

# INVESTMENT GUIDE URBAN CATALYST INDUSTRIAL I, DST



#### **DISCLOSURES**

THIS PRESENTATION IS NEITHER AN OFFER TO SELL NOR A SOLICITATION OF AN OFFER TO BUY SECURITIES. THE OFFERING AND SALE OF INTERESTS IN URBAN CATALYST INDUSTRIAL I DST (the "DST") IS ONLY BEING MADE AND CAN ONLY BE MADE DELIVERY OF DST'S PRIVATE PLACEMENT MEMORANDUM ("PPM"), CERTAIN ORGANIZATIONAL DOCUMENTS, SUBSCRIPTION AGREEMENT AND CERTAIN OTHER INFORMATION TO BE MADE AVAILABLE TO INVESTORS ("OPERATIVE DOCUMENTS") BY DST'S SPONSOR. This material contained herein (i) may not be relied upon in making an investment decision related to any investment offering, (ii) does not and cannot replace the PPM or Operative Documents, (iii) is qualified in its entirety by the PPM and Operative Documents, and (iv) must be read in conjunction with the PPM and Operative Documents in order to fully understand all of the implications and risks of the offering of securities to which the PPM and Operative Documents relate. All potential investors must read the PPM, and no person may invest without acknowledging receipt and complete review of the PPM. Neither the Securities and Exchange Commission, the Attorney General of the State of New York nor any other state securities regulator has approved or disapproved of the DST securities, determined if the Operative Documents are truthful or complete or passed on or endorsed the merits of the offering. Any representation to the contrary is a criminal offense. You may only invest in the DST if you are an accredited investor as defined in Rule 501 of Regulation D.

Investing in the DST will involve significant risks, including possible loss of your entire investment. An investment in the DST will be illiquid, as there is no secondary market for the DST's interests and none is expected to develop; and there will be substantial restrictions on transferring such interests. Accordingly, an investor may be required to maintain its interest in the DST for an indefinite period of time. The interests in the real property to be acquired by the DST may be subject to leverage and their investment performance may be volatile. Investors should have the financial ability and willingness to accept the risk characteristics of the DST.

Prospective investors should make their own investigations and evaluations of the information contained in this presentation and the other Operative Documents. The illustrations, projections, and statements contained herein are subject to substantial risks which are more fully described in the PPM. Moreover, such risks may vary from investor to investor. ALL PROSPECTIVE INVESTORS SHOULD CONSULT THEIR OWN TAX, BUSINESS, FINANCIAL, AND/OR LEGAL COUNSEL AS TO TAX, BUSINESS, FINANCIAL, LEGAL, AND RELATED MATTERS, CONCERNING THE INFORMATION CONTAINED HEREIN BEFORE CONSIDERING AN INVESTMENT IN THE DST. This presentation does not take into account the particular investment objectives or financial circumstances of any specific person who may receive it. An investment in the DST is not suitable for all investors.

This presentation contains forward-looking statements within the meaning of federal securities laws and regulations relating to the business and financial outlook of the DST that are based on management's current expectations, estimates, forecasts and projections and are not guarantees of future performance. These forward-looking statements are identified by the use of terms and phrases such as "anticipate," "believe," "continue," "could," "estimate," "expect," "intend," "may," "plan," "predict," "project," "should," "will" and other similar terms and phrases, including references to assumptions and forecasts of future results. Actual results may differ materially from those expressed in these forward-looking statements. You should not place undue reliance on any such statements. A number of important factors could cause actual results to differ materially from the forward-looking statements contained in this presentation. Forward-looking statements in this material speak only as of the date on which such statements were made and not as of any future date, and the DST undertakes no obligation to update any such statements that may become untrue because of subsequent events. Past performance is no guarantee of future results.



### **DISCLOSURES**

#### WHAT IS A DST?

A Delaware statutory trust (DST) permits fractional ownership where multiple investors can share ownership in a single property or a portfolio of properties, which qualifies as replacement property as part of an investor's 1031 exchange transaction.

A Delaware Statutory Trust is a real estate ownership structure where multiple investors each hold an undivided fractional interest in a single property or a portfolio of properties, which qualifies as replacement property as party of an investor's 1031 exchange transaction. The trust is established by a professional real estate company, referred to as "DST sponsor", who identifies and acquires the real estate assets.

## Potential Disadvantages?

Like all real estate investments, investing in Delaware Statutory Trusts involve many of the same risks, including potential lack of return and loss of principal. As long-term, income-focused investments, DST performance is largely dependent upon the tenants' ability to pay rent. This presents a few notable DST risks including lack of liquidity, interest rate risk, and changing market conditions. Additionally, some of the characteristics of a DST may not align with an individual's investment goals including the lack of personal control over the investment.

## What is a 1031 exchange transaction?

A 1031 Exchange, named for Section 1031 of the U.s Internal Revenue Code, is a transaction approved by the IRS that allows real estate investors to defer the tax liability or capital gains taxes on the sale of investment property. DSTs are considered direct property ownership for tax purposes, and as such, they are eligible for tax-deferred 1031 Exchanges.

To defer taxes, the proceeds from the sale of the relinquished property must be reinvested into another "like-kind" replacement property of equal or greater value within 180 days of the closing date of the relinquished property. Tax deferral allows DST investors to preserve all of the equity from the sale of their relinquished property so it can continue working for them in their new DST replacement property.



#### **RISK FACTORS**

Investing in the DST is speculative and involves substantial risks. You should purchase these securities only if you can afford a complete loss of your investment. It is difficult to accurately predict the results to a Member from an investment in the Company.

PURCHASE OF THE INTERESTS IS SPECULATIVE AND INVOLVES A HIGH DEGREE OF RISK. IT IS DIFFICULT TO ACCURATELY PREDICT THE RESULTS TO A PRUCHASER FROM AN INVESTMENT IN THE PROPERTY BECAUSE OF GENERAL UNCERTAINTIES ASSOCIATED WITH THE OWNERSHIP OF REAL ESTATE. IN ADDITION TO THE CARIOUS RISKS SET FORTH IN THE PPM'S "RISK FACTORS" SECTION, WHICH EACH PROSPECTIVE PURCHASER MUST READ PRIOR TO SUBSCRIBING FOR THEIR INTERESTS, ALL PROSPECTIVE INVERSTORS SHOULD CONSULT WITH THEIR OWN TAX, BUSINESS, FINANCIAL, AND LEGAL PROFESSIONALS PRIOR TO MAKING A DECISION TO INVEST IN THE DST.

Please note that specific disclosures are provided in the PPM for residents of certain states, including but not limited to Florida, New Hampshire, and Pennsylvania. Investors should be sure to read the entire PPM, including the disclosures related to the state relevant to their investment.

ALL PROSPECTIVE INVESTORS MUST ALSO READ AND CAREFULLY REVIEW THE SECTION ENTITLED "RISK FACTORS" OF THE DST'S PPM TO LEARN ABOUT SOME OF THE RISKS YOU SHOULD CONSIDER BEFORE BUYING OUR DST INTERESTS. THE FOLLOWING IS A LIST OF SOME OF THE CATEGORIES OF RISK FACTORS DESCRIBED IN MORE DETAIL IN THE PPM. ALL PROSPECTIVE INVESTORS MUST READ AND CAREFULLY REVIEW THE ENTIRETY OF THE PPM PRIOR TO MAKING A DECISION TO INVEST. THE FOLLOWING LIST IS NON-EXHAUSTIVE AND INTENDED ONLY FOR CONVENIENCE AND MUST NOT BE REGARDAED AS A SUBSTITUTE, MODIFICATION, OR REPLACEMENT FOR THE LANGUAGE CONTAINED IN THE PPM.

Risks Relating to Forward-Looking Statements Miscellaneous Risks Relating to the Offering Delaware Statutory Trust Structure Risks

Real Estate Risks

Risks Relating to the Loan

Risks Relating to the Beneficial Owners

Risks Relating to the Management of the Property Tax Risks

An investment in the DST entails Federal income tax risks, a general description of which is contained in the PPM. See the "FEDERAL INCOME TAX CONSEQUENCES" section in the PPM. Because the tax consequences from the ownership of DST interests are complex, may vary from investor to investor depending on individual circumstances, and entail legal issues that are not settled, each prospective investor is strongly encouraged to consult their own tax, business, financial, and/or legal professional about the tax consequences associated from the investor's purchase of DST interests. No representation or warranty of any kind can be given that the IRS, or other relevant tax authority, will accept any claim that an investor may make regarding their DST interests.



#### **RISK FACTORS**

ALL PROSPECTIVE INVESTORS MUST ALSO READ AND CAREFULLY REVIEW THE SECTION ENTITLED "RISK FACTORS" OF THE DST'S PPM TO LEARN ABOUT SOME OF THE RISKS YOU SHOULD CONSIDER BEFORE BUYING OUR DST INTERESTS. THE FOLLOWING IS A LIST OF SOME OF THE OTHER POSSIBLE RISK RELATING TO AN INVESTMENT IN OUR DST INTERESTS. ALL PROSPECTIVE INVESTORS MUST READ AND CAREFULLY REVIEW THE ENTIRETY OF THE PPM PRIOR TO MAKING A DECISION TO INVEST. THE FOLLOWING LIST IS INTENDED ONLY FOR CONVENIENCE AND MUST NOT BE REGARDAED AS A SUBSTITUTE, MODIFICATION, OR REPLACEMENT FOR THE LANGUAGE CONTAINED IN THE PPM.

- There will not be debt associated with the Property. Therefore, you will not be treated as having assumed any liabilities for federal tax purposes.
- · We depend on tenants for our revenue, and lease defaults or terminations could reduce our net income and limit our ability to make distributions.
- Our revenue will be significantly impacted by the success and economic viability of our retail anchor tenants. Our reliance on a single tenant or significant tenants in certain buildings may decrease our ability to lease vacated space and adversely affect the returns on our beneficial owners' investment.
- · Adverse economic or regulatory developments could negatively affect our results of operations, financial condition and ability to make distributions to our beneficial owners.
- Rent control and other changes in applicable laws, or noncompliance with applicable laws, could adversely affect our operations or expose us to liability.
- · Costs imposed pursuant to governmental laws and regulations may reduce our net income and the cash available for distributions to beneficial owners.
- The costs of defending against claims of environmental liability, of complying with environmental regulatory requirements, of remediating any contaminated property or of paying personal injury or other damage claims could reduce the amounts available for distribution to our beneficial owners.
- Costs associated with complying with the Americans with Disabilities Act may decrease cash available for distributions.
- · Uninsured losses relating to real property or excessively expensive premiums for insurance coverage could reduce our cash flows and the return on our beneficial owners' investment.
- The Property is illiquid, and the trust agreement restricts our ability to vary our investment in response to changes in economic and other conditions.
- · Competition with third parties may reduce the tenant's profitability and its ability to make payments due to the Master Tenant, which will negatively impact the Master Tenant's ability to make payments due to the DST.
- · A prolonged economic slowdown, a lengthy or severe recession or declining real estate values could harm our operations.



#### **DISCLOSURES**

## Offering Disclosure

The contents of this communication: (i) do not constitute an offer of securities or a solicitation of an offer to buy securities, (ii) offers can be made only by the confidential Private Placement Memorandum (the "PPM") which is available upon request, (iii) do not and cannot replace the PPM and is qualified in its entirety by the PPM, and (iv) may not be relied upon in making an investment decision related to any investment offering by an issuer, or any affiliate, or partner thereof ("Issuer"). All potential investors must read the PPM and no person may invest without acknowledging receipt and complete review of the PPM. With respect to any "targeted" goals and performance levels outlined herein, these do not constitute a promise of performance, nor is there any assurance that the investment objectives of any program will be attained. All investments carry the risk of loss of some or all of the principal invested. These "targeted" factors are based upon reasonable assumptions more fully outlined in the Offering Documents/ PPM for the respective offering. Consult the PPM for investment conditions, risk factors, minimum requirements, fees and expenses and other pertinent information with respect to any investment. These investment opportunities have not been registered under the Securities Act of 1933 and are being offered pursuant to an exemption therefrom and from applicable state securities laws. All offerings are intended only for accredited investors unless otherwise specified. Past performance are no guarantee of future results. All information is subject to change. You should always consult a tax professional prior to investing. Investment offerings and investment decisions may only be made on the basis of a confidential private placement memorandum issued by Issuer, or one of its partner/issuers. Issuer does not warrant the accuracy or completeness of the information contained herein. Thank you for your cooperation. Securities offered through Emerson Equity LLC Member: FINRA/SIPC. Only available in states where Emerson Equity LLC is registered. Emerson Equity LLC is not affiliated with any other entities identified in this communication.

#### Real Estate Risk Disclosure

There is no guarantee that any strategy will be successful or achieve investment objectives including, among other things, profits, distributions, tax benefits, exit strategy, etc.; Potential for property value loss – All real estate investments have the potential to lose value during the life of the investments; Change of tax status – The income stream and depreciation schedule for any investment property may affect the property owner's income bracket and/or tax status. An unfavorable tax ruling may cancel deferral of capital gains and result in immediate tax liabilities; Potential for foreclosure – All financed real estate investments have potential for foreclosure; Illiquidity – These assets are commonly offered through private placement offerings and are illiquid securities. There is no secondary market for these investments. Reduction or Elimination of Monthly Cash Flow Distributions – Like any investment in real estate, if a property unexpectedly loses tenants or sustains substantial damage, there is potential for suspension of cash flow distributions; Impact of fees/expenses – Costs associated with the transaction may impact investors' returns and may outweigh the tax benefits Stated tax benefits – Any stated tax benefits are not guaranteed and are subject to changes in the tax code. Speak to your tax professional prior to investing.



### **DISCLOSURES**

### 1031 Risk Disclosure:

- · There is no guarantee that any strategy will be successful or achieve investment objectives;
- · Potential for property value loss All real estate investments have the potential to lose value during the life of the investments;
- · Change of tax status The income stream and depreciation schedule for any investment property may affect the property owner's income bracket and/or tax status. An unfavorable tax ruling may cancel deferral of capital gains and result in immediate tax liabilities;
- · Potential for foreclosure All financed real estate investments have potential for foreclosure;
- · Illiquidity Because 1031 exchanges are commonly offered through private placement offerings and are illiquid securities. There is no secondary market for these investments.
- Reduction or Elimination of Monthly Cash Flow Distributions Like any investment in real estate, if a property unexpectedly loses tenants or sustains substantial damage, there is potential for suspension of cash flow distributions;
- · Impact of fees/expenses Costs associated with the transaction may impact investors' returns and may outweigh the tax benefits



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## DELAWARE STATUTORY TRUST

## HOW IT WORKS<sup>1</sup>





## WHY PEOPLE INVEST<sup>2</sup> POTENTIAL BENEFITS



DEFER CAPITAL
GAINS TAXES



PASSIVE INCOME GENERATION

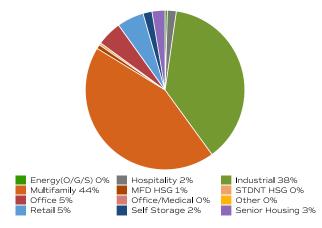


QUALITY PROPERTY

A Delaware Statutory Trust (DST) is an investment syndicate that qualifies as "like-kind" real estate for the purposes of a 1031 Exchange.

By conducting a 1031 Exchange through a DST an investor may defer capital gains on the sale of the original holding while generating passive income and gaining access to institutional quality property and property management.

## AVAILBLE EQUITY BY TYPE 3



As of June 15, 2022, industrial property represents 38% of the available equity in DST offerings.

- 1. Please see the Operative Documents for a more complete description of the offering and Delaware Statutory Trusts.
- 2. All prospective investors must read and carefully review the entirety of the PPM to under the potential benefits and risks and are strongly encouraged to consult their own tax, business, financial, and/or legal counsel as to tax, business, financial, legal, and related matters prior to making a decision to invest. There is no assurance the potential benefits will be achieved or maintained.
- 3. Source for data and chart: Mountain Dell Consulting, 1031 DST/TIC Market Equity Update, Program Detail Report for The Reporting Period: June 1 June 15, 2022.

### URBAN CATALYST FUNDS | 9

## URBAN CATALYST INDUSTRIAL I, DS T 1



## FUND OBJECTIVES

This DST is a strategically located industrial property with a credit tenant<sup>2</sup> and a long-term lease that includes contractual escalations. It offers an attractive investment possibility with signification tax defferal opportunities.

This property is strategically located less than seven miles from the heart of downtown Dallas and houses the Automotive Processing Facility for credit tenant Drive Casa.<sup>2</sup> The Tenant's lease structure provides a compelling passive investment opportunity, supported by a 9.8-year initial term, contractual annual rental escalations, and a triple net structure with the Tenant responsible for property tax, insurance, maintenance and repair.<sup>3</sup>

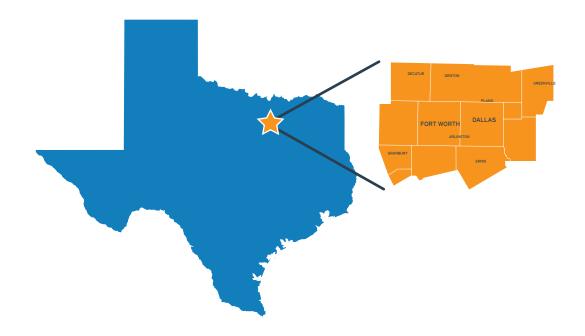
Offering Size	\$ 9,800,000
Cash On Cash Return⁴	Please see the PPM for more details
Leverage⁵	All Cash Purchase
Minimum Investment	\$100,000
Distribution Frequency	Monthly
Location	Dallas, Texas
Targeted Hold	9-10 years
Single Asset	Industrial Property

- 1. Please see the Operative Documents for a more complete description of the offering and all of its terms. All prospective investors must read and carefully review the entirety of the PPM to under the potential benefits and risks and are strongly encouraged to consult their own tax, business, financial, and/or legal counsel as to tax, business, financial, legal, and related matters prior to making a decision to invest. There is no assurance fund goals will be achieved or maintained.
- 2. A credit tenant lease (CTL) is a long-term lease agreement made between a property owner and a tenant with good credit.
- 3. The term "triple net" refers to "triple net property," or property that derives income typically net of specific expenses, such as property taxes, insurance premiums, and maintenance and upkeep expenses. Here, the term "triple net" refers to the lease for the subject property that derives rental income net of expenses other than (i) installation, maintenance, and repair or replacement of the roof and/or structural elements and load bearing walls and (ii) repairs over \$2,500, which will be split 50/50 between owner and tenant. Please refer to footnote 1 above and the PPM for more details.
- 4. There is no assurance cash or distributions will paid or maintained.
- 5. Leverage refers to a loan, or capital borrowed, on an investment.

## DALLAS - FORT WORTH METROPLEX, TEXAS

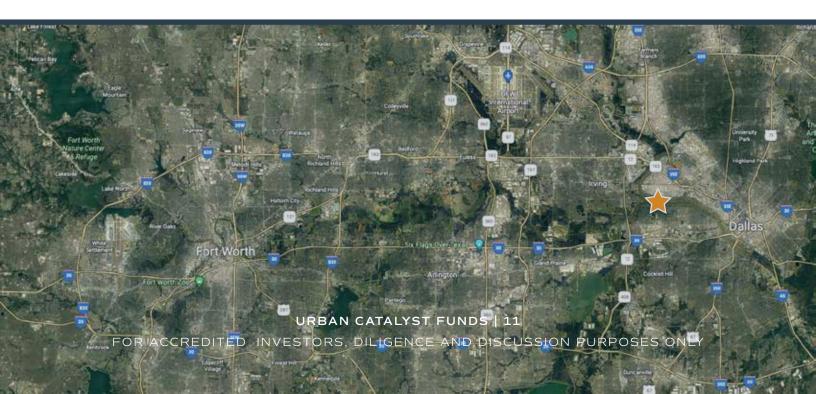


The Dallas - Fort Worth Metroplex is the second largest industrial market in the United States.<sup>1</sup>



With a population of just under eight million, Dallas - Fort Worth is the country's fourth largest metro area and one of the fastest growing, with 1.2 million new residents over the last decade. It added 275,800 new jobs last year.<sup>2</sup>

- 1. Source: CoStar, Underwriting Report: 4023 Singleton Blvd, (June, 22, 2022)
- 2. See https://censusreporter.org/profiles/31000US19100-dallas-fort-worth-arlington-tx-metro-area/



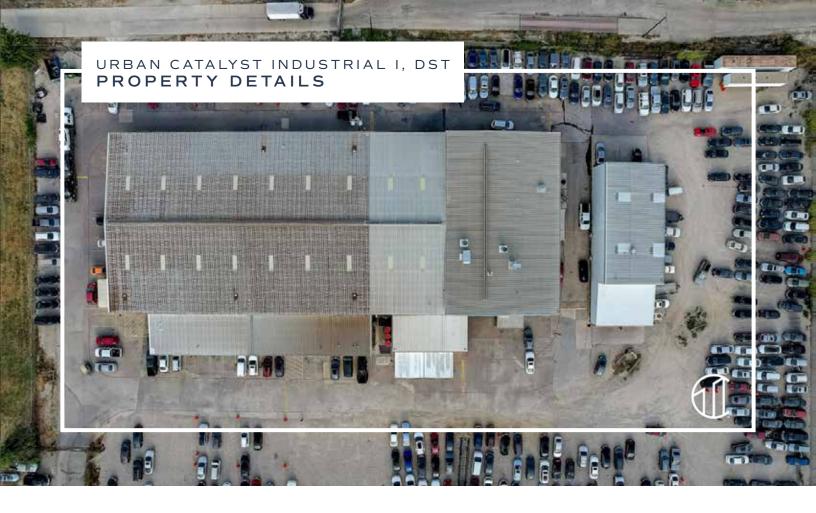


## PROPERTY DETAILS<sup>1</sup>

Property Type	Single Asset Industrial Property
Property Use	Automotive Processing Facility
Tenant	Drive Casa LLC <sup>2</sup>
Location	4023 Singleton Blvd, Dallas, TX
Year Built/Renovated	1976 /2021
Building	44,765 Square Feet
Land Area	4.55 Acres

The facility is situated in an in-fill location, located in a vibrant industrial area.

- 1. Please see the Operative Documents for a more complete description of the offering and all of its terms. All prospective investors must read and carefully review the entirety of the PPM to under the potential benefits and risks and are strongly encouraged to consult their own tax, business, financial, and/or legal counsel as to tax, business, financial, legal, and related matters prior to making a decision to invest.
- 2. Drive Casa LLC is the tenant occupying the property, as of August 15, 2022, and leases the property from Urban Catalyst MT I LLC (the "Master Tenant"), which has signed the master lease with the DST. Please see the PPM for more details.



## LEASE TERMS<sup>1</sup>

Lease Term <sup>2</sup>	9.8-Years Remaining + One 5-Year Option
Net Operating Income <sup>3</sup>	Please see the PPM for more details
Annual Rent Increases <sup>4</sup>	3% Per Year

- 1. Please see the Operative Documents for a more complete description of the offering and all of its terms. All prospective investors must read and carefully review the entirety of the PPM to under the potential benefits and risks and are strongly encouraged to consult their own tax, business, financial, and/or legal counsel as to tax, business, financial, legal, and related matters prior to making a decision to invest.
- 2. Lease terms may not be fully realized due to unforeseen conditions including lessee defaults.
- 3. Net Operating Income is the rent paid to DST by the Master Tenant calculated as gross rental income less costs and expenses paid to DST by Master Tenant, calculated as an annual average over a 10-year period. Please refer to footnote 1 above and the PPM for more details.
- 4. Annual Rent refers to the rent paid to the Master Tenant by Drive Casa, LLC, as provided in the applicable lease agreement. Please see the PPM for more details.

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## URBAN CATALYST INDUSTRIAL I, DST INDUSTRIAL PARK



## DALLAS, TEXAS INDUSTRIAL MARKET<sup>1</sup>



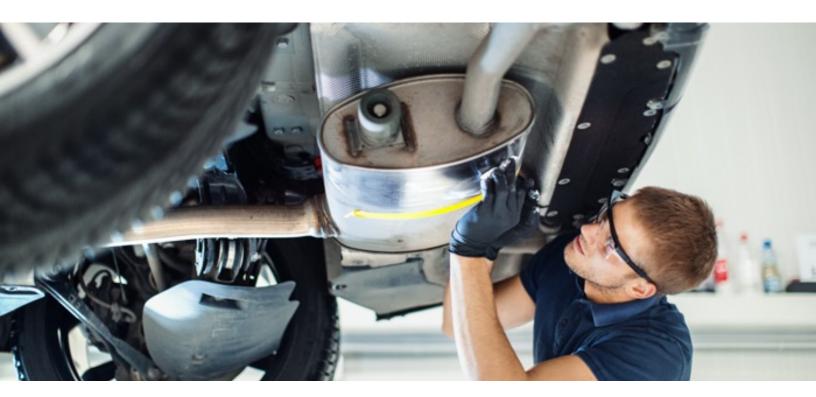
Industrial Market	Dallas - Fort Worth is the 2nd largest in the US
Industrial Submarket	Eastern Lonestar/Turnpike Submarket
Submarket Vacancy Rate <sup>2</sup>	4.6%
Submarket Rental Growth³	14.8% Year Over Year
Industrial Market Annual Absorption <sup>4</sup>	36 Million Square Feet
Asset Category⁵	"Specialized Industrial"
Specialized Industrial Rent <sup>6</sup>	\$9.36 Per Square Foot Per Year
Drive Casa LLC Rent <sup>7</sup>	\$9.59 Per Square Foot Per Year

Industrial properties across the country have experienced robust demand in recent years. Dallas - Fort Worth has seen 12-month rent growth of 13.3%, making it one of the nation's strongest metro areas<sup>1</sup>

- 1. The source of the data and information contained in this slide is CoStar, Underwriting Report: 4023 Singleton Blvd, (June, 22, 2022) ("2022 Report").
- 2. Submarket Vacancy Rate: The vacancy rate of industrial property in the Eastern Lonestar/Turnpike Submarket over the specified period of time. See 2022 Report for more details.
- 3. Submarket Rental Growth: The trend in market rental rates of industrial in the Eastern Lonestar/ Turnpikeover Submarket over the specified period of time. See 2022 Report for more details.
- 4. Industrial Market Annual Absorption: The absorption, or average leasing velocity measured in square feet, of industrial property in the Dallas Fort Worth Industrial Market over the specified period of time. See 2022 Report for more details.
- 5. The asset category "Specialized Industrial" refers to industrial property with specialized features or equipment for utilization by the commercial tenant. Please see 2022 Report for more details.
- 6. Specialized Industrial Rent: The average market rent for specialized industrial property located in the Eastern Lonestar/Turnpike Submarket over the specified period of time. Please see 2022 Report for more details.
- 7. Drive Casa LLC leases the property from Master Tenant, which has signed the master lease with the DST. This rent amount represents the rent due from Drive Casa LLC to the Master Tenant during the first year of the lease. Please see the Operative Documents for a more complete description of the offering and all of its terms. All prospective investors must read and carefully review the entirety of the PPM to understand the potential benefits and risks and are strongly encouraged to consult their own tax, business, financial, and/or legal counsel as to tax, business, financial, legal, and related matters prior to making a decision to invest.



The digital revolution is disrupting used car buying with new technologies and new retail sales models. Drive Casa is well positioned to participate in this evolving market within the Dallas - Fort Worth metro area with strong credit and a broad footprint.





- A+ Accredited since 2016 by the Better Business Bureau<sup>2</sup>
- ✓ In business since 2015
- ✓ Seven locations across Texas
- ✓ Local version of Carvana and CarMax
- 1. Brand names, trademarks, service marks, and copyrighted works appearing herein are the property of their respective owners. Drive Casa, LLC and its affiliates are not endorsing the offering of and shall not in any way be deemed an issuer or underwriter of, the Interests, and shall not have any liability or responsibility for any statements made in this presentation.
- 2. For an overview of the Better Business Bureau's rating system, please see https://www.bbb.org/overview-of-bbb-ratings

## 4023 SINGLETONE BLVD PROPERTY PHOTOS











## TENANT IMPROVEMENTS<sup>1</sup>





Drive Casa occupied the Singleton Blvd. location in 2021 and has since invested \$1.8 million in tenant improvements.

The building serves as the central processing center for the company, with approximately 30+ cars per day moving through the facility. Property enhancements include:<sup>2</sup>

- ✓ 30+ Car Lift Systems With Car Fluid Plumbing
- ✓ 2 Car Painting Booths
- ✓ Auto Detailing Shop
- ✓ Photo Staging Area
- ✓ 2021 \$1.8 Million Renovation:

Roof Repairs, HVAC System, Office Area, Restroom, Plumbing In Break Room, Security Gate

- 1. Please see the Operative Documents for a more complete description of the offering and all of its terms. All prospective investors must read and carefully review the entirety of the PPM to under the potential benefits and risks and are strongly encouraged to consult their own tax, business, financial, and/or legal counsel as to tax, business, financial, legal, and related matters prior to making a decision to invest.
- 2. Source: Marcus & Millchap listing brokers for property's Offering Memorandum

## AUTO PROCESSING FACILITY<sup>1</sup>



Vertical integration is an important part of the company's strategy. The subject property supports a full range of services, including:<sup>2</sup>



## MAINTENANCE & REPAIR

Processes 30+ Cars a Day



#### PAINT

Two Painting Booths Restore Cars to Factory Colors



## **DETAILING**

Five-Person Team Details Cars



#### РНОТО ВООТН

360 Photo Booth Provides Professional Quality Images For Online Sales



### **ONLINE SALES**

Nationally 10% of Used Car Sales Occur Online<sup>3</sup>



#### **FINANCING**

Drive Casa Finances 100% of their vehicle transactions

- 1. Please see the Operative Documents for a more complete description of the offering and all of its terms. All prospective investors must read and carefully review the entirety of the PPM to under the potential benefits and risks and are strongly encouraged to consult their own tax, business, financial, and/or legal counsel as to tax, business, financial, legal, and related matters prior to making a decision to invest.
- 2. Tenant interview are the source of tenant information.
- 3. See https://www.statista.com/statistics/1313283/online-used-car-sales-united-states/

## POTENTIAL PROFIT CENTERS<sup>1</sup>



## Drive Casa's business model potentially provides multiple ways to generate revenue and profits.<sup>2</sup>



Americans buy around 40 million used cars annually compared to about 17 million new cars. The used car business has historically been more recession resistant as people shift purchases to less expensive vehicles. It is estimated that used car sales will grow faster than new car sales over the next five years<sup>3</sup>.

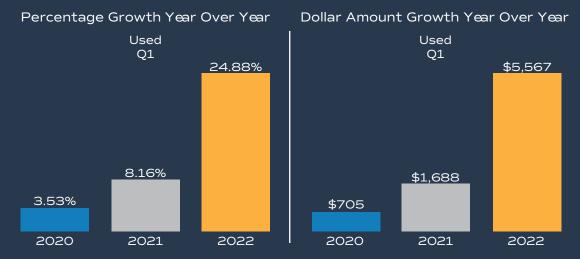


Service revenue may also go up during recessionary periods as drivers hold their cars for longer.



Financing revenue may increase during inflationary periods as lenders are able to take advantage of higher interest rates.

## INCREASED IN USED CAR LOAN AMOUNTS4

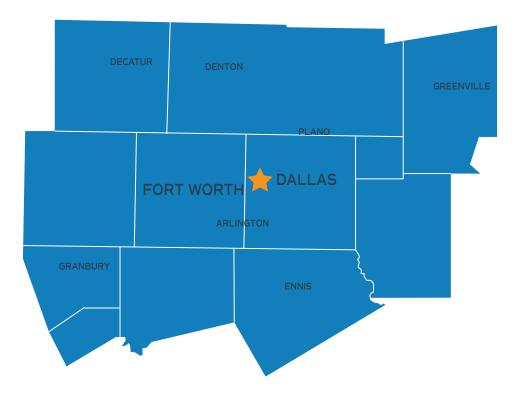


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- 2. The business plan identified above is exclusively that of the tenant, Drive Casa LLC, and not of the DST itself.
- 3. See https://www.mckinsey.com/industries/automotive-and-assembly/our-insights/used-cars-new-platforms-accelerating-sales-in-a-digitally-disrupted-market.
- 4. See Melinda Zabratski, May 23, 2022, State of the automotive Finance Market Q1 2022, Experian.

### DALLAS- FORT WORTH METROPLEX

## USED CAR DEMAND





Dallas - Fort Worth is a car-oriented community, with 4.1 million registered vehicles and average travel time to work of 28 minutes. Used car prices continue to rise, up 16%¹ in Texas year-over-year, through May¹.





Population Increase:<sup>3</sup> 20% In Last Decade





Median Household Income:<sup>2</sup> \$72,000

Total Registered Vehicles:⁴
4.1 Million

- 1. Source: https://www.kxan.com/news/business/heres-how-much-used-car-prices-have-gone-up-in-each-state/
- 2. Source: https://censusreporter.org/profiles/31000US19100-dallas-fort-worth-arlington-tx-metro-area/
- 3. Source: https://www.macrotrends.net/cities/22966/dallas-fort-worth/population
- 4. Source: https://www.dot.state.tx.us/apps-cg/discos/default.htm?dist=DAL

## PARTNERS





ERIK HAYDEN FOUNDER

Erik Hayden is the Founder and CEO of Urban Catalyst. He has acquired and developed more than \$3.5 billion of real estate projects. Mr. Hayden has successfully raised two real estate equity funds and is in the process of raising three additional funds with a total of over \$250 million in funds raised. He has experience in real estate acquisition, risk assessment, financing, construction, and disposition of institutional quality and sale real estate projects. Mr. Hayden graduated with honors from the University of Washington in 2002 with a Bachelor of Science in Electrical Engineering.



JOSHUA BURROUGHS
CHIEF OPERATING OFFICER

Joshua Burroughs is the Chief Operating Officer of Urban Catalyst. Mr. Burroughs has participated in acquiring and entitling over five million square feet of real estate product in varying assets such as retail, multifamily housing, industrial and R&D buildings, commercial office buildings, senior living, and hospitality projects. Mr. Burroughs is an experienced real estate professional, and is charged with supervising and directing all aspects of land acquisition, entitlements, forward planning, and land development, including project underwriting, design, construction, relationship management, partnership/joint venture formations, debt and equity placement, management of consultants, and project/asset disposition. Mr. Burroughs is a graduate of California Polytechnic State University - San Luis Obispo.



PAUL RING
EVP DEVELOPMENT & CONSTRUCTION

Paul Ring is the Executive Vice President of Development and Construction for Urban Catalyst. He oversees all assets and property management of properties. Prior to joining our Urban Catalyst. Mr. Ring oversaw the development of over \$400 million of real estate projects. He has managed all project stages, including acquisition, program definition, entitlement, consultant selection and design, value engineering review, construction oversight, and warranty review, with responsibility for overall schedule, budget, and quality goals. Mr. Ring received his MBA at the UCLA Anderson School of Management with a focus on Real Estate. He received his BS in Architectural Engineering from Cal Poly San Luis Obispo.

## URBAN CATALYST PARTNERS





SEAN RAFT
CHIEF ADMINISTRATIVE OFFICER &
GENERAL COUNSEL

Sean Raft is the General Council and Chief Administrative Officer of Urban Catalyst. Sean has extensive experience in real estate and at Urban Catalyst he oversees compliance, finance, accounting, organizational and legal strategies. Since 2011, Mr. Raft has served as Portfolio Manager for his family's Family Office with real estate assets in excess of \$100 million where he managed hundreds of residential units, provided regular financial analysis, and pursued real estate investment opportunities. Mr. Raft earned his juris doctorate from Santa Clara University School of Law and he received his BS in Biology from Georgetown University.



MORGAN MACKLES EVP INVESTOR RELATIONS

Morgan Mackles is the Senior Vice President of Investor Relations at Urban Catalyst. He oversees all fundraising. He has over fifteen years of sales and sales management experience, and carries a track-record of success. Mr. Mackles specializes in building scalable and repeatable sales processes and has been successful in small and large companies; from start-ups to Fortune 500 companies. Mr. Mackles completed a postgraduate degree in Entrepreneurship at Santa Clara University and received his BS from Santa Clara University in 2001.



JEFF GREENMAN
EVP OF PROPERTY ACQUISITIONS

Jeff Greenman currently serves as Director of Land Acquisitions for Urban Catalyst and focuses on nationwide acquisitions for Delaware Statutory Trust properties. Mr. Greenman has purchased and managed over 50 real estate projects throughout the United States worth over \$350 million, including over 500,000 square feet of commercial, industrial and retail space. Mr. Greenman has focused on syndicated purchases of triple net, single tenant industrial and commercial properties in over fifteen States. Mr. Greenman has a juris doctor from Chapman University Law School and also has a BA in Economics from the University of Washington.



## OUR STRONG AND EXPERIENCED TEAM

COMBINED EXPERIENCE IN COMMERCIAL REAL ESTATE

## \$200 MILLION

APPROXIMATE TOTAL VALUE OF PROPERTIES OWNED/MANAGED BY URBAN CATALYST PARTNERS



The six partners at Urban Catalyst have significant real estate management experience. Collectively, they own/manage 38 properties across 14 states consisting of three major property types: industrial, commercial and residential.

1. Past performance is not a guarantee of future results. Please see the Operative Documents for a more complete description of the offering and all of its terms. All prospective investors must read and carefully review the entirety of the PPM to under the potential benefits and risks and are strongly encouraged to consult their own tax, business, financial, and/or legal counsel as to tax, business, financial, legal, and related matters prior to making a decision to invest.



## FOR MORE INFORMATION, PLEASE CONTACT

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