

# DF Income Product

## Distressed Multifamily Acquisitions

*Buying institutional-quality multifamily assets at \$0.50–\$0.70 on the dollar targets across 10 high-conviction U.S. growth markets.*

# A once-in-a-cycle dislocation in U.S. multifamily.



**\$0.50–\$0.70**

Target acquisition basis per dollar of multifamily fair market value



**10**

U.S. growth markets where the Sponsor has prior boots-on-the-ground execution or relationships



**15% / 12%**

Per annum preferred returns (max)

*The Fund lends capital to related-party Buyer, which acquires discounted multifamily assets and notes from banks and small private owners — all-cash — and exits via wholesale resale to operators, refinance and hold, or light reposition. Interest payments from the Buyer fund investor returns.*

# Three forces have created a multi-year buying window.



## Fastest rate-hike cycle in 40 years

Property valuations have repriced sharply downward. Owners who bought or refinanced at peak valuations on short-duration floating-rate bridge debt are facing maturity defaults they cannot resolve in the conventional market.



## Bank lending is frozen for CRE

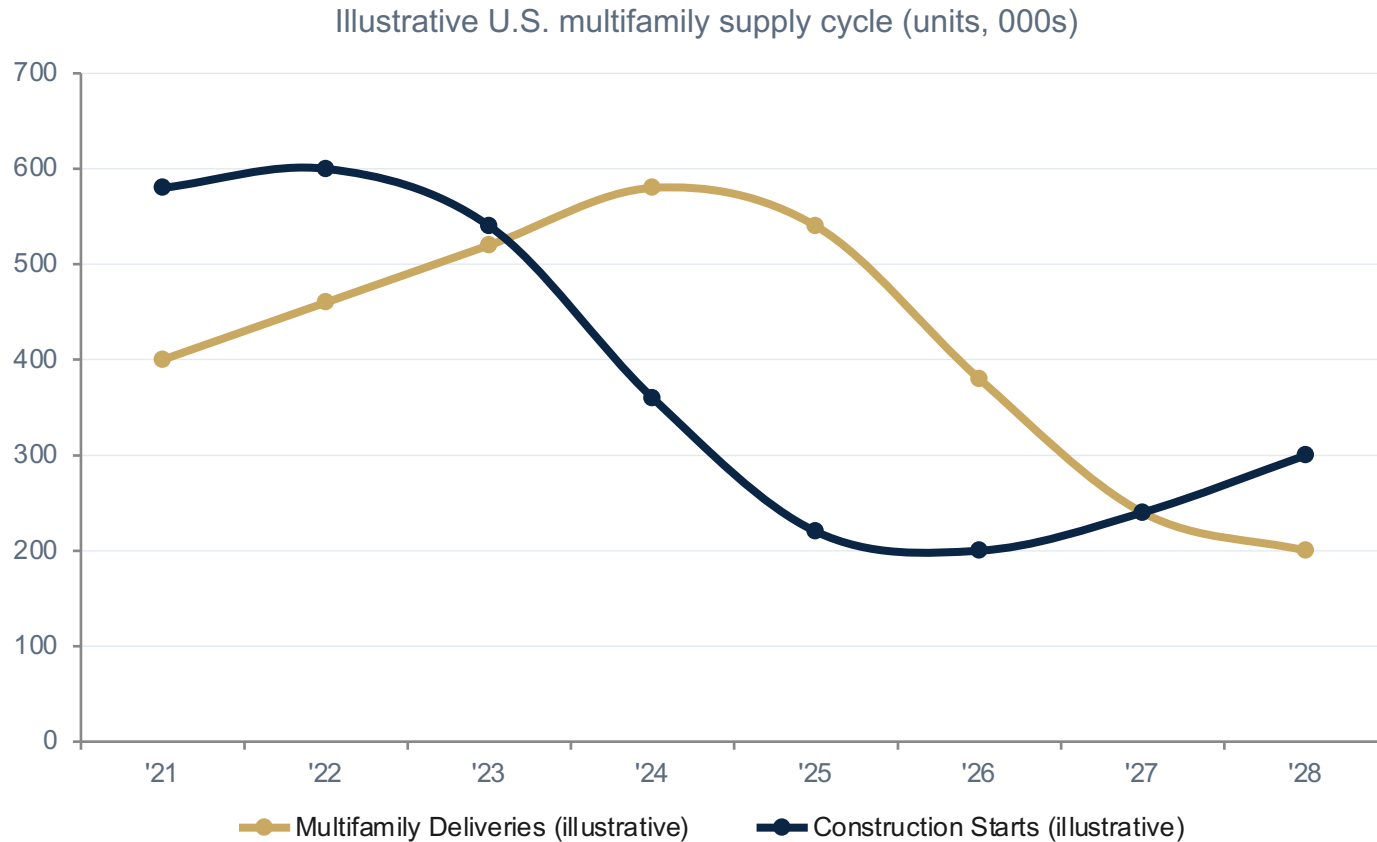
Regional banks — historically the largest source of multifamily debt — have pulled back substantially. Refinancing paths have closed for thousands of borrowers, and lenders are motivated to dispose of nonperforming loans at deep discounts.



## Oversupply now, undersupply tomorrow

Markets are absorbing the largest delivery wave in roughly four decades, creating short-term distress. Construction starts have collapsed — within 12–24 months, demand is set to outweigh supply and rents are positioned to push higher.

# Buy at the bottom of the supply cycle, exit into the recovery.



## THE SETUP

**Today:** deliveries near 40-year highs are pressuring rents and forcing distress.

**Tomorrow:** construction starts have collapsed — new supply will fall sharply within 12–24 months.

**Result:** buyers acquiring today are positioned to exit into a market with rising rents and recovering valuations.

Sources: Yardi Matrix Multifamily Supply Forecast (Q4 2025); RealPage Analytics, U.S. Market Forecast; U.S. Census Bureau, New Residential Construction. Chart is illustrative.

# Three pillars that drive returns.

01



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## Source

Off-market deal flow from banks, special servicers, and private owners — built on three decades of relationships.

02



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## Acquire

All-cash purchases at \$0.50–\$0.70 targets on the dollar. Speed and certainty of close are our pricing power.

03

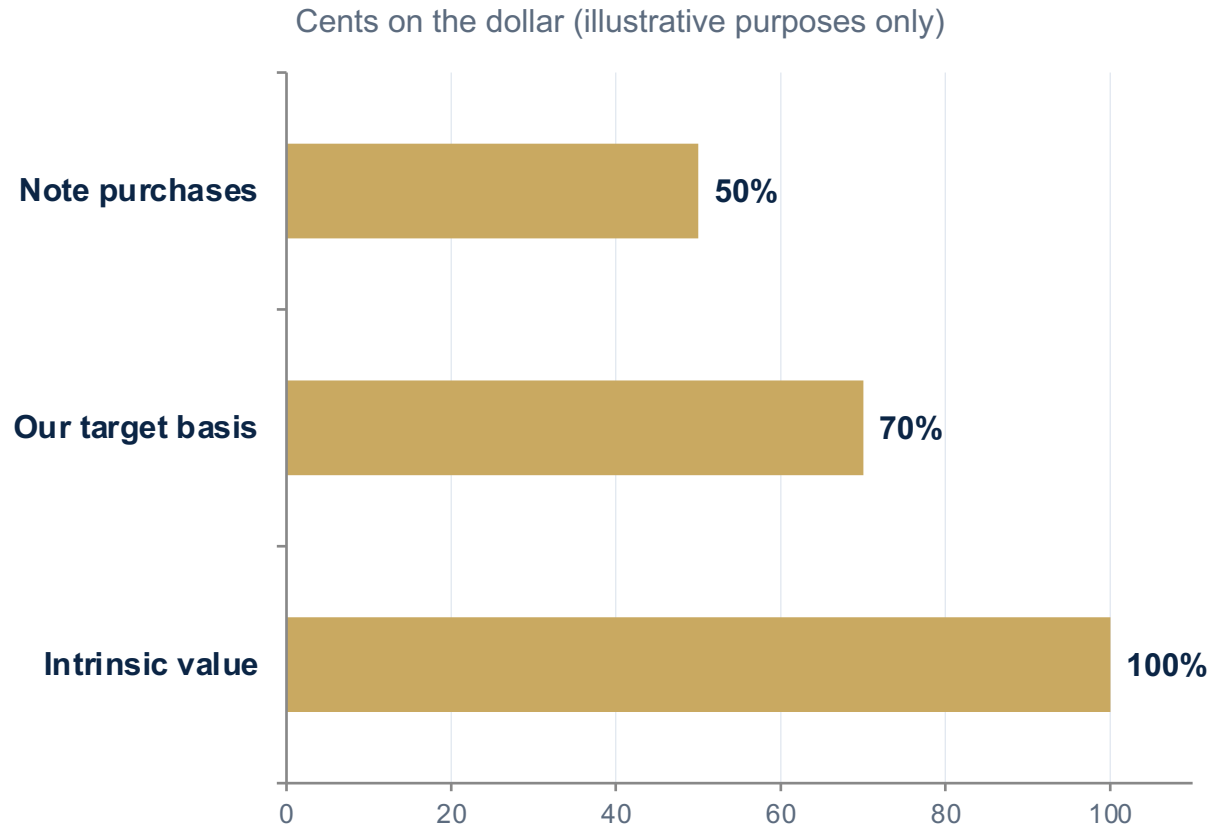


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## Exit

Multiple paths for each asset exit: wholesale to operator, refinance and hold, or light reposition.

# Targeting \$0.50–\$0.70 on the dollar. All cash.



## Why we get this pricing

- ✓ **All-cash.** no lender contingency, no rate-cap risk, no financing extension
- ✓ **Speed of close.** weeks, not months — we win deals other buyers can't
- ✓ **Off-market sourcing.** direct bank, servicer, and owner relationships
- ✓ **Distress dynamics.** forced sellers facing maturities and rate-cap blowouts
- ✓ **Foreclosure-friendly note plays.** Texas allows ~30-day non-judicial process

# Every deal underwritten with at least two viable exits.



PRIMARY PATH

## Wholesale to Operator

HOLD PERIOD

**60–180 days**

TARGET ECONOMICS

**~\$500K per deal**

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Resell asset (or assign contract / note) to a vetted operator who arranges traditional take-out financing.



CASE-BY-CASE

## Light Reposition

HOLD PERIOD

**6–12 months**

TARGET ECONOMICS

**\$1M–\$3M minimum**

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Identify a specific value-add lever — lease burn-off, modest interior work, expense re-engineering — then sell.



SELECTIVE

## Refinance & Hold

HOLD PERIOD

**Long-term**

TARGET ECONOMICS

**Recoup 100% equity**

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On exceptional assets, refinance to recoup invested capital and retain the property for income and appreciation.

# Buy the loan, control the asset.

**01**

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## Acquire note

Buy nonperforming notes from banks at deep discounts (illustratively ~\$0.50 to \$0.70 on the dollar).

**02**

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## Choose path

Foreclose, restructure with the borrower, or flip the note to a yield buyer.

**03**

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## Move quickly

In Texas, non-judicial foreclosure can complete in ~30 days, dramatically shortening time-to-control.

**04**











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## Realize gain

Take title at a synthetic basis well below market, refinance with an operator, or sell the note at a markup.

*In foreclosure-friendly states like Texas, controlling the note can mean controlling the asset within 30 days.*

# 10 markets where we've already transacted or have relationships.

 <b>Florida (statewide)</b> FL	ACTIVE	 <b>Dallas</b> TX	ACTIVE
 <b>Charleston</b> SC	ACTIVE	 <b>Salt Lake City</b> UT	ACTIVE
 <b>Raleigh / Charlotte</b> NC	ACTIVE	 <b>Phoenix</b> AZ	ACTIVE
 <b>San Antonio</b> TX	ACTIVE	 <b>Las Vegas</b> NV	ACTIVE
 <b>Houston</b> TX	ACTIVE	 <b>San Diego</b> CA	ACTIVE

## WHY THESE MARKETS

- 
**Track record.** We have already acquired or sold multifamily assets in each market or have existing relationships.
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**Boots on the ground.** Established property management, broker, contractor, and legal relationships.
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**Demand fundamentals.** Long-term population and job growth across the Sun Belt and Mountain West.
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**Distress exposure.** These markets absorbed a meaningful share of the 2021–2023 development wave.
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**Texas advantage.** Three of ten markets are in a non-judicial foreclosure state.

# Headline terms.

TERM	DETAIL
<b>Investment type</b>	Preferred return
<b>Eligible investors</b>	Accredited investors only
<b>Target capital raise</b>	\$20 million
<b>Investment structure</b>	Fund loans capital to related-party Buyer, which acquires multifamily assets and notes all-cash
<b>Minimum investment</b>	250K (15% Notes) or 100K (12% Notes)
<b>Deployment period</b>	2 years from final close
<b>Wind-down</b>	Up to 24 months following deployment period (extendable in six month increments for orderly liquidation of assets)
<b>250K Minimum – Preferred Return (max)</b>	15% per annum
<b>100K Minimum – Preferred Return (max)</b>	12% per annum
<b>Preferred Return Payments</b>	Targeting Quarterly (subject to 120–180 day deal-cycle timing); starts upon asset acquisition
<b>Cash management</b>	Money market account at Silicon Valley Bank, a division of First Citizens Bank; interest passed through quarterly less bank fees
<b>Reporting</b>	Quarterly investor reports

# Two share classes. Choose your priority.

250K Minimum

# 15%

*Per annum*

- IRA eligible
- Suited to early or larger commitments from accredited investors
- Minimum subscription: \$ 250,000
- Preferred return accrues only on capital loaned out; receive money market interest on capital not deployed

100K Minimum

# 12%

*Per annum*

- IRA eligible
- Suited to broader retail accredited subscriptions
- Minimum subscription: \$100,000
- Preferred return accrues only on capital loaned out; receive money market interest on capital not deployed

*Preferred return rates accrue only after capital actually drawn for asset acquisition. When not deployed for asset acquisition loan to the Buyer, your capital will receive money-market interest from Silicon Valley Bank, a division of First Citizens Bank account.*

# How your capital works.



## Subscribe

You commit capital at subscription. Funds are placed in money market account, earning money market account interest while waiting for rapid deployment.



## Deal identified

We source and underwrite a specific asset or note that meets criteria.



## Capital deployed

The Fund loans capital to Buyer to acquire the asset. You start earning your 15% or 12% preferred return on the loaned capital.



## Acquire & exit

The Buyer closes all-cash. It resells, refinances, or repositions. Typical cycle is 120–180 days.



## Distribute

Interest received from loans to Buyer + money-market interest distributed quarterly (subject to deal-cycle timing).

***High yield interest rates backed by real estate acquired at targeted discounts***

# Three decades of cycles, relationships, and execution.



## CRAIG CECILIO

*Founder & CEO, DiversyFund*

Mr. Cecilio has nearly three decades of experience in real estate, participating in the development of over 1,000 single-family and commercial properties as a sponsor, lender, and equity partner. Earlier in his career, he founded a real estate investment firm underwriting, operating, and financing projects across major U.S. markets. From 2012 to 2016, he owned and operated a private real estate investment fund. In 2014, he launched DiversyFund as a DBA and incorporated the company in 2016, where he serves as Founder and CEO. Since 1998, he has raised over \$1 billion in capital, serving more than 30,000+ investors.



**30+ years**

across multiple real estate cycles



**Banks, servicers, operators**

deep, named relationships



**10 markets**

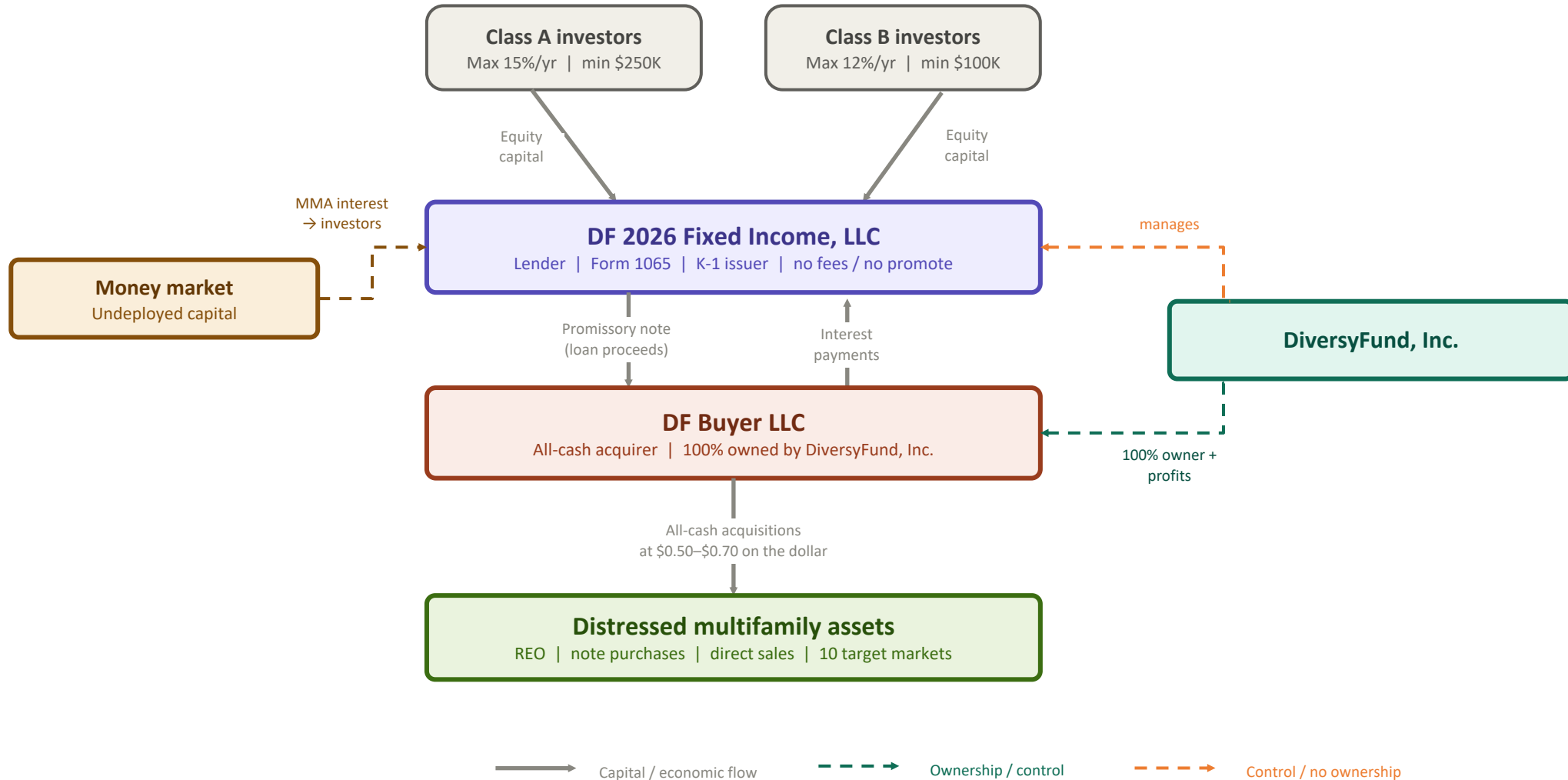
personal track record in majority of target markets















**All-cash credibility**

known to close in days

# How the fund works.



# How the structure protects investors.

RISK	MITIGATION
 <b>Market value declines further</b>	 Acquisition basis targets at \$0.50–\$0.70 builds in a substantial margin of safety.
 <b>Refinance market remains shut</b>	 Primary exit is wholesale resale to operator — does not require a refinance to close.
 <b>Resale to operator falls through</b>	 Every deal is underwritten with at least two viable exits, including refinance and reposition.
 <b>Foreclosure delays on note plays</b>	 Note acquisitions are concentrated in non-judicial states (Texas) with ~30-day timelines.
 <b>Capital sits idle</b>	 Capital earns money market interest while waiting to deploy.
 <b>Distribution timing mismatches</b>	 Quarterly distributions targeted with accrued catch-up if a deal cycle exceeds the quarter.

*An investment in the Fund involves significant risk, including the possible loss of principal. See the PPM for full risk factors.*

# Why this investment. Why now. Why us.

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## Why this investment

Targets 15% and 12% annual preferred returns through a disciplined, all-cash discount-acquisition strategy.



## Why now

The fastest rate-hike cycle in 40 years has created forced sellers, frozen bank lending, and discount note opportunities.



## Why us

Three decades of relationships across banks, brokers, and operators in 10 markets where we've already transacted.



## How you're protected

Acquisition targeted basis at \$0.50–\$0.70 on the dollar; multiple exits underwritten on every deal; line-of-credit capital structure.

Next step: request the Private Placement Memorandum

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