

## **Part 2A of Form ADV: *Firm Brochure***

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This brochure provides information about the qualifications and business practices of Phoenix Realty Group, LLC. If you have any questions about the contents of this brochure, please contact us at 212-207-1999 or [investors@phoenixrg.com](mailto:investors@phoenixrg.com). The information in this brochure has not been approved or verified by the United States Securities and Exchange Commission (the “SEC”) or by any state securities authority.

Additional information about Phoenix Realty Group, LLC also is available on the SEC’s website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov). You can search this site by a unique identifying number, known as a CRD number. Phoenix Realty Group, LLC’s CRD number is 160249.

While Phoenix Realty Group, LLC is a SEC-registered investment adviser, such registration does not imply a certain level of skill or training.

## **Item 2    Material Changes**

Pursuant to exemptions which may no longer be available, Phoenix Realty Group, LLC (the “Firm”) was not required to register as an investment adviser with the Securities and Exchange Commission (the “SEC”) prior to March 2012. This Firm Brochure, dated March 2023, is the Firm’s updated disclosure document prepared according to the SEC’s current requirements and rules applicable to registered investment advisers. As you will see, this document is a narrative providing detailed information regarding the Firm, its practices, fees, actual and potential conflicts of interest and key mitigating circumstances, policies and controls.

This Item 2 is used to provide Firm clients (each a “Fund” or “Client”; and, collectively, the “Funds” or “Clients”) and/or fund investors (each a “Third Party Fund Investor”) with a summary of new and/or updated information which are material changes.

Consistent with current SEC rules, the Firm will make sure that a summary of any material changes to this and subsequent Brochures is delivered to clients within 120 days of the close of our business fiscal year. Furthermore, the Firm will provide other interim disclosures about material changes as necessary.

*As of the date of this Firm Brochure, March 2023, our firm has no material changes to report regarding our firm or our services since our last Form ADV filing in March 2022.*

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## **Item 4    Advisory Business**

Phoenix Realty Group, LLC (the “Firm”) is an SEC registered investment adviser with its principal place of business in New York. The Firm began conducting business in September 1999. The Firm was previously owned by JMF Associates LP, a Delaware limited partnership (43.50%). JMF Associates LP was indirectly owned by J. Michael Fried. On February 7, 2020, Keith B. Rosenthal (74% member) and E. Ron Orgel (26% member) became the controlling owners when the Firm’s succession plan was implemented due to the passing of Mr. Fried. On November 1, 2020, Alan P. Hirnes (15% member), R. Alex Saunders (10% member), and A. Henry Gom (10% member) were admitted as members of the Firm and the interests of Keith B. Rosenthal (45% member) and E. Ron Orgel (20% member) were reduced.

### **Investment Management Services**

The Firm is a national owner, operator, fund manager, and developer focused on multifamily properties. The Firm raises and manages investment funds with investment advisory services relating to the acquisition, development, ownership, operation and sale of real estate and interests in real estate.

Each private fund is typically structured as a limited liability company or a limited partnership, with a subsidiary of the Firm serving as the manager or general partner of the private fund, as the case may be (whether a general partner of a limited partnership or a manager of a limited liability company, in each case, the “Fund General Partner”).

The Firm currently provides fund management and investment advisory services solely to the following Funds:

### **The Firm’s Value-Added Multifamily Funds**

The primary business of the Firm’s Value-Added Multifamily Funds is to provide equity for the acquisition, repositioning, operation, and sale of multifamily housing in various geographic markets.

- Metropolitan Workforce Housing Fund LLC, a Delaware limited liability company: fund term expired in 2016.
- PRG Multifamily Strategic Value Fund, LLC, a Delaware limited liability company formed for the purpose of acquiring, repositioning, and selling multifamily rental properties: initial investor closing in 2017, final investor closing in 2018, real estate assets acquired in 2017 and 2018; fund term of 6 years from the final closing (with 2 optional 1 year extensions).
- PRG Multifamily Value-Added Fund III, LP, a Delaware limited partnership formed for the purpose of acquiring, repositioning, and selling multifamily rental properties: initial investor closing in 2018, final investor closing in 2020, real estate assets acquired in 2018 through 2020; fund term of 8 years (with 2 optional 1 year extensions).
- PRG Multifamily Strategic Value Fund II, LLC, a Delaware limited liability company formed for the purpose of acquiring, repositioning, and selling investments in multifamily rental properties; initial investor closing in 2021, final investor closing in 2022, real estate assets acquired in 2021 and ongoing; fund term of 8 years (with 2 optional 1 year extensions).

The Value-Added Multifamily Funds generally require an investment by the Firm and its principals, a portion of which may be raised from investors. These Firm investments are contributed through an investment vehicle managed by the Firm:

<b>Value-Added Multifamily Fund</b>	<b>Firm Investment</b>
Metropolitan Workforce Housing Fund	PRG Fund Investors IV, LLC
PRG Multifamily Strategic Value Fund, LLC	PRG Multifamily Strategic Value Fund Member LLC*
PRG Multifamily Value-Added Fund III, LP	PRG Value-Added Fund III Member LLC*
PRG Multifamily Strategic Value Fund II, LLC	PRG Multifamily Strategic Value Fund II Member, LLC

\*The entire amount of the investment was made by a subsidiary of the Firm.

### **The Firm's Low Income Housing Tax Credit Funds**

The Firm has syndicated seven tax credit funds, five of which are currently active, for financing the development of properties to serve the needs of low and moderate income individuals and families across the United States and Puerto Rico, each of which is fully capitalized and closed. The last Low Income Housing Tax Credit Fund capitalized by the Firm was closed in 2007 and the Firm does not currently anticipate capitalizing a new Low Income Housing Tax Credit Fund.

Current LIHTC Funds:

- Phoenix Realty Tax Credit Fund II LP, a Delaware limited partnership;
- Phoenix Realty Tax Credit Fund V LP, a Delaware limited partnership;
- Phoenix Realty Tax Credit Fund VI LP, a Delaware limited partnership;
- Phoenix Realty Tax Credit Fund VII LP, a Delaware limited partnership;
- Phoenix Realty Tax Credit Fund VIII LP, a Delaware limited partnership;

*The Funds are not required to register under the Securities Act of 1933 or the Investment Company Act of 1940 in reliance upon certain exemptions available to issuers whose securities are not publicly offered. The Firm manages the Funds in accordance with the terms and conditions of each Fund's offering and organizational documents (in each case, the "Fund's Organizational Documents").*

### **Other Real Estate Investments**

The Firm acquires multifamily properties and develops affordable housing or mixed income properties in various geographic markets. Up to 99.99% of the acquisition, development, and renovation costs of these properties are financed with equity raised from institutional and/or high net worth partners. The remaining equity, ranging from 5% - 51% of the total equity requirement, is financed by discretionary or non-discretionary funds raised and managed by the Company.

<b>Property Name</b>	<b>City</b>	<b>State</b>	<b>Description</b>	<b>Private Fund</b>
Willoughby Court Apartments	Brooklyn	NY	Acquisition and rehabilitation of a 267 unit affordable housing property expected to generate Tax Credits to a Tax Credit	N/A

			investor.	
Lexington Apartments	Jersey City	NJ	Acquisition and rehabilitation of a 152 unit affordable housing property expected to generate Tax Credits to a Tax Credit investor.	N/A
Keith Plaza Apartments	Bronx	NY	Acquisition and rehabilitation of a 311 unit affordable housing property that is expected to generate market rate returns.	Keith Kelly Preservation Associates, LLC
Kelly Towers Apartments	Bronx	NY	Acquisition and rehabilitation of a 302 unit affordable housing property that is expected to generate market rate returns.	Keith Kelly Preservation Associates, LLC
Alvista Towers	Queens	NY	Development of a 380 unit mixed income property that is expected to generate market rate returns.	PRG 94th Jamaica Member, LLC
Alvista Rise	Queens	NY	Development of a 543 unit mixed income property that is expected to generate market rate returns.	PRG Jamaica II QOF, LLC
Alvista Metrowest	Orlando	FL	Acquisition of a 302 unit apartment property with a value add program that is expected to generate market rate returns. The entity now owns 312 units as a result of acquiring additional units as and when they become available.	Orlando 301 Member, LLC
Alvista Trailside	Englewood	CO	Acquisition of a 312 unit apartment property with a value add program that is expected to generate market rate returns.	PRG Multifamily Strategic Value Fund
Alvista Sterling Palms	Brandon	FL	Acquisition of a 248 unit apartment property of which approximately 20% of the units are income and rent restricted, with a value add program that is expected to generate market rate returns.	PRG Multifamily Strategic Value Fund
Alvista Lauderdale	North Lauderdale	FL	Acquisition of a 408 unit apartment property with a value add program that is expected to generate market rate returns.	PRG Multifamily Strategic Value Fund
Alvista Harmony	Fort Collins	CO	Acquisition of a 280 unit apartment property with a value	PRG Multifamily Value Added Fund

			add program that is expected to generate market rate returns.	III
Alvista Bowie	Bowie	MD	Acquisition of a 348 unit apartment property with a value add program that is expected to generate market rate returns.	PRG Multifamily Value Added Fund III
Alvista 23	Gresham	OR	Acquisition of a 278 unit apartment property with a value add program that is expected to generate market rate returns.	PRG Multifamily Value Added Fund III
Alvista 240	Kent	WA	Acquisition of a 186 unit apartment property with a value add program that is expected to generate market rate returns.	PRG Multifamily Value Added Fund III
Alvista Lake Meridian	Kent	WA	Acquisition of a 175 unit apartment property with a value add program that is expected to generate market rate returns.	PRG Multifamily Value Added Fund III
Alvista Winter Park	Winter Park	FL	Acquisition of a 288 unit apartment property with a value add program that is expected to generate market rate returns.	PRG Multifamily Value Added Fund III Winter Park 288 Member, LLC
Tribeca at Camp Springs	Camp Springs	MD	Acquisition of 224 of 282 unit apartment property with a value add program that is expected to generate market rate returns. The entity now owns 227 units as a result of acquiring additional units as and when they become available.	PRG Multifamily Strategic Value Fund II
Alvista Galleria	Dallas	TX	Acquisition of a 409 unit apartment property with a value add program that is expected to generate market rate returns.	PRG Multifamily Strategic Value Fund II
Alvista Round Rock	Round Rock	TX	Acquisition of a 280 unit apartment property with a value add program that is expected to generate market rate returns.	PRG Multifamily Strategic Value Fund II
Alvista West Vue	Orlando	FL	Acquisition of a 442 unit apartment property with a value add program that is expected to generate market rate returns.	PRG Multifamily Strategic Value Fund II
Academy Gardens	Bronx	NY	Acquisition of a 469 unit affordable housing property that is expected to generate market rate returns.	Bronx 469 Member, LLC
The Grove	Merced	CA	Acquisition of a 204 unit	Merced 204

			affordable housing property that is expected to generate market rate returns.	Member, LLC
Los Tres Portfolio	Phoenix	AZ	Acquisition of a portfolio of three affordable housing properties (La Terraza: 160 units, Melrose Villas: 83 units and Missouri Crossing: 108 units) that are expected to generate market rate returns.	351 Los Tres LP, LLC
Alvista Hollywood	Hollywood	FL	Acquisition of a 316 unit apartment property with a value add program that is expected to generate market rate returns.	PRG Multifamily Strategic Value Fund II
Alvista Nine Mile	Aurora	CO	Acquisition of a 336 unit apartment property with a value add program and self imposed affordability restrictions that is expected to generate market rate returns.	PRG Multifamily Strategic Value Fund II

### **Assets under Management**

The respective Fund General Partners manage each private fund in accordance with the applicable Fund's Organizational Documents. Discretionary assets under the Firm's management were \$1.08 billion as of December 31, 2022 and non-discretionary assets under the Firm's management were \$0.69 billion as of December 31, 2022. Assets under management were determined using the fair market value of the gross real estate assets owned by the private funds and investments managed by the Firm. Assets under management have not been pro-rated by percentage ownership of the Firm's private funds, and have not been reduced by fund or property debt and liabilities.

**IMPORTANT ADDITIONAL CONSIDERATIONS:** The information provided herein merely summarizes the detailed information provided in each Fund's Organizational Documents. Unless otherwise indicated therein, each Fund is close-ended, and once fully committed (i.e., once a Fund has attained Capital Commitments up to the Capital Commitment Cap or closed the Third Party Investor, unless agreed upon by the Third Party Fund Investors it does not admit new Third Party Fund Investors. Current Third Party Fund Investors and prospective Third Party Fund Investors in any new private fund launched by the Firm should be aware of the substantial risks associated with investment as well as the terms applicable to such investment. This and other detailed information is provided in each respective Fund's Organizational Documents.



## Item 5 Fees and Compensation

### Multifamily Equity Funds

#### *Management Fee.*

The Firm charges management fees (“Management Fees”) to its Firm Clients for its fund management and investment advisory services provided to the Firm’s Value-Added Multifamily Funds. Typically, the Management Fees are paid to the Fund’s General Partner or other subsidiary of the Firm.

Management Fees are charged to a Fund in two distinct stages. Generally, while the Fund is in an investment stage, that is, after initial capitalization, continuing through the full capitalization of the Fund, and while the Fund is actively seeking to identify potential investments (the “Investment Period”), the Management Fee is charged as a percentage of a Fund’s aggregate Capital Commitments. Following the Investment Period, or in some cases, a predefined period of time has elapsed since the Fund’s final closing, the basis for the Management Fee changes to be based, generally, on Capital Contributions not yet returned to unrelated Fund Investors.

Management Fees generally range from one percent (1.00%) to two percent (2.00%) per annum of (A) the aggregate Capital Commitments made to the Fund during the initial agreed upon time period and (B) the Capital Contributions thereafter. Management Fees are generally paid on a quarterly basis in advance.

Third Party Fund Investors should refer to the appropriate Fund’s Organizational Documents for detailed information regarding all matters concerning a Fund, including but not limited to fees and fee offsets; any new Fund sponsored by the Firm may have similar or materially different terms than those described herein.

PRG Multifamily Strategic Value Fund, LLC	<b><u>Real Estate Investment Fees</u></b> <ol style="list-style-type: none"><li>1. <i>Acquisition Fee.</i> An acquisition fee equal to 0.90% of the gross purchase price of the property acquired by each Real Estate Investment.</li><li>2. <i>Asset Management Fee.</i> An annual asset management fee payable by the Fund equal to 0.95% of any equity contributed to each Real Estate Investment, calculated monthly and payable monthly in arrears.</li><li>3. <i>Construction Management Fee.</i> A construction management fee of up to 6.0% of the actual construction costs of capital improvements overseen by the Manager, payable monthly in arrears. Part of this construction management fee, as determined by the Manager, may be payable to third party property</li></ol>
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	<p>management firms.</p> <p>4. <i>Property Management Fee.</i> A property management fee, so long as such fee is determined in accordance with market rates.</p>
PRG Multifamily Value-Added Fund III, LP	<p><b><u>Fund Management Fees</u></b></p> <p>1.5% per year, calculated on the aggregate commitments until the second anniversary of the final closing, and thereafter on the aggregate equity cost of portfolio investments retained by the Fund including improvements and renovations.</p>
PRG Multifamily Strategic Value Fund II, LLC	<p><b><u>Real Estate Investment Fees</u></b></p> <p>1. <i>Acquisition Fee.</i> An acquisition fee equal to 0.90% of the gross purchase price of the property acquired by each Real Estate Investment.</p> <p>2. <i>Asset Management Fee.</i> An annual asset management fee of 0.95% of any equity contributed to each Real Estate Investment, calculated monthly and payable monthly in arrears.</p> <p>3. <i>Construction Management Fee.</i> A construction management fee of up to 6% of the actual construction costs of capital improvements overseen by the Manager, payable monthly in arrears. Part of this construction management fee, as determined by the Manager, may be payable to third party property management firms.</p> <p>4. <i>Property Management Fee.</i> A property management fee, so long as such fee is determined in accordance with market rates.</p>

#### *Asset Management Fee*

The Firm charges asset management fees for its implementation of the value-added business plan of the property and general oversight of the operations of the property. These asset management fees are typically charged to properties owned by all private funds managed by the Firm, including the Value-Added Multifamily Funds, Low Income Housing Tax Credit Funds, and Other Real Estate Investments. The asset management fees generally range from one half of one percent (0.50%) to two percent (2.00%) of the net revenues of the property or a fixed fee generally between \$5,000 and \$100,000 per property per year.

### *Developer Fee*

Generally, fees approximating five percent (5%) to fifteen percent (15%) of the total acquisition and development cost are paid to the developer of an affordable housing property as a developer fee. In certain affordable housing properties, a subsidiary of the Firm will serve as the developer, or co-developer, of the affordable housing property. In such circumstances, a portion or all of the developer fees are then paid to an affiliate of the Firm. Developer fees vary from state to state, and are generally paid from cash flow from the affordable housing property, or a capital event (such as a sale or refinancing).

### *Acquisition Fee*

The Firm charges acquisition fees for its identification, underwriting, due diligence, and guaranties related to the acquisition of the property. The acquisition fees generally range from one quarter of one percent (0.25%) to one percent (1.0%) of the purchase price of a property.

### *Construction Management Fee*

The Firm charges construction management fees for construction costs as part of the value-added business plan of the property. These construction management fees are typically charged to properties owned by all private funds managed by the Firm, including the Value-Added Multifamily Funds, Low Income Housing Tax Credit Funds, and Other Real Estate Investments. The construction management fees generally range from one percent (1.00%) to six percent (6.00%) of the construction costs. The construction management fee is generally paid to a property management or construction management firm, with any excess retained by the Firm or its affiliates.

### *Property Management Fee*

All properties owned by private funds managed by the Firm contract with a property management company to provide property management services. The property manager is usually either an unrelated entity or a former affiliate of the Firm (ConAm Management). These property management fees generally range from 2% - 7% of the net revenues of the property. The property management fees are negotiated for each property based on its size, complexity, rents, and other relevant factors. See item 10 below.

## Tax Credit Funds

*Syndication Fees.* The Firm generally charges acquisition fees, organization fees, and offering fees to the Tax Credit Fund in connection with the closing of the investment of investors into the Tax Credit Fund. Such fees are generally between four percent (4%) and eight percent (8%) of the capital commitment of the Tax Credit Fund Limited Partner. Generally, the fees are paid upon the closing of the investment of the Tax Credit Fund Limited Partner into the Tax Credit Fund.

*Asset Management Fee.* Generally, the subsidiary of the Firm that serves as the Fund General Partner of the Tax Credit Fund will receive an asset management fee during the life of the Tax Credit Fund. The asset management fee varies from Fund to Fund (i.e., either a fixed amount or a percentage of cash flow or capital transaction) as it is negotiated amongst the partners of the Tax Credit Fund.

Third Party Fund Investors should refer to the appropriate Fund's Organizational Documents for detailed information regarding all matters concerning a Fund, including but not limited to fees and fee offsets; any new Fund sponsored by the Firm may have similar or materially different terms than those described herein.

### Expenses

Generally, pursuant to a Fund's Organizational Documents, each Fund is responsible for expenses relating to its operations, including fees, costs and expenses of the Fund incurred thereby together with certain overhead allocations of the Fund's General Partner, in connection with potential investments and the evaluation, acquisition, ownership, sale, or financing of any potential investment, taxes, accounting, auditors' fees, reporting and investor servicing, legal counsel, insurance (including errors and omissions and directors and officers insurance), travel, litigation and indemnification expenses, asset management expenses, administrative expenses and any other extraordinary expense (including Management Fees). Each Fund will also be responsible for the organizational expenses incurred by the Fund General Partner, up to a maximum amount further set forth in a Fund's Governing Documents. The Firm has procedures in place to reasonably ensure for the appropriate and fair allocation of expenses among the respective funds, the Firm and other entities related to the Firm.

### Additional Compensation and Conflicts of Interest

No supervised persons of the Firm may accept direct compensation for the sale of securities or other investment products.

### Investments in Funds

Prospective Third Party Fund Investors in any Fund sponsored by the Firm should refer to the respective Fund's Organizational Documents for all information regarding that Fund, including but not limited to fees, expenses, and any minimum investment thresholds and any additional qualifications required for investment in that Fund.

#### *Multifamily Equity Funds*

Generally, in Value-Added Multifamily Funds, there are minimum investment thresholds for Third Party Fund Investors in each Fund ranging from \$100,000 to \$1 million depending upon the size and structure of the Fund; however, any such minimum investment threshold may be waived or modified by the Fund General Partner and any Third Party Fund Investors. In addition to the Third Party Fund Investors, each Fund is partially owned by a subsidiary of the Firm (the "Firm Participant"; and together with the Third Party Fund Investors, collectively, the "Investors") through which the Firm makes Capital Contributions (the "Firm Capital") to the Fund side-by-side with the Third Party Fund Investors. Like the Third Party Fund Investors, the Firm Participant is subject to Calls for Capital from the Fund General Partner; however, generally, only for calls for expenses and project investments, but not for Management Fees. Generally, Firm Capital equates to one half of one percent (0.50%) to ten percent (10.00%) of the capital commitments of Third Party Fund Investors.

In Other Real Estate Investments, the Firm typically is investing side by side with an institutional investor and is contributing 5% - 20% of the total equity required. The Firm will create a

private fund for this investment with investment sizes significantly lower than the minimum required for the Value Added Multifamily Funds, typically beginning at \$10,000.

Further, as disclosed in the respective Fund's Organizational Documents, certain executive officers, owners and other employees of the Firm can have direct investments in the Firm Participant.

### *Tax Credit Funds*

Generally, in Tax Credit Funds, the amount of equity contributed by the Third Party Investor is determined by the projected allocation of Tax Credits by the IRS to the Tax Credit Partnership.

## **Item 6 Performance-Based Fees and Side-By-Side Management**

Generally, in all private funds (but not including the Low Income Housing Tax Credit Funds), in addition to the fees disclosed in Item 5 of this Brochure, the Firm, either through the Fund General Partner or the Firm Participant, or other subsidiary, will receive a carried interest in the profits of the Fund, a form of performance-based compensation ("Carried Interest"). Carried Interest is typically calculated based on a share of aggregate realized profits on assets of the Fund, subject to the Fund first having achieved a preferred return on Capital Contributions ("Preferred Return") as set forth in the applicable Fund's Organization Documents. The Preferred Return may range from 6-15%, and represents a cumulative annually compounded internal rate of return on each Investor's Capital Contributions. Therefore, if the total returns exceed the Preferred Return the Firm will receive a portion of the profit distributions of a Fund, which may equal as much as 50% of the amounts otherwise distributable by a Fund.

Investors should note that the terms of the Fund's Organizational Documents, including but not limited to the amount of the Firm Capital, the percentage of any Carried Interest and the timing of payment of any Carried Interest, are negotiated items, and in such, through the negotiations, the Investors' interests and the Fund General Partner's interests (and in such the Firm's) become aligned, as deemed appropriate amongst the parties a party thereto, thereby mitigating seemingly inherent risks, including incentive for the Firm to cause the Fund General Partner to make project investments which may be riskier or more speculative than those which would be recommended under a different fee arrangement. Additionally, the contributions of the Firm Capital and the deferment of payment of the Carried Interest until after the return of Contributed Capital and the Preferred Return, respectively, further mitigate such risk because the Firm has at-risk capital in the Fund, and Carried Interest is calculated based on realized, not unrealized gains, leading the Firm to scrutinize investment and property fundamentals when considering project investments for the Funds.

At this time, the Firm does not offer advisory services to Clients who do not provide for performance-based compensation, and therefore, the Firm does not have an incentive to favor performance-based fee accounts over non-performance-based fee accounts. However, in theory, the Firm could have an incentive to favor a Fund paying higher aggregate performance-based compensation than one paying less or a Fund in which officers, owners and employees of the Firm may have more of their personal assets invested through the Firm Participant. As previously stated, however, a Fund's Organizational Documents are negotiated to align the interests of an Investor with those of the Firm's and the Fund General Partner's. Further, the Firm takes the following steps to mitigate risk and potential conflicts:

1. The Firm discloses, and seeks the consent of Third Party Fund Investors to, the existence of known and potential material conflicts of interest;
2. The Firm discusses with its employees the responsibilities of a fiduciary, including the equitable treatment of all Clients and Third Party Fund Investors;
3. The Fund's investment committee (the "Investment Committee"), which is comprised of senior executives of the Firm, reviews and approves all investments and any material changes to existing investments.

Performance-based compensation will only be charged in accordance with the provisions of Rule 205-3 of the Investment Advisers Act of 1940 and/or applicable state regulations.

## **Item 7 Types of Firm Clients**

The Firm provides fund management and investment advisory services to Value-Added Multifamily Funds, Low Income Housing Tax Credit Funds, and Other Real Estate Investments as disclosed in Item 4 of this Brochure.

## **Item 8 Methods of Analysis, Investment Strategies and Risk of Loss**

### Methods of Analysis

Depending upon the asset class of a potential investment and whether any such investment is a rehabilitation project or new construction, the Firm considers a number of factors when identifying potential investments, including: the strengths and weaknesses of any operating sponsor; the overall condition of the property; the architectural plans (when applicable); the efficiency with which a property has been operated and the efficiency with which a property could be operated in the future; the comparative value of the cost of funds (debt and equity); the timing of equity contributions and loan proceed distributions; the risk of a Tax Credit Recapture Event (as defined below) in the case of an Affordable Housing Project; and the authenticity and validity of a properties trailing and forecasted income and expense assumptions.

### Investment Strategies

The Firm seeks to identify and acquire, on behalf of its managed Funds, real estate investments in accordance with the parameters established by each Fund's Organizational Documents, and where applicable, the Low Income Housing Tax Credit ("LIHTC") Program. The investments acquired by the respective Fund(s) may include fee interests in real estate assets and equity investments in operating companies with third party sponsors (which operating companies, in turn, hold fee interests in real estate assets either directly, or indirectly, through subsidiaries), and where applicable, Tax Credits.

The Firm's investment process is intended to maximize a Fund's return potential through a combination of cash flow, equity appreciation, and where applicable, Tax Credits, while simultaneously mitigating risk of loss. The Firm seeks investments that meet the specified investment criteria and restrictions set forth in the Fund's Organizational Documents, and where applicable the LIHTC Program, which will benefit from physical improvements, improved marketing, operations turn-around, new construction, and/or increased property management expertise.

Material, Significant or Unusual Risks Relating to Investment Strategies & Particular Types of Investments (i.e., Real Estate)

*Investing in securities involves risk of loss that Investors should be prepared to bear.* An investment in a Fund entails a high degree of risk and is suitable only for sophisticated institutions and individuals for whom such an investment is not a complete investment program. Generally, each Fund differs in its risk profile, investment strategy, targeted yield on investment and timing and amounts of capital and profit distributions. In such, any person contemplating an investment in any Fund whatsoever, should carefully read and understand any such Fund's Organizational Documents to best understand the potential risks and rewards of any such particular Fund. Such an investment is only appropriate for persons who fully understand and are capable of and willing to bear the risks of any such investment. Generally, risk factors, include, but are not limited to the following.

Specific Risks of Tax Credit Investment. The LIHTC Program is a highly regulated compliance-based program. Certified compliance with the litany of rules and regulations of the program is a condition precedent to a Tax Credit Partnership's receipt of Tax Credits. The compliance period generally runs for fifteen (15) years from the date the Affordable Housing Project is placed in service (e.g., the date on which the building is ready for its specifically assigned function, in the case of new construction). If the Tax Credit Partnership or its partners do not comply with the various rules and regulations of the program (each a possible "Tax Credit Recapture Event"), the IRS may halt the further distribution of Tax Credits and may recapture Tax Credits previously distributed (in such event, a "Tax Credit Recapture"). In the event of a Tax Credit Recapture, it is possible that a Third Party Investor in the Tax Credit Fund Limited Partner could lose Tax Credits previously distributed, or in more severe circumstances, its Investment.

General Risks of Real Estate. Investments in real estate and real estate-related interests are subject to various risks, including, for example, adverse changes in national and international economic and geopolitical conditions, local market conditions and the financial conditions of tenants; changes in the number of buyers and sellers of properties; increases in the availability of supply of property relative to demand; changes in availability of financing; increases in interest rates, real estate tax rates, energy prices, and other operating expenses; changes in environmental laws and regulations, zoning laws and other governmental rules and policies; changes in the relative popularity of properties; risks due to dependence on cash flow; risks and operating problems arising out of the presence of certain construction materials, as well as acts of God, terrorism, labor shortages, material shortages, uninsurable losses and other factors which are beyond the control of the Firm. In addition, real estate is subject to long-term cyclical trends that give rise to volatility in real estate values.

Additionally, a Fund's ability to realize cash flow from operations and favorable sales proceeds from disposition will depend, among other factors, on the financial reliability of buyers, tenants and borrowers, the location and attractiveness of the properties in which it invests, the supply of comparable space and product in the geographic areas in which its properties are located and general economic conditions.

Additionally, a Fund may, in certain instances, be responsible for structural repairs, improvements and general maintenance of real property. The expenditure of any sums in connection therewith beyond those budgeted will reduce the cash available for distribution and may require the Fund to fund deficits resulting from the operation of a property. No assurance can be given that a Fund will have funds

available to make such repairs or improvements. These factors and any others that would impede a Fund's ability to respond to adverse changes in the performance of its assets could significantly affect a Fund's financial condition and operating results.

Long Term Investment Horizon: As set forth in further detail in the respective Funds' Organizational Documentation, an investment in one of the Funds is generally an illiquid investment given that Investors will not, except in very limited circumstances, be permitted to withdraw profits, gains or capital prior to liquidation of the Fund and a transfer of an Investor's interest in a Fund may not be directly or indirectly assigned, pledged, hypothecated or otherwise transferred in whole or part without consent of the respective Fund's General Partner and exemption from registration under the securities laws, and or consents that may be required under the LIHTC Program, where applicable.

While the investments of a Fund are intended to generate current cash flow, and Tax Credits, where applicable it is likely that a significant portion of the cash received by the Fund for further distribution to Investors will occur only after refinancing or sale of a Fund's investments, which may occur 5 to 10 years after the acquisition of an investment in a Multifamily Equity Fund, and 15 years in a Tax Credit Fund. Further, amongst other issues, it is possible that (a) there is a limited or no liquid market for a Fund's membership interests or its investment assets at such time, thereby extending the hold period or resulting in an undesirable sales price; (b) the Fund General Partner may not be able to obtain favorable financing, refinancing or sale terms for an investment, thereby reducing or eliminating any return of capital to the Investors; (c) given the potential long-term hold period generally associated with real estate assets, an investment may decline sharply in value before the Fund General Partner makes the decision to sell; and (d) the Firm, its competitors, or the real estate industry in which the Firm operates may behave in ways which were not, and in some cases could not have been, predicted, leading to significant losses and/or a lack of any attractive exit option for a particular investment.

Variable Rate Financing. Where permitted, certain investments may be subject to financing that provides for adjustments in the interest rate at various monthly, annual or other intervals. An increase in such interest rates may adversely impact a Fund resulting in less income to Investors, negative amortization or the sale of an investment prematurely or on less favorable terms than may otherwise be obtained. Further, where permitted, the Firm may elect to pursue hedging strategies, including engaging in interest rate swaps, caps, floors and other interest rate contracts, and buying and selling interest rate futures and options on such futures, to mitigate such risks. Even if a hedging strategy is utilized, the use of these instruments to hedge a portfolio carries certain other risks, including the risks that losses on a hedge position will reduce a Fund's earnings and funds available for distribution to Investors and such losses may exceed the amount invested in such instruments. Also, hedges may not perform their intended purposes of minimizing and offsetting losses on an investment.

Failure to Make Capital Contributions. Generally, if an Investor fails to make Capital Contributions in an amount equal to its Capital Commitments pursuant to a proper Call or Capital, and the contributions made by non-defaulting Investors by the Fund are inadequate to cover the defaulted Capital Contribution, the Fund may be unable to pay its obligations when due, and/or result in a Tax Credit Recapture Event, where applicable. As a result, the Fund may be subjected to penalties that could materially adversely affect the returns to the Fund, and in turn, to the Investors (including non-defaulting Investors). If an Investor defaults, the non-defaulting Investors and the Fund General Partner have a number of rights as provided in the respective Fund's Governing Documents, generally including, but not limited to, reducing the defaulting Investors capital account balance, precluding a



defaulting Investor from further investment in the Fund, and selling the defaulted Investor's interest in the Fund in the secondary market at a discount.

Changes in Market Circumstances. The success of a Fund's activities will often be affected by international, U.S., regional and local economic and market conditions, including changes in interest rates, instability in certain securities markets, changes in relative valuation of its target investment sectors, changes in the availability of, or the general terms and conditions for, investment financing, shifts in the supply and demand for Tax Credits and/or the types of properties in which a Fund will make investments, changes to the financial resources and solvency of tenants and buyers and sellers of real estate assets, among other factors; any one of which could adversely affect investment returns.

Lack of Diversification. Generally, the Firm will seek to limit the impact on financial performance of poorly performing investments by investing in a number of investments with varying degrees of risk, subject in all respects to a Fund's investment criteria and restrictions, as set forth in a Fund's Organizational Documents. However, there can be no assurance that such diversification will be available on acceptable terms. To the extent the investments for a particular Fund are concentrated in one property or a limited number of properties, a particular asset type or class or geographic area, such Fund and its Investors will be subject to certain concentration-related risks. The Firm may make a relatively limited number of investments on behalf of a Fund, so adverse events affecting a particular investment could have a significant negative impact on the financial condition and results of operation of such Fund.

Risks of Potential Leveraging. Subject to investment restrictions set forth in the respective Funds' Organizational Documents, and where permitted under the LIHTC Program, the Firm may cause the Fund General Partner to use leverage at the Fund level and at a property investment level to increase the potential returns on equity of an investment. While the use of leverage may enhance returns to Investors and increase the number of investments a Fund can make, it also substantially increases the risk of loss to a Fund.

If leverage is utilized, any third-party lender would be entitled to cash flow generated by such investment for application to any such debt service prior to a disbursement of capital to the Fund, and in turn, Investors. If a property owner in which a Fund is an investor defaults on secured indebtedness, the lender may foreclose on the real property securing any such indebtedness and, in such circumstances, the Fund could lose its entire investment in the real property asset. In the instance that several investments held by a Fund are cross-collateralized (e.g., a portfolio acquisition of several real property assets financed by a single lender), multiple investments may be subject to the risk of loss.

Counterparty Risk. It is expected that virtually all investment purchases and dispositions made on behalf of a Fund will transpire in public real estate and Tax Credit marketplaces, as applicable. Customary to these markets is the risk that a counterparty (e.g., purchaser or seller) will not complete or settle a transaction in accordance with its terms and conditions because of a dispute over the terms of the contract (irrespective of whether *bona fide*) or because of a credit or liquidity problem, thus causing a Fund to suffer a loss. Such "counterparty risk" is accentuated for contracts with longer maturities where events may intervene to prevent settlement, or where a Fund's transactions have been concentrated with a particular counterparty or group of counterparties. Generally, a Funds' Organizational Documents restricts a Fund from dealing with certain affiliate counterparties on terms less than third-party arm's length or from concentrating a Fund's transactions with one counterparty in an amount greater than certain stated percentage interest thresholds.

Despite the prospect that a Fund's risk management process may incorporate an assessment of counterparty risk, there can be no assurance that such assessment may be accurate. In addition, although a Fund expects to transact with well-capitalized, experienced, credit-worthy counterparties in its Value-Added Multifamily Fund and Tax Credit Fund transactions, there can be no assurance that such will be the case in every transaction (or that the counterparties will perform their obligations).

Litigation at Property Level. The acquisition, ownership and disposition of real properties carry certain specific litigation risks, which could result in losses to a Fund. Generally, during property investment due diligence and underwriting, prior to making an investment, if a property retains any such risks, a Fund will clarify, quantify and make price adjustments, as appropriate under the circumstance, to quell any such risks.

## **Item 9 Disciplinary Information**

The Firm is required to disclose any legal or disciplinary events that are material to Investors or prospective Investors' evaluation of the Firm's advisory business or the integrity of its management. The Firm has no reportable disciplinary events to disclose.

## **Item 10 Other Financial Industry Activities and Affiliations**

### Other Financial Industry Activities

Certain direct and indirect partners, members, officers and employees of the Firm may serve as directors or hold executive positions with entities in which investments are held and/or invest alongside any one particular Fund.

### Material Relationships and Arrangements

Fees for Services. Affiliates of the Firm may be retained by any one of the Fund(s) and receive fees for lending or other services in connection with property management, asset dispositions, financings or re-financings as well as financial advisory, placement, underwriting and other investment banking services. Any such additional fees will be paid at market rates, as determined by mutual agreement of the general partner and such entities or as specified in the Fund's offering and organizational documents. Such entities may also receive fees for such services from persons other than a Fund in connection with property acquisitions in which a Fund is an investor.

## **Item 11 Code of Ethics, Participation or Interest in Client Transactions and Personal Trading**

### Code of Ethics and Personal Trading

The Firm has adopted a Code of Ethics which sets forth the ethical standards of business conduct for the Firm's supervised persons. The Code of Ethics provides for oversight, enforcement and recordkeeping. A copy of the Code of Ethics is available to existing and prospective Investors, upon request to the Chief Compliance Officer, at the Firm's principal address set forth on the cover page of this Brochure.

### Participation or Interest in Client Transactions

The Firm has established the following restrictions and guidelines in order to address potential conflicts of interest that could arise if the Firm or its related persons were to hold a material financial interest in an investment of a Fund:

1. No officer or employee of the Firm and its affiliates may knowingly:
  - a. compete for or acquire a direct interest in an investment that may be appropriate for a Fund without first presenting the opportunity to the Firm on behalf of the Fund;
  - b. prefer his or her own interest to that of an Investor.
2. All of the Firm's principals and employees must act in accordance with all applicable Federal and State regulations governing registered investment advisory practices.
3. Any individual not in observance of the above may be subject to disciplinary action, up to and including termination.

## **Item 12 Brokerage Practices**

The Firm does not purchase publicly-traded securities; as a result, it does not contract with broker-dealers and does not engage in soft dollar practices, directed brokerage or trade aggregation.

## **Item 13 Review of Accounts**

Generally, the Investment Committee is responsible for (i) the initial evaluation of whether an investment is suitable for a respective Fund, (ii) the continuous monitoring of the investments held by a Fund, (iii) any material changes to the business plan applicable to the investments and (iv) the appropriate time to refinance or sell a property. The Investment Committee reviews investments on a regular basis. The Investment Committee meets on a weekly basis (via phone, video conference and/or in person) to assess and discuss potential investments and modify (as necessary) the asset management strategy for the Fund's investments.

The following employees of the Firm are members of the Firm's existing Fund's Investment Committee:

<b>Committee Member</b>	<b>Firm Title</b>	<b>No. of Years with Firm</b>
Keith B. Rosenthal	President	22
E. Ron Orgel	Managing Director	22
Alan Hirmes	Chief Financial Officer	13
Alex Saunders	Managing Director	19
Henry Gom	Managing Director	3

#### **Item 14 Client Referrals and Other Compensation**

The Firm does not receive any additional compensation from third parties for providing investment advice to its Investors and does not compensate for Investor referrals; however, the Firm may engage broker-dealers from time to time to act as a placement agent with respect to its Fund's private placement offerings. Generally, such broker-dealers' compensation is based on a percentage of Capital Commitments secured by any such placement agent for a Fund. Any such placement agent hired by the Firm in connection with such offerings will be required to be registered with the Securities and Exchange Commission as a broker-dealer and will be required to be a member of FINRA.

#### **Item 15 Custody**

Generally, the Firm only has custody of Client funds for a short duration (i.e., following a Call for Capital and prior to a project investment). The Firm provides Investors with audited financial statements, prepared in accordance with generally accepted accounting principles, on an annual basis within 120 days after the end of each Fund's fiscal year.

In addition, the Firm provides Investors with quarterly un-audited financial statements, capital account positions and other information regarding the financial position of the applicable Fund.

#### **Item 16 Investment Discretion**

Generally, the Firm has discretion to make all investment decisions for a Multifamily Value Added Fund and Low Income Housing Tax Credit Fund, subject to any applicable investment criteria or other restrictions and limitations set forth in a Fund's Organizational Documentation. For Other Real Estate Investments, the Firm generally has limited discretion to make certain investment decisions that fall within the investment's business plan and are not major decisions.

#### **Item 17 Voting Client Securities**

The Firm does not vote Client securities, as the Firm does not currently invest in publicly-traded securities on behalf of its Clients.

#### **Item 18 Financial Information**

The Firm does not require or solicit payment of investment management fees in excess of \$1,200 per Client more than six months in advance of services rendered. Therefore, the Firm is not required to include a financial statement.

As a fund management and investment advisory firm that has custody of Client funds, the Firm is required to disclose any financial condition that is reasonably likely to impair its ability to meet contractual obligations to its Clients or Investors. The Firm is not aware of any financial condition that impairs its ability to meet contractual obligations to its Clients or Investors. The Firm has not been the subject of a bankruptcy petition at any time during the past ten years.

## **Item 19 Environmental, Social and Corporate Governance (“ESG”) Initiatives**

The Firm incorporates ESG initiatives for investments in a Property by its Funds or joint venture partners with specific ESG requirements. To the extent a Property does not have an investment from a joint venture partner or private fund with a specific ESG requirement, the Firm does not explicitly include ESG initiatives for that Property. Generally, when included, ESG requirements are provided to the extent they are feasible and result in cost savings or improve the quality of life for residents at the Property. The focus is on four general categories: 1). Environmental Impact, 2). Quality of Life Impact, 3). Technological Impact and 4). Social Services.

### **Environmental Impact**

The primary focus in this category is to reduce the environmental impact of the property while also recouping a return on investment through reduced utility and/or maintenance costs. These reductions may include improvements such as upgrades to the lighting on a property with LED lights, replacement of bath appliances with low flush toilets and shower heads which reduce consumption, and/or the replacement of kitchen appliances with energy start rated appliances.

### **Quality of Life Impact**

The Firm strives to improve the quality of life for the residents at its properties by providing high quality, attractive housing. Where economically feasible and when the physical characteristics of the property are amenable, the Firm’s goal is to improve the residents’ overall housing experience by offering a community-oriented property with upgraded interior units and contemporary common areas and amenities that make leisure time enjoyable and productive.

### **Technological Impact**

The Firm seeks to provide high speed internet to residents in the common areas at the properties and in some cases, in the units.

### **Social Services**

At certain properties and where economically feasible, the Firm contracts with social service providers to offers its residents a variety of social services. These services are targeted to the resident profile of each property and may include services such as job search assistance, child-related assistance (including youth education, after school programs and homework assistance), health/wellness services and others.