Break of Day Capital

Real Estate Investing Made Easy

# ICON ON PIMA

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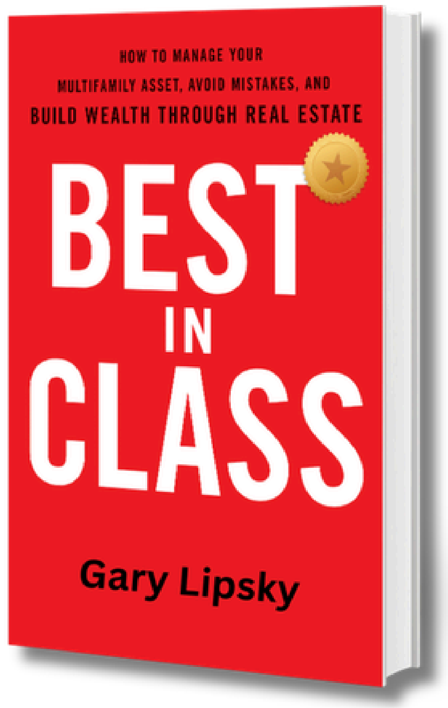
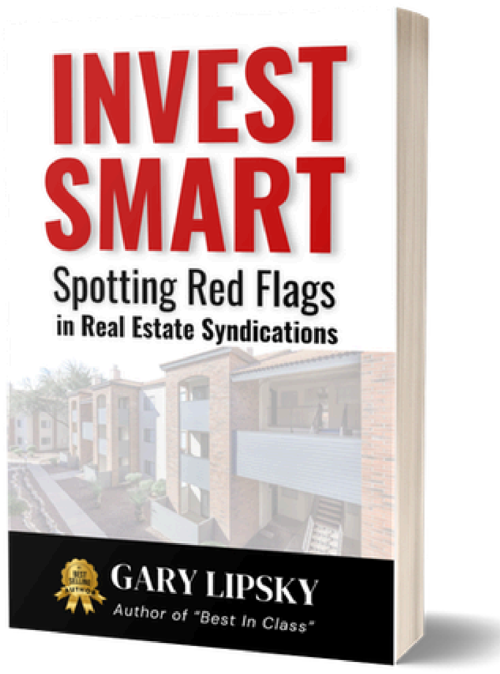
# BODC OVERVIEW

*Break of Day Capital focuses on acquiring underperforming multifamily properties in high growth markets in the Southwest by implementing strong repositioning strategies and best in class asset management to maximize value for all stakeholders.*

- $110M+ raised in equity
- $40M+ distributed to investors
- Selectively acquired 2100+ units with a total value of $345M+ in RE transactions
- Our strong focus on asset management drives results, averaging 40%+ NOI growth in year one across our portfolio.








# EXECUTIVE LEADERSHIP

**GARY LIPSKY**
CEO & Founder

- Real estate investor since 2002
- Over 30+ yrs of operational expertise
- 2X best-selling real estate author
- National speaker

**TIMOTHY CHIU**
Director of Asset Management

- 10+ years in senior institutional real estate roles with deep multifamily expertise
- Led asset management and redevelopment of $4B+ in multifamily assets, overseeing 10,000+ units

**JOSEPH FANG**
Director of Investor Relations

- Actively investing in real estate since 2003
- Passive investor in 50+ commercial real estate syndications
- Specialist in macroeconomics and data analysis

# BODC TEAM

**JACLYN BROMAGEM**
Operations Manager

- Actively investing in real estate since 2002
- Founder of short-term rental management company in San Felipe, Baja California Mexico
- Led education and training for property managers for a NW property management company

**ANDY HUANG**
Investor Relations Manager

- 20+ years overseeing institutional and private investment portfolios
- Managed and advised on $20B+ in assets across pensions, insurance, and private investments
- Holds an MBA from USC, a BA in Economics from UCLA, and the CFA designation

**TAINA GRAF**
Analyst

- 10 years of experience driving financial analysis, reporting, and business performance.
- Economics graduate with an MBA in Financial Management and accounting expertise.

# CO-GP'S

**GUIDO NUNEZ**
ChrisLina Wealth Partners (CWP)

Guido Nunez is the founder of ChrisLina Wealth Partners, a multifamily investment firm focused on value-add opportunities in high-growth markets across the U.S.

He began investing in 2006 and has been active in multifamily since 2012 as a GP and JV partner. Guido brings 20+ years of experience from global companies like Unilever and holds an MBA.

He has been featured in Business Insider and appeared on multiple podcasts.

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**DANIEL GREEN**
Cooper Place Capital

Dan Green is a real estate investor with ownership in over 1,000 multifamily units, along with a portfolio of short-term rentals in Tennessee. He is also a licensed real estate agent in New Jersey.

He brings 20+ years of experience in digital marketing and ad tech, including senior leadership roles with Fortune 500 companies such as Johnson & Johnson, Bayer, Charles Schwab, Toyota, and Progressive.

Dan currently serves as Chief Revenue Officer at Semcasting Inc. and holds an MBA with honors from Penn State.

# ALIGNED INTERESTS. ACCOUNTABLE EXECUTION.

Unlike most firms that separate acquisitions and operations, Break of Day Capital keeps them aligned.

The person who underwrites the deal is the same person accountable for results — from purchase to sale.

That alignment means realistic projections, better decisions, and reliable execution.

Our team also invests significant personal capital alongside our investors:

- **$8.85 million** personally invested by CEO Gary Lipsky
- **$1.35 million** invested collectively by the other Break of Day Capital team members

We manage every decision with the same discipline and diligence we expect for our own capital.

# MARKET EXPERTISE

- We focus on a select few markets, allowing us to develop deep expertise and prioritize quality over quantity in our investments
- We currently own and operate 9 properties and 4 full cycle exits in Arizona that far exceeded projections
- We have strong relationships with the local brokers and lenders cultivated over many years of successful executions
- We have accumulated thousands of data points in the Southwest to be experts in those markets

## Our 4 Full-Cycle Exits

**Midtown on 2nd**

**East 3434**

**Midtown on Seneca**

**Midtown on 1st**

# PORTFOLIO

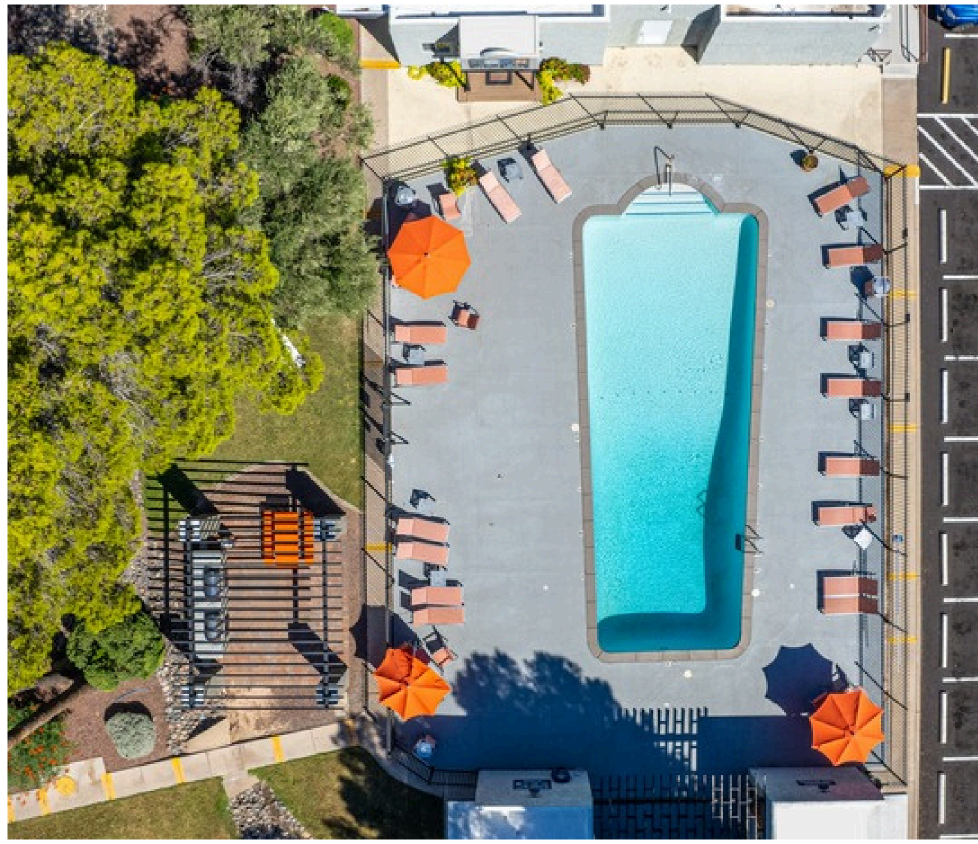
| PROPERTY | UNITS | PURCHASE PRICE | EQUITY RAISE | STATUS |
|---|---|---|---|---|
| Icon on Broadway | 300 | $32.8MM | $13.5MM | Under Management |
| Icon on Headley | 136 | $22.35MM | $10.5MM | Under Management |
| Icon on Midvale | 136 | $21.1MM | $10.5MM | Under Management |
| Icon on Spanish Trail | 256 | $33MM | $17.1MM | Under Management |
| Icon on Pima | 80 | $9.5MM | $3.7MM | Under Management |
| Icon on Stella | 199 | $37MM | $13.7MM | Under Management |
| Mission Antigua | 248 | $59MM | $20MM | Under Management |
| Icon on Park | 176 | $26.4MM | $9MM | Under Management |
| Icon | 72 | $9.8MM | $2.68MM | Under Management |
| Youngtown Flats | 104 | $1.9MM | $1.2MM | Under Management |
| Midtown on 1st | 93 | $8MM | $4MM | Sold |
| Midtown on Seneca | 176 | $13.6MM | $8.65MM | Sold |
| East 3434 | 128 | $15.3MM | $5.7MM | Sold |
| Midtown on 2nd | 42 | $1.65MM | $1MM | Sold |
| Total | 2,146 | $258.6MM | $107.73MM | |

Any performance data shared by Sponsor represents past performance and past performance does not guarantee future results. Neither Sponsor nor any of its investments are required by law to follow any standard methodology when calculating and representing performance data and the performance of any such funds may not be directly comparable to the performance of other private or registered offerings

# ICON ON PIMA

**6201 E Pima Street, Tucson, AZ 85712**





# INVESTMENT HIGHLIGHTS

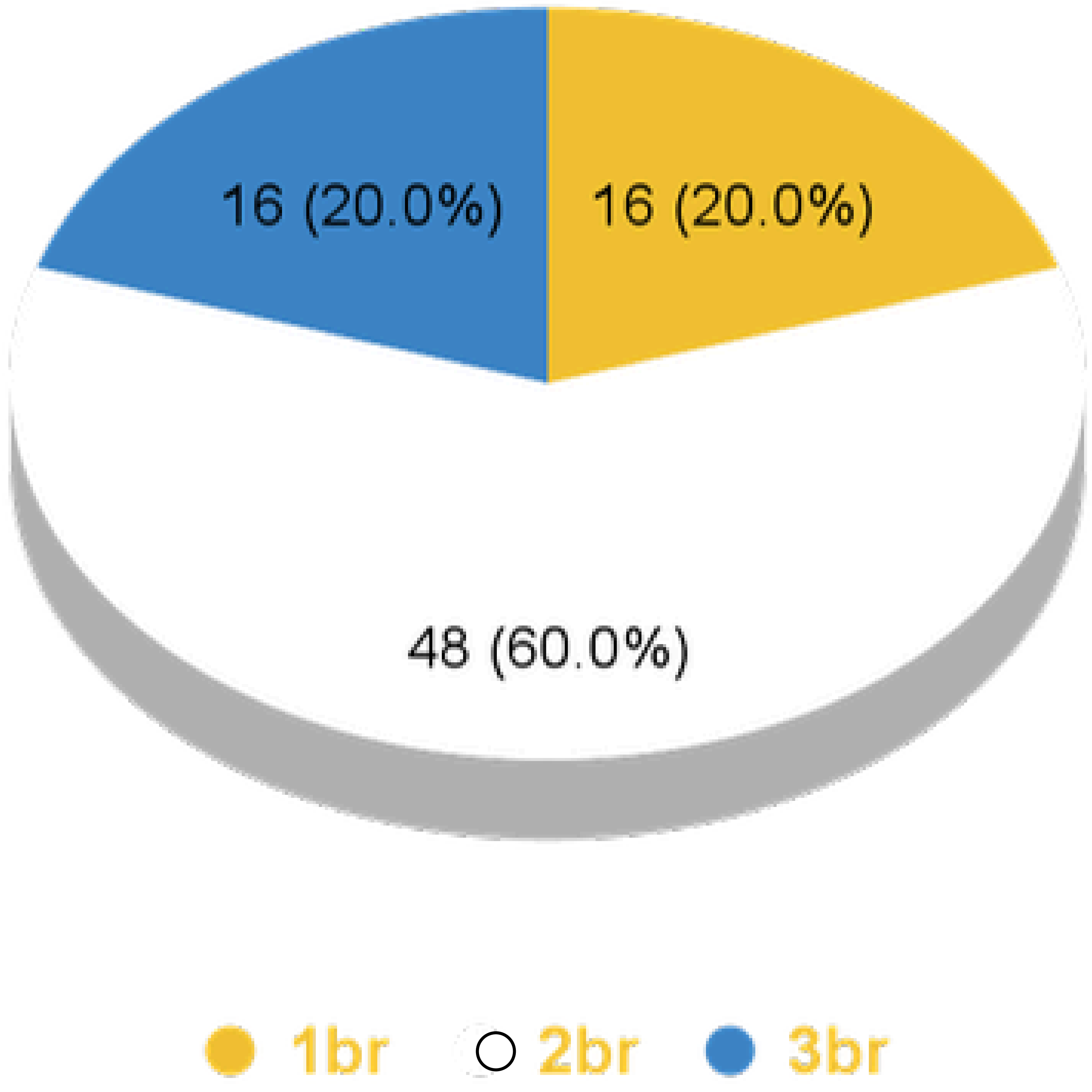
| | |
|---|---|
| **1973 Build** | **80 Units** |
| **Purchase Price (Oct 2022)** | **$9,500,000** |
| **Price Per Unit** | **$118,750** |
| **Loan** | **$6,800,000** |

***Estimated 5 year loan at 6.1%**

- 15% annualized preferred return: 5% current, 10% accrued
- Projected 68% Bonus Depreciation Year 1, more in future years

  That means for every $100k invested, you get an estimated $68k on your K1 for 2026
- Funds raised will be used to pay down the loan, cover closing costs, fund capex reserve and legal expenses. Investors in this tranche will hold a second position behind the senior lender
- Sponsors invested 38% of the capital previously raised
- Stabilized asset with occupancy in the low 90's

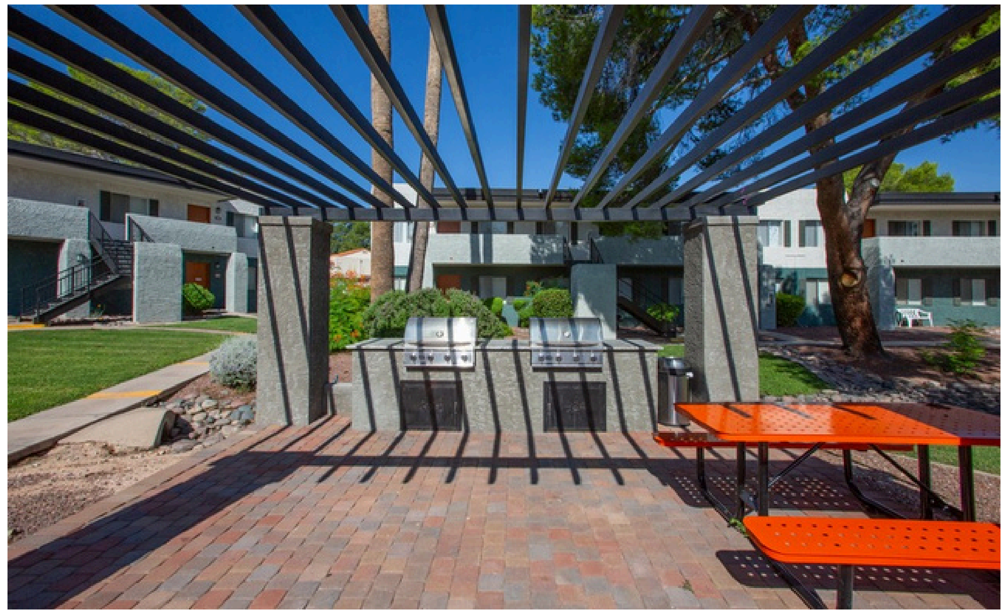
# UNIT MIX



# CAPEX COMPLETED

**$1,200,000 spent on improvements in the last 30 months**

- **Rebranded:** New Signage
- **Added Amenities:** Gym, dog park & BBQ area with pergola
- **Physical refresh:** Updated paint, landscaping and pool furniture
- **Renovated units:** 35 units upgraded
- **Replaced Boiler**
- **No other Capex is needed at this time**

# PROFORMA

| | Year 1 | Year 2 | Year 3 | Year 4 | Year 5 |
|---|---|---|---|---|---|
| Rental Income | $943,515 | $996,982 | $1,040,820 | $1,086,579 | $1,134,343 |
| Other Income | $208,585 | $212,370 | $216,225 | $220,149 | $224,145 |
| Total Income | $1,152,100 | $1,209,353 | $1,257,045 | $1,306,728 | $1,358,488 |
| Marketing | $28,873 | $29,504 | $30,148 | $30,806 | $31,479 |
| General & Admin | $30,044 | $30,701 | $31,371 | $32,056 | $32,756 |
| Payroll | $178,885 | $188,665 | $198,978 | $209,856 | $221,328 |
| Repairs & Maintenance | $65,711 | $67,864 | $70,088 | $72,385 | $74,757 |
| Utilities | $173,757 | $183,255 | $193,274 | $203,839 | $214,983 |
| Insurance | $38,270 | $39,524 | $40,819 | $42,157 | $43,538 |
| RE Taxes | $42,562 | $43,957 | $45,397 | $46,885 | $48,421 |
| Property Mgmt Fee | $34,076 | $36,164 | $37,590 | $39,075 | $40,623 |
| Total Expenses | $600,520 | $628,249 | $656,563 | $686,250 | $717,377 |
| NOI | $551,579 | $581,104 | $600,482 | $620,479 | $641,111 |

# TUCSON MSA QUICK STATS

**$72,365** **Median Household Income** December 2023*

**$62.2B** **Gross Domestic Product** U.S. BEA (2022)

**1,067,958** **Total Population** December 2023*

**3.4%** **Unemployment Rate** December 2023

**Median Single Family Home Value** **$348,322**

**Per Capita Income** **$39,723**

**Owner Occupied Housing** **66%**

**Median Age** **40.1**

**Population 25 Years and Older** **735,290**

**Bachelor's Degree or Above** **36.8%**

**Total Workforce** **515,483**

SOURCEs: US Census Bureau, American Community Survey 1 Year & 5 Year Estimates, Zillow Home Value Index (ZHVI), MAP Dashboard

# TUCSON KEY INDUSTRIES

## Healthcare

±1,726
BUSINESSES

±58,330
EMPLOYEES

## Manufacturing

±618
BUSINESSES

±34,230
EMPLOYEES

## Warehouse/Distribution

±642
BUSINESSES

±33,160
EMPLOYEES

## Finance

±1,284
BUSINESSES

±20,310
EMPLOYEES

## Aerospace

±101
BUSINESSES

±19,940
EMPLOYEES

## Information Technology

±76
BUSINESSES

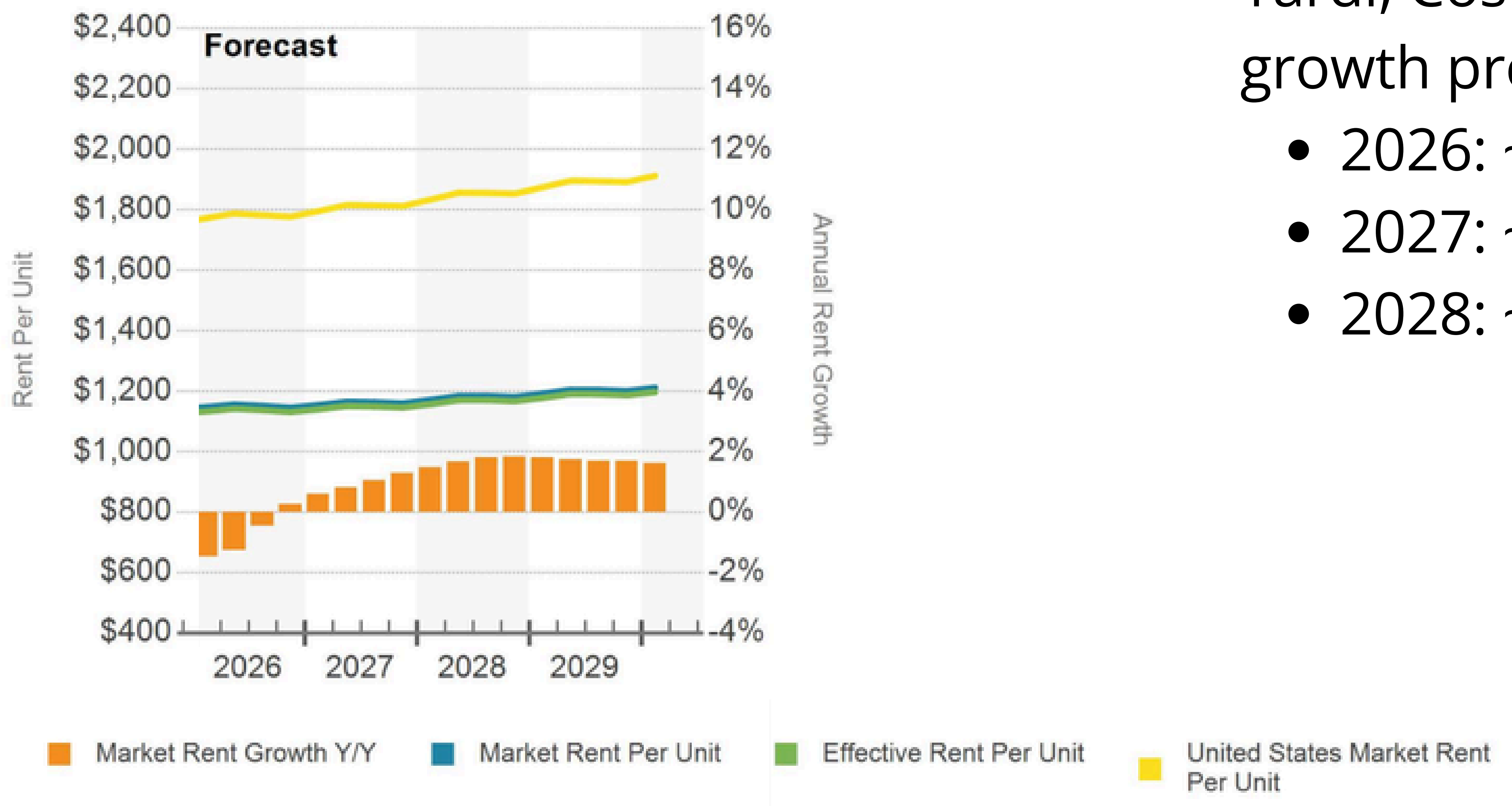
±4,260
EMPLOYEES

| | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| A | Raytheon | DM Air Force Base | Tucson Unified School District | Pima County | Banner University Medical Center Tucson | az.gov State of Arizona | Walmart | Tucson Medical Center | City of Tucson Founded 1775 |
| ±13,930 | ±13,030 | ±12,360 | ±7,660 | ±7,220 | ±5,570 | ±5,410 | ±4,680 | ±4,530 | ±4,230 |

# TUCSON RENT GROWTH

## Rent

**MARKET RENT PER UNIT & RENT GROWTH**




Yardi, Costar and Realpage's average rent growth projections:

- 2026: ~0–1% rent growth
- 2027: ~2–3% rent growth
- 2028: ~3–4% rent growth

Source: ApartmentIQ

# WHY TUCSON

- Break of Day Capital has acquired 12 properties in the Tucson market (local scale & expertise)
- We currently own 1600 units in Tucson over 9 properties
- Strong job and population growth trends
- Lower cost of living compared to national averages (supports sustained demand)

# INVESTMENT TERMS

- $2,000,000 target raise
- 15% annualized preferred return, projected cash flow 5% annually
- 68% Bonus Depreciation Year 1, more in additional years
- 3-5 year timeline
- Second position behind the senior lender
- Bought at an excellent basis and positioned to take advantage of the next 3-5 years


GARY LIPSKY
*President*

Gary@breakofdaycapital.com


# YOUR NEXT STEPS

- Register in the investor portal (BODC website or QR code below)
- Submit a non-binding soft commitment to save your spot
- Receive notification when documents are available and funding opens

Scan the QR Code to Access The BODC Investor Portal

[Access the Investor Portal]