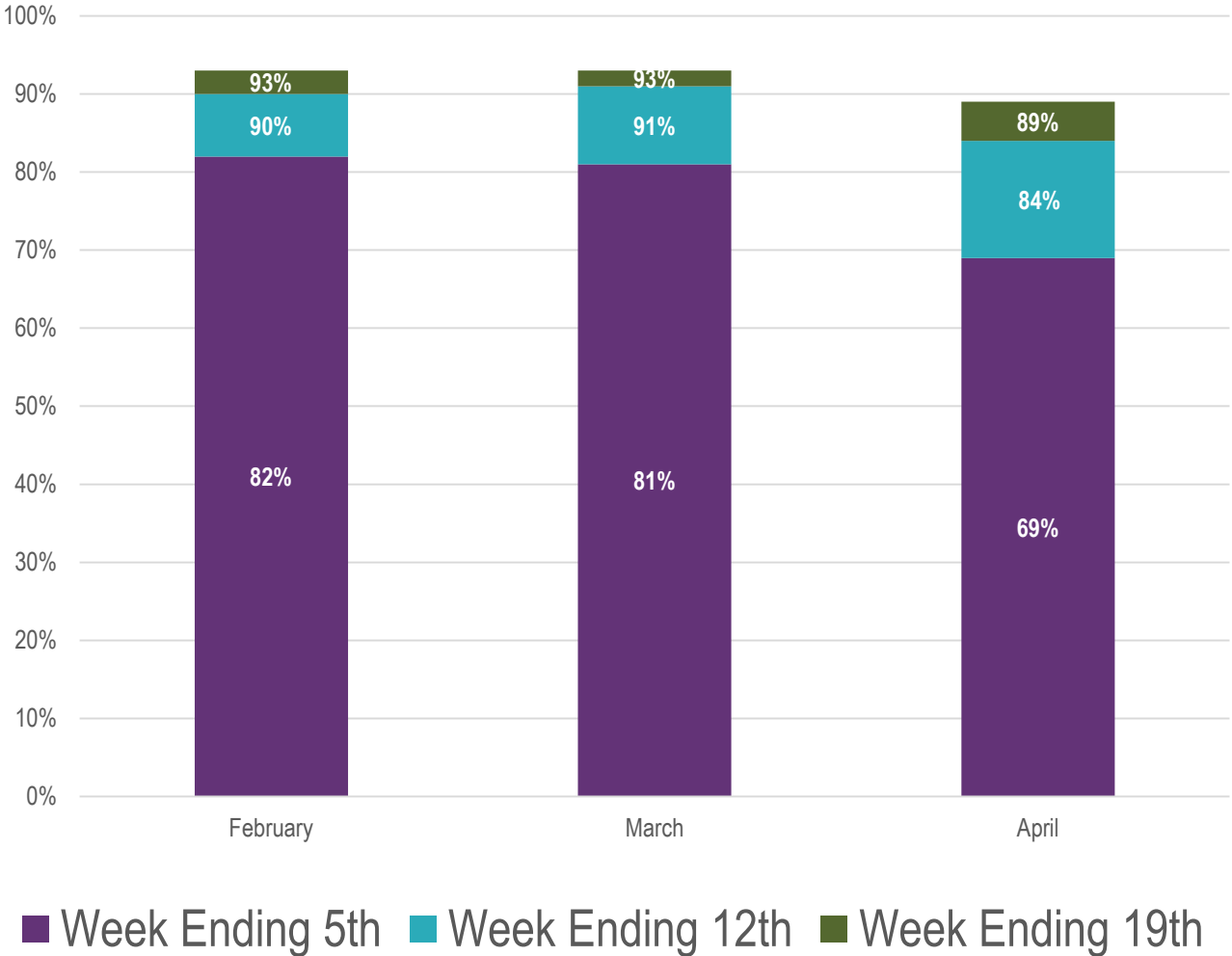
S&P 500 vs. MSCI U.S. REIT Index (RMZ)



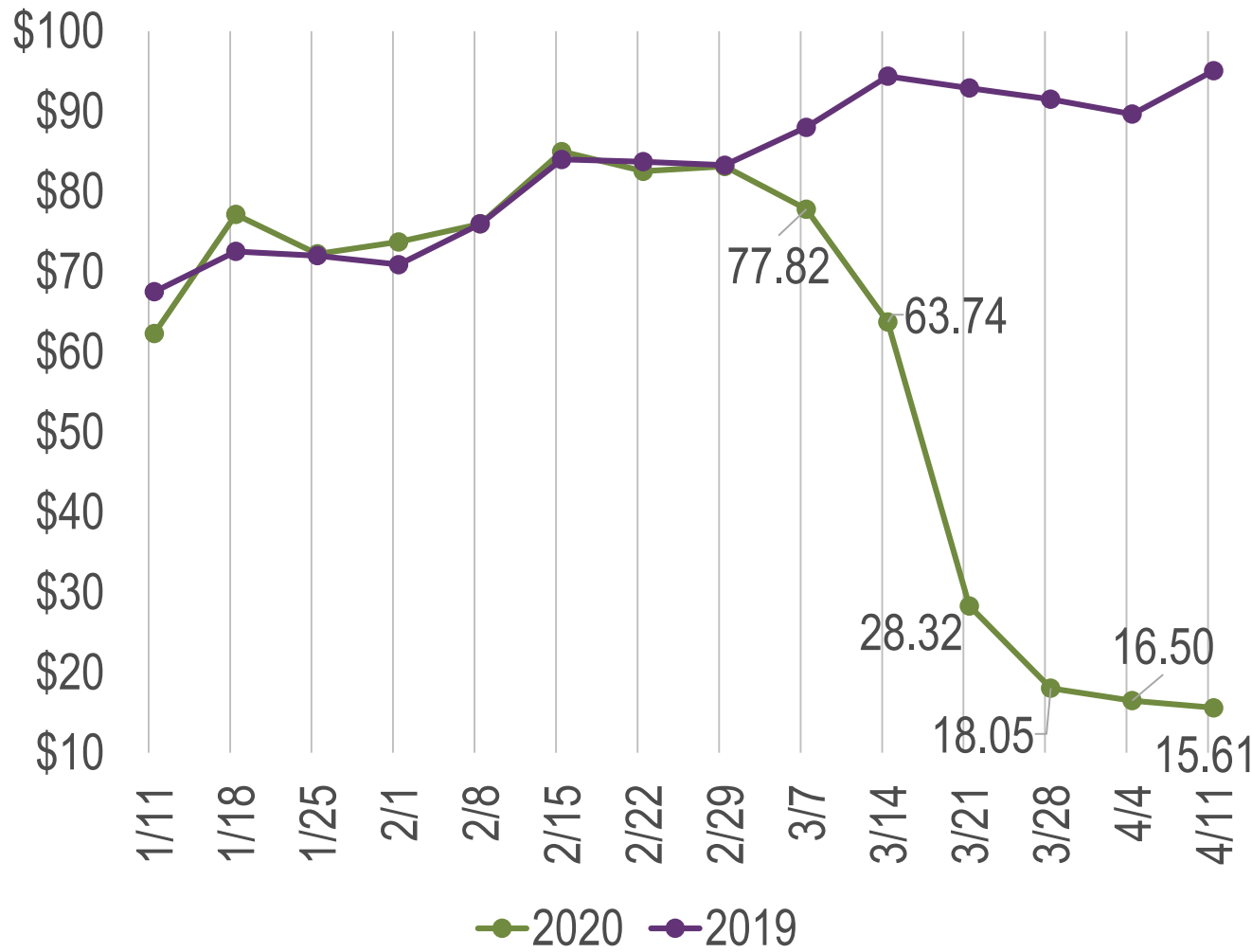
SIGNS OF DISTRESS?

LIKELY TO BE BROAD, BUT UNEVEN AMONG ASSET CLASSES

Percentage of Rent Payments Made



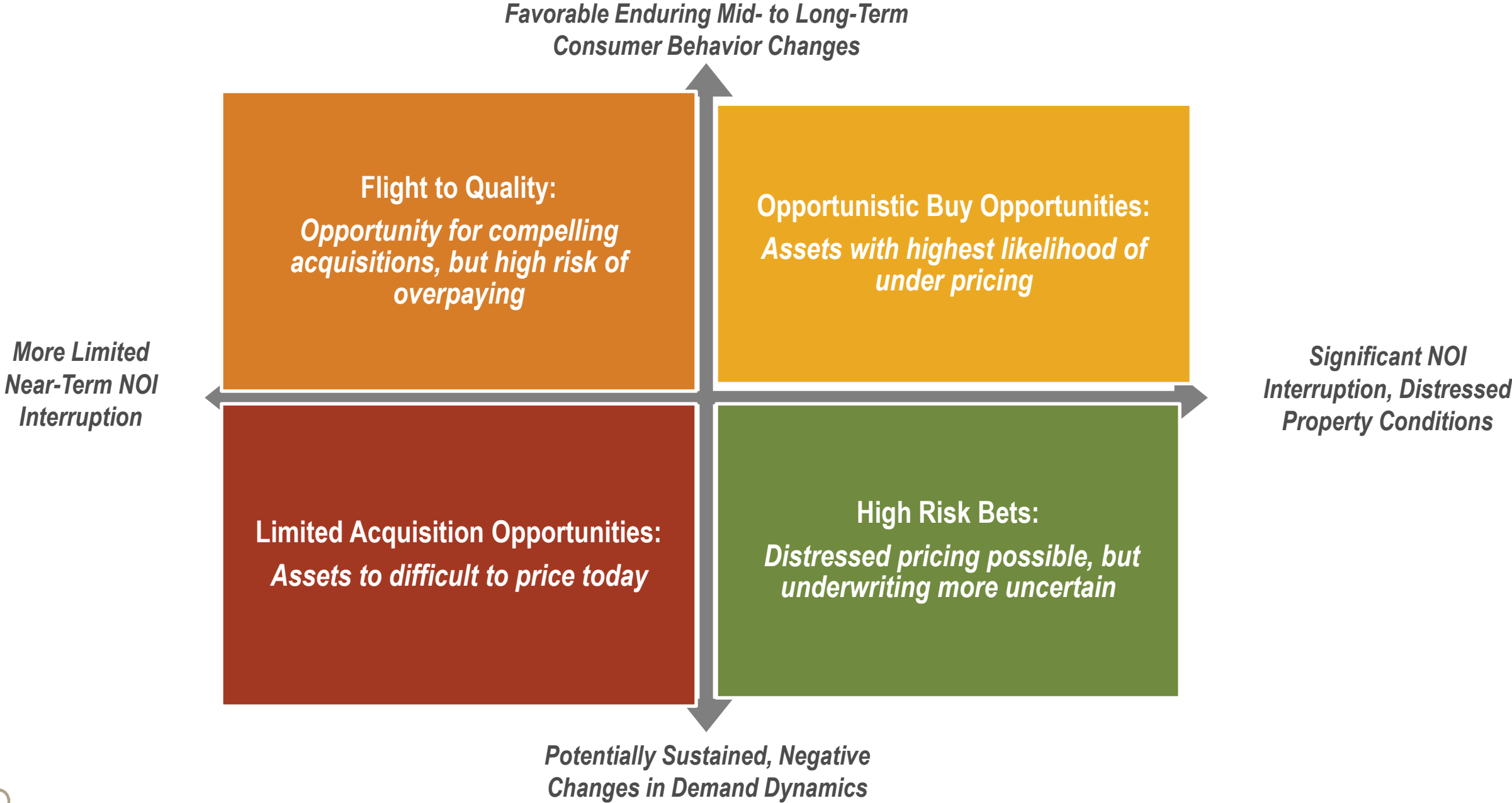
U.S. Hotel RevPAR



Source: NMHC; HVS

WHAT PROPERTY SECTORS MIGHT BE MOST OPPORTUNE

SECTOR IMPACTS AND OPPORTUNITIES



SECTOR IMPACTS AND OPPORTUNITIES



IS THERE A GEOGRAPHIC STRATEGY?

GEOGRAPHIC EVALUATION FRAMEWORK



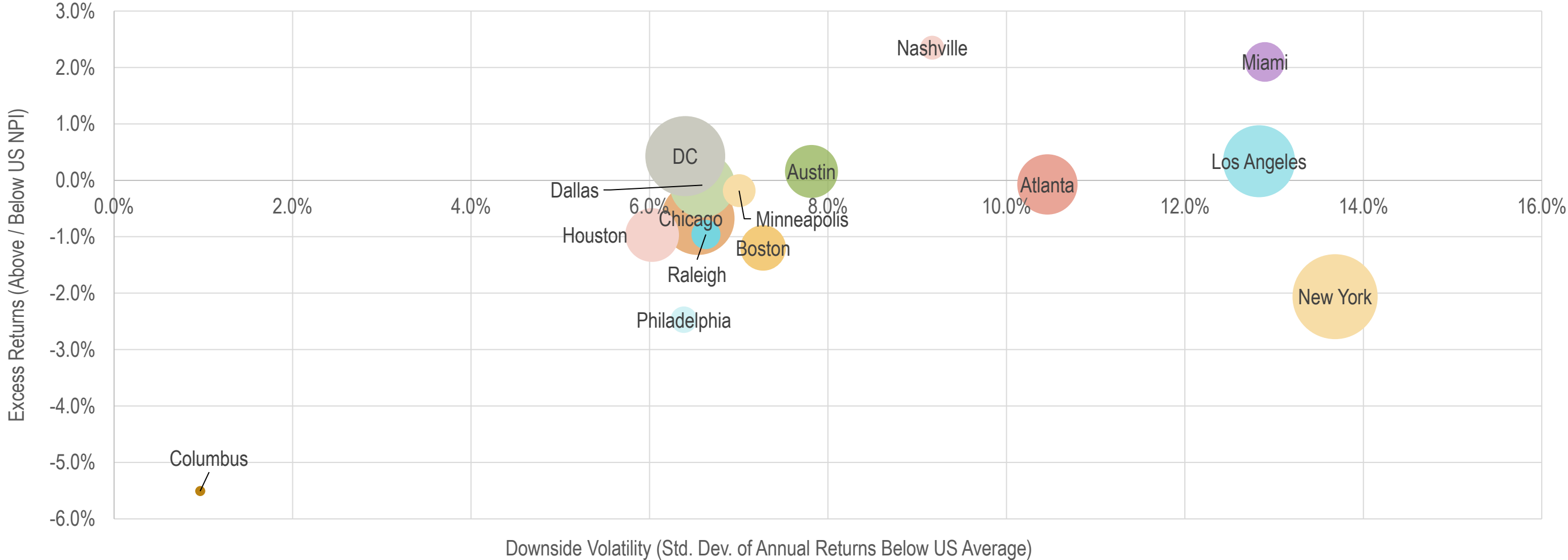
GEOGRAPHIC EVALUATION FRAMEWORK



PRE-COVID PERFORMANCE

HISTORICAL PERFORMANCE BASED ON NPI

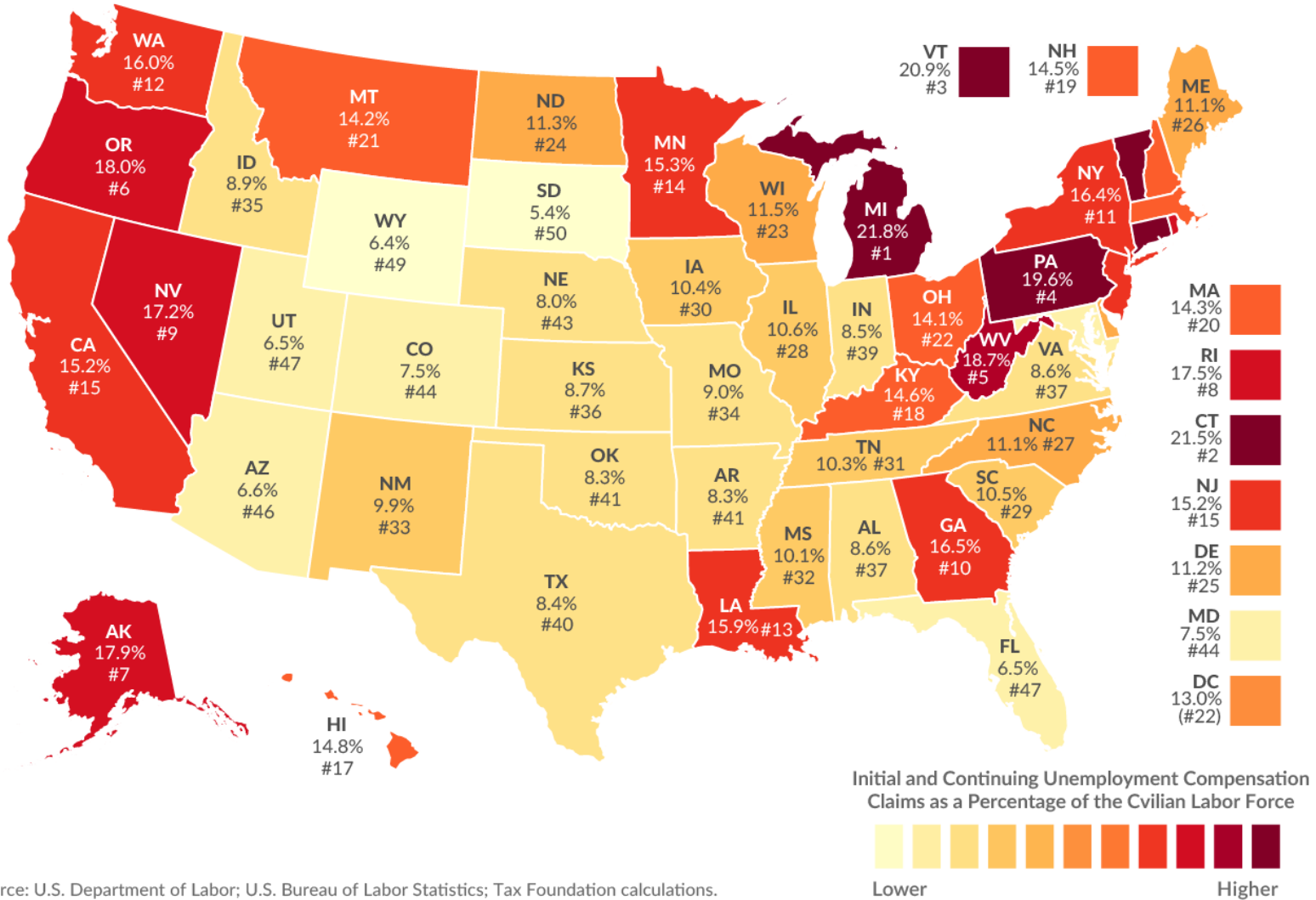
NCREIF Apartment Excess Returns and Downside Volatility; 2003 - 2019



UNEVEN JOB LOSS PAIN ALREADY APPARENT

Unemployment Compensation Claims as a Percentage of the Civilian Workforce

Initial and Continuing Unemployment Compensation Claims as a Percentage of the Civilian Labor Force, April 18, 2020



Source: U.S. Department of Labor; U.S. Bureau of Labor Statistics; Tax Foundation calculations.

DISCLAIMERS

CRITICAL ASSUMPTIONS

Our conclusions are based on our analysis of the information available from our own sources and from the client as of the date of this report. We assume that the information is correct, complete, and reliable.

We made certain assumptions about the future performance of the global, national, and local economy and real estate market, and on other factors similarly outside either our control or that of the client. We analyzed trends and the information available to us in drawing these conclusions. However, given the fluid and dynamic nature of the economy and real estate markets, as well as the uncertainty surrounding particularly the near-term future, it is critical to monitor the economy and real estate markets continuously and to revisit the aforementioned conclusions periodically to ensure that they are reflective of changing market conditions.

This is particularly the case in light of recent developments that have occurred in Q1 2020, including fears of disruption due to the novel coronavirus, a price war that has precipitated a sharp drop in global oil prices, and concern over the level of corporate debt in the U.S. that could become a problem in a slowing economy. These events underscore the notion that stable and moderate growth patterns are historically not sustainable over extended periods of time, the economy is cyclical, and real estate markets are typically highly sensitive to business cycles. Further, it is particularly difficult to predict inflection points, including when economic and real estate expansions will end, and when downturn conditions return to expansion.

Our analysis and recommendations are based on information available to us at the time of the writing of this report, including the likelihood of a downturn, length and duration, but it does not consider the potential impact of additional/future shocks on the national and/or local economy, and does not consider the potential benefits from major "booms" that may occur. Similarly, the analysis does not reflect the residual impact on the real estate market and the competitive environment of such a shock or boom. Also, it is important to note that it is difficult to predict changing consumer and market psychology. As such, we recommend the close monitoring of the economy and the marketplace, and updating this analysis as appropriate.

Further, any project and investment economics included in our analysis and reports should be "stress tested" to ensure that potential fluctuations in revenue and cost assumptions resulting from alternative scenarios regarding the economy and real estate market conditions will not cause unacceptable levels of risk or failure.

In addition, and unless stated otherwise in our analysis and reports, we assume that the following will occur in accordance with current expectations by market participants:

- ▶ Tax laws (i.e., property and income tax rates, deductibility of mortgage interest, and so forth)
- ▶ Availability and cost of capital and mortgage financing for real estate developers, owners and buyers
- ▶ Competitive supply (both active and future) will be delivered to the market as planned, and that a reasonable stream of supply offerings will satisfy real estate demand
- ▶ Major public works projects occur and are completed as planned

Should any of the above change, this analysis should be updated, with the conclusions reviewed accordingly (and possibly revised).

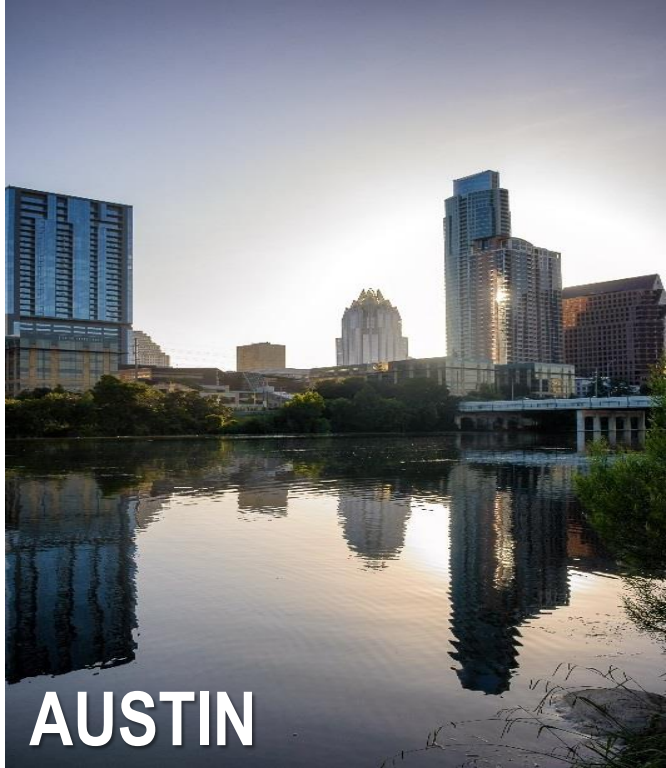
GENERAL LIMITING CONDITIONS

Reasonable efforts have been made to ensure that the data contained in this study reflect accurate and timely information and are believed to be reliable. This study is based on estimates, assumptions, and other information developed by RCLCO from its independent research effort, general knowledge of the industry, and consultations with the client and its representatives. No responsibility is assumed for inaccuracies in reporting by the client, its agent, and representatives or in any other data source used in preparing or presenting this study. This report is based on information that to our knowledge was current as of the date of this report, and RCLCO has not undertaken any update of its research effort since such date.

Our report may contain prospective financial information, estimates, or opinions that represent our view of reasonable expectations at a particular time, but such information, estimates, or opinions are not offered as predictions or assurances that a particular level of income or profit will be achieved, that particular events will occur, or that a particular price will be offered or accepted. Actual results achieved during the period covered by our prospective financial analysis may vary from those described in our report, and the variations may be material. Therefore, no warranty or representation is made by RCLCO that any of the projected values or results contained in this study will be achieved.

Possession of this study does not carry with it the right of publication thereof or to use the name of "Robert Charles Lesser & Co." or "RCLCO" in any manner without first obtaining the prior written consent of RCLCO. No abstracting, excerpting, or summarization of this study may be made without first obtaining the prior written consent of RCLCO. This report is not to be used in conjunction with any public or private offering of securities or other similar purpose where it may be relied upon to any degree by any person other than the client without first obtaining the prior written consent of RCLCO. This study may not be used for any purpose other than that for which it is prepared or for which prior written consent has first been obtained from RCLCO.





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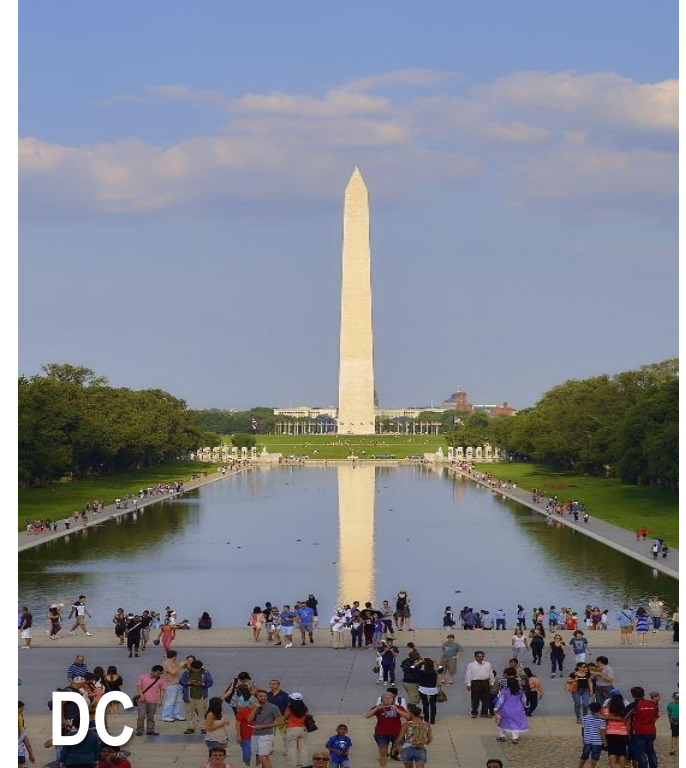
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