

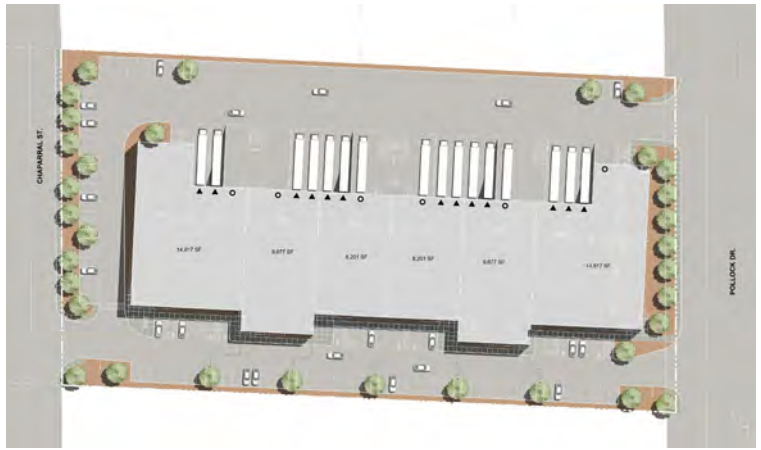


TRACK RECORD

702-644-5800

7251 West Lake Mead Blvd, Suite 220, Las Vegas, NV 89128

TRACK RECORD - CURRENT PROJECTS



ODYSSEY TIER INDUSTRIAL CENTER

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Odyssey is scheduled to break ground April 15th, 2021 kicking off the 6-month construction phase. We will be selling six fee-simple interest industrial units, two of which have signed LOI's from buyers comprising 43% of the building. From building completion, we have allocated 18-months to complete the sales phase and will close out the project upon the final unit sale.

TRACK RECORD - CURRENT PROJECTS



ODYSSEY SHEPHERDESS INDUSTRIAL CENTER

Location: North Las Vegas, Nevada
Property Type: Industrial
Lot Size: 4.37 Acres
Development: 1 Building | 90,000 Square Feet

Blurb



TRACK RECORD - CURRENT PROJECTS



ODYSSEY WALNUT INDUSTRIAL CENTER

Location: North Las Vegas, Nevada
Property Type: Industrial
Lot Size: 4.72 Acres
Development: 1 Building | 80,000 Square Feet

Blurb

TRACK RECORD - CURRENT PROJECTS



ODYSSEY BUFFAL INDUSTRIAL CENTER

Location: Las Vegas, NV
Property Type: Industrial
Lot Size: 5 Acres
Development: TBA

Blurb

TRACK RECORD - CURRENT PROJECTS



NORTHERN NEVADA INDUSTRIAL CENTER LLC

Location: Northern Nevada (Lyon County, Nevada)

Property Type: Industrial

Lot Size: 130 Acres

Development: TBA

Blurb

TRACK RECORD - CURRENT PROJECTS



WDA INNOVATION PARK

Location: North Las Vegas, Nevada

Property Type: Industrial

Lot Size: 45 Acres

Development: 1 Building | 900,000 / 1,000,000 Square Feet

Blurb

TRACK RECORD - CURRENT PROJECTS



ODYSSEY CAR WASH

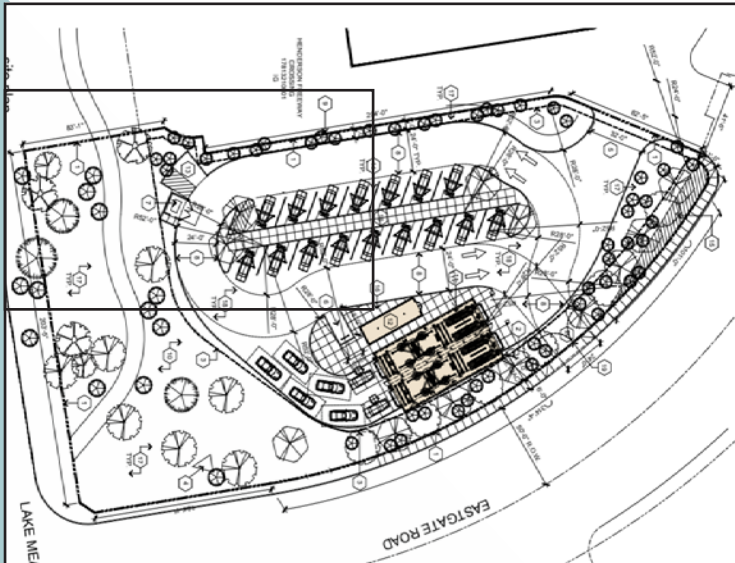
Henderson, Nevada

Purchase Date: TBA

Development: ATEC Evolution EV-1 Car Wash System

Specs:

- Two Tunnel Car Wash System
- 24/7 fully automated (no-dedicated-attendant-needed)
- ATEC's Flagship Car Wash System (ATEC Evolution EV-1)
- Ability to choose all soft touch or all touch free wash



TRACK RECORD - CURRENT PROJECTS



ODYSSEY TERMINAL

Kansas City, MO

Purchase Date: 2020

9,000 SF Truck Terminal

Development: 900K to 1M SF

Specs:

- 9,000 SF Buildi
- 25 Dock-High Doo
- 2 Acres of Fenced a
- Paved Outside Stora
- 1,800 SF New Office Ar
- 1 Drive-In Loading Do
- New Overhead Doo
- New T-5 Lighti

TRACK RECORD - CURRENT PROJECTS



CITY CENTER WEST

Las Vegas Nevada

Value add Class A office building

212,000 Square Feet

Capital Partner: C-III Capital Partners

Purchase Date: March 2017 and September 2017

Forecast Disposition: 2022

Odyssey purchased these two Class A properties with C-III Capital Partners in separate transactions from two special servicers. Both properties had suffered for four years under ownership that was underwater and unwilling to invest capital to attract tenants. The occupancy at acquisition was 50%. Odyssey's basis is approximately \$133/SF. Since acquisition we have remodeled all common areas, completed essential deferred maintenance and developed speculative suites to lease and sell the building. We forecast selling at 85% occupancy, for \$240/SF in 2022.



PECOS LEGACY

Las Vegas, Nevada

2 Buildings | 78,000 Square Feet

Retail space consists of two buildings and two pad sites

Purchased asset in 2016, at \$13.5M

Odyssey purchased this retail project in 2016 with a strategy to stabilize the current leases in place, increase rents on renewals, and sell excess parcels of land.

TRACK RECORD - CURRENT PROJECTS

167 STREET LAND

Location: Olathe,
Kansas
Property Type:
Industrial
Lot Size: 127
Acres
Development:

Project IRR: 21.05%
Equity Multiple: 1.98
Hold Period: 43 months

Odyssey has partnered with Meyer Companies to master plan and develop a 127-acre Industrial park fronting Interstate 35. The industrial park has capacity for approximately 1.8 million SF. The partnership sold 64 acres to a national cold-storage, logistics company which closed in 3Q 2020. The remaining land is approximately 40 acres that is currently being marketed for sale build-to-suit.



TRACK RECORD - COMPLETED LAND DEALS

ODYSSEY CHEYENNE LAND

Location: Las Vegas, NV
Property Type: Land
Lot Size: 5 Acres

- Project Returns:
 - Project IRR: 32.6%
 - Equity Multiple: 1.62
 - Hold Period: 20 Months
-
- Executive Summary:
 - Purchase Date: April 2018
 - Sale Date: April 2019
 - Disposition: \$1,200,000

ODYSSEY TIER LAND

Location: Henderson, NV
Property Type: Land
Lot Size: 5 Acres

- Project Returns:
 - Project IRR: 10.5%
 - Equity Multiple: 1.17
 - Hold Period: 18 Months
-
- Executive Summary
 - Purchase Date: July 2019
 - Sale Date: January 2021
 - Disposition: \$2,650,000

ODYSSEY MT HOOD LAND

Location: Las Vegas, NV
Property Type: Land
Lot Size: 10 Acres

- Project Returns:
 - Project IRR: 27.46%
 - Equity Multiple: .32
 - Hold Period: 12 Months
-
- Executive Summary:
 - Purchase Date: July 2018
 - Sale Date: August 2019
 - Disposition: \$3,250,000



TRACK RECORD - COMPLETED DEALS

ODYSSEY ROYAL

Overland Park, Kansas
Value add retail space, 125,000 Square Feet
Purchase Date: 2016
Forecast Disposition: 2018

Project IRR: 14.03%
Equity Multiple: 1.47
Hold Period: 24 months

Odyssey, in partnership with Mission Peak, acquired the vacant 125,000 square foot building, a former JC Penny, in early 2017. Ownership separated the building into two condominium shells and leased 81,000 square feet to Floor and Décor. Ownership sold this building in 2018 to a national NNN REIT and plans to lease or sell the remaining 45,000 SF box and the remaining pad site by 4Q 2020.



KC EXECUTIVE PARK

Kansas City, Missouri
7 Buildings | 211,000 Square Feet
Project Sold: February 2020

Project IRR: 27.18%
Equity Multiple: 1.77
Hold Period: 30 months

Odyssey purchased this project at an excellent basis, \$32/SF, well below production cost, in a submarket with strong occupancy. The project was capitalized with sufficient capital for remodeling functionally obsolete tenant units. Odyssey brought occupancy from 62% at acquisition to 85% in the first six months of the hold period.

The seven-building project was sold Q1 2020 for \$46/SF.



9800 METCALF AVENUE

Overland Park, Kansas
Value add Class B office building,
85,000 Square Feet
Project Sold: March 2020

Project IRR: 5.67%
Equity Multiple: 1.28
Hold Period: 54 months

In 2015, Odyssey purchased the Class B office building with a capital partner that placed several tenants in the building shortly after closing, bringing occupancy from 60% to 90%. The strategy is to renew the largest tenant and to remodel and lease the remaining space. Odyssey has made significant capital improvements to building systems, including the replacement of existing elevator equipment



TRACK RECORD - COMPLETED DEALS

ODYSSEY MILFORD

Milford, Massachusetts

1 Building | 377,000 Square Feet

Project IRR: 109.73%
Equity Multiple: 5.19
Hold Period: 23 months

Odyssey, in partnership with New Mill Capital, purchased the Ardagh Glass Bottling Plant, a 300,000 square foot manufacturing facility in Milford, MA. The partnership commenced a full renovation of the property throughout 2019 including demolition of the plant furnaces, new roof, new exterior siding, new ESFR Sprinkler system, an addition of loading docks and dock equipment along with exterior pavement improvements.

The fully renovated facility features a new 5-year industrial net lease with Amazon.com.



SUNNY DELIGHT MANUFACTURING CENTER

Littleton, Massachusetts

5 Buildings | 332,000 Square Feet

Mix of R&D office, refrigerated warehouse, bottling line and water processing facilities

Capital Partner: Gordon Brothers / New Mill Capital

Project sold in 2017

Investor IRR: 26.8%
Equity Multiple: 1.26 x H
Hold period: 11.5 months

Odyssey partnered with New Mill Capital and Gordon Brothers in 2016 to purchase a vacant bottling facility from Sunny Delight. The partners in this deal collaborated on the difficult question of whether individual equipment and real estate assets were worth more together or separated. Odyssey marketed the entire facility to several users while it prepared for the auction of the capital equipment and subsequent remodel and sale of separate real estate assets. This effort produced a sale to PepsiCo Beverage Company. The asset sale was completed within a year of the acquisition and returned profits that exceeded project underwriting.



TRACK RECORD - COMPLETED DEALS

LONE ELM LOGISTICS CENTER

Olathe, Kansas

1 Buildings | 496,150 Square Feet
 Development project, cross dock distribution facility
 Capital Partner: Artemis Capital Partners
 Project sold in 2017

Investor IRR: 29.16%
Equity Multiple: 1.43 x
Hold period: 14 months

Odyssey noticed a gap in the Olathe, Kansas industrial submarket market in 2015. This submarket needed modern efficient cross dock distribution product, along the Interstate 35 freeway. Odyssey purchased the land for this project in August of 2016, assembled the design and development team, completed permits and construction, and sold the property 14 months later, in October of 2017.

Odyssey delivered the Lone Elm Logistic Center ahead of schedule and under budget and sold it for a value above our initial underwriting. The sale was completed with a national REIT for \$23.6M



LENEXA INDUSTRIAL PARK

Lenexa, Kansas

23 Buildings | 721,883 Square Feet | 4 parcels of vacant land
 Industrial, flex and warehouse
 Capital Partner: Artemis Capital Partners
 Building sales completed in February 2018
 Forecast for final land sale is Q4 2018

Investor IRR: 7.24%
Equity Multiple: 1.22 x
(before land sale)

Hold period: 42 months

Odyssey purchased this asset in 2014 as Kansas City was emerging from the recession. Our plan included selling several of the separate land parcels and flex office assets to individual users at a premium and remodeling and leasing remaining vacant tenant units.

During the hold period, Odyssey sold six individual buildings and two parcels of land for approximately \$9M. In 2018, Odyssey sold the remaining 17 buildings of Lenexa Industrial Park to a regional investment group. The initial capital invested totaled \$33M. Total project proceeds from sales was \$40M.



LE COMMERCE CENTER

Olathe, Kansas | Project IRR: 23.50%

1 Building | 210,000 Square Feet
 Initial Construction: April 2018
 Construction completion: January 2019

Project IRR: 23.5%
Equity Multiple: 1.83
Hold Period: 17 months

Odyssey partnered with Meyer Companies to deliver the first phase of Lone Elm Commerce Center, a 127-acre industrial park fronting Interstate 35. As of February 2020, the project is 49% leased to Wesco, an electronic parts distributor.



TRACK RECORD - COMPLETED DEALS



ODYSSEY CHEYENNE INDUSTRIAL CENTER

Location: Las Vegas, NV

Property Type: Industrial

Lot Size: 5 Acres

Building Size: 1 Buildings | 86,920 SF (2 units 43,460 SF)

Project Returns:

Project IRR: 32.6%

Equity Multiple: 1.62

Hold Period: 20 Months

Executive Summary:

Purchase Date: July 2019

Sale Date: April 2021

Disposition: \$11,500,000

TRACK RECORD - COMPLETED DEALS

PARKWAY MEDICAL PLAZA

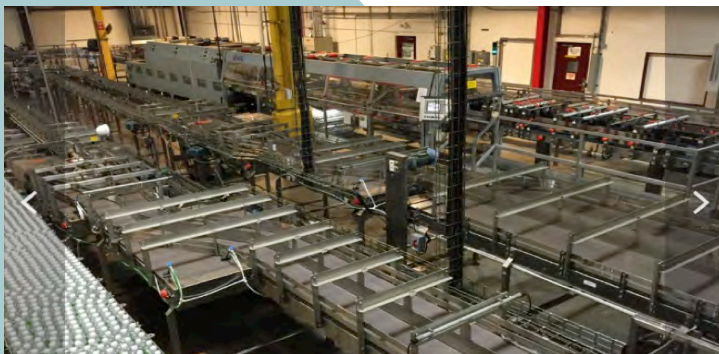
Location: Henderson, NV
Property Type: Medical Office
Lot Size: 5 Acres
Building Size: 1 Buildings | 90,000 SF

Project Returns:
Project IRR: 20%
Equity Multiple: 2.45
Hold Period: 84 Months

Executive Summary:
Purchase Date: July 2019
Sale Date: April 2021
Disposition: \$32,000,000



TRACK RECORD - COMPLETED DEALS



SUNNY DELIGHT MANUFACTURING CENTER

Littleton, Massachusetts

5 Buildings | 332,000 Square Feet

Mix of R&D office, refrigerated warehouse, bottling line and water processing facilities

Capital Partner: Gordon Brothers / New Mill Capital

Project sold in 2017

Investor IRR: 26.8%
Equity Multiple: 1.26 x H
Hold period: 11.5 months

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ODYSSEY TEAM



GREGORY N. JOHNSON

CEO/Managing Director

Mr. Johnson has over 25 years of diversified experience in the real estate investment industry including acquisitions, dispositions, underwriting, capital raising, structured financing, and portfolio management. Mr. Johnson is the CEO of Odyssey Real Estate Capital where he oversees the firm's investment strategies and financial structures. Prior to his current role, Mr. Johnson served as President and Chief Operating Officer for Centra Properties, a Las Vegas based real estate investment and development company, where he was responsible for the daily operations, finance and dispositions of the portfolio valued at over \$500 million. Mr. Johnson has served as Vice President of Acquisitions for Archon Group, a wholly-owned subsidiary of Goldman Sachs, on behalf of the Whitehall Street Real Estate Funds. At Archon, Mr. Johnson underwrote more than \$10 billion of both performing and non-performing loan pools and managed assets valued at over \$500 million throughout the United States. In addition, Mr. Johnson established the Industrial Acquisition Group for the central region of the United States for Archon. Mr. Johnson has formerly held positions with Trammell Crow Company, and Morgan Stanley & Co.

Mr. Johnson holds an MBA from Southern Methodist University and a Bachelor's Degree from Rice University.



GRAHAM NELSON

Managing Director

Mr. Nelson has over 17 years of experience in real estate underwriting, acquisitions and development. As a Managing Director and Founder of Odyssey Real Estate Capital and Odyssey Realty, Mr. Nelson is responsible for acquisitions and financing of Odyssey's portfolio of investments. Odyssey currently owns or manages over \$150 million of properties in Las Vegas, Nevada and Kansas City, MO consisting of office, retail, medical, industrial and land investments. As of 2013, Mr Nelson moved to Kansas City, Missouri to open Odyssey's Midwest office. Mr. Nelson currently focuses on acquisition of distressed assets within commercial real estate.

Prior to co-founding Odyssey in 2007, Mr. Nelson served as Partner for Centra Properties, a Las Vegas based real estate investment & development company. At Centra, Mr. Nelson was responsible for overseeing the development of the Mosaic project and he participated in the acquisition and disposition of the Las Ramblas and South Tech projects, which achieved a net profit of over \$100 million. From 1999-2004, Mr. Nelson worked for the Archon Group, a wholly-owned subsidiary of Goldman Sachs. At Archon, Mr. Nelson managed \$70 million in specially serviced loans, and underwrote and acquired distressed debt. Mr. Nelson also worked with the portfolio and asset management divisions for Real Estate Owned (REO) product.

Mr. Nelson holds a Bachelor's degree from Harvard University and attended Pembroke Hill High School in Kansas City, MO. Mr Nelson is a member of the Young Presidents Organization, Las Vegas Chapter and the Fly Club of Cambridge, MA.. He is an avid golfer, traveler and enjoys personal investing. Mr. Nelson is originally from Mission Hills, KS.

ODYSSEY TEAM



DAVE SUNDARAM

Managing Director

Mr. Sundaram has 18 years experience in the real estate industry, including development project management, brokerage, land acquisitions and entitlement work. In his current position with Odyssey Real Estate Capital, Mr. Sundaram is responsible for leased asset acquisitions, development project management, and brokerage. Prior to co-founding Odyssey, Mr. Sundaram was a Partner with Centra Properties, a Las Vegas based real estate investment and development company. At Centra, Mr. Sundaram managed development projects totaling over \$4B in scope including the Las Ramblas and South Tech high rise mixed use projects. Mr. Sundaram managed the Mosaic land development project which set a record in 2007 for the highest suburban multi-family land sale in Las Vegas history. Mr. Sundaram was a commercial broker for the Las Vegas branch of Colliers International, where he leased and sold office product and also brokered commercial and residential land. Prior to his real estate career, Mr. Sundaram worked in the medical device industry as a salesman, ranking number one in the nation for Johnson & Johnson and working as a field representative and manager for Guidant Corporation. Mr. Sundaram also served in the United States Air Force as a weapons acquisition project officer.

Mr. Sundaram holds a Masters of Business Administration from University of California Los Angles with honors, a Bachelor of Science degree in aerospace engineering from San Diego State University and a professional certification in renewable energy technology from Stanford University.



BENJAMIN RALPHS

Director of Finance

Benjamin Ralphs is the Chief Financial Officer for Odyssey Real Estate Capital with responsibilities including oversight of all operational aspects of Odyssey's business including all accounting functions, budgeting, contract administration and financial analysis. Prior to joining Odyssey, Mr. Ralphs served as an analyst at Applied Analysis where he actively worked on data tracking and analysis platforms as well as researched a wide range of topics, industries, and client specific projects. Additionally, Mr. Ralphs worked at UNLV's School of Environmental and Public Affairs where he helped develop and implement UNLV's Urban Data Lab aimed at providing support for an interdisciplinary research team as well as lab space where students and faculty work to build, refine, and deploy data used by academics, businesses and governments. He also lead a team of graduate students in the creation and implementation of Nevada Veterans Survey assessing the financial stability of veterans as well as worked with UNLV's Downtown Design Center, in research and development of the Southern Nevada Inventory of Sustainable Systems Project aimed at assessing resiliency and planning for the City of Las Vegas.

Mr Ralphs holds a Master's degree and Bachelor's degree from University of Nevada Las Vegas.

ODYSSEY TEAM



ALEXIS BERNER

Controller

Mrs. Alexis Berner has almost 20 years of experience in real estate, title, and foreclosure. She has been with Odyssey Realty since 2012. She is scheduled to graduate from University Nevada, Las Vegas with a Bachelor of Science in Business Administration, Accounting in Fall 2020, and she is already accepted to UNLV's graduate school for Spring 2021 to work toward her Master of Science, Accounting. She is responsible for financial reporting on all of the property management assignments and investments.

Broker Salesperson BS.0145598

Property Manager PM.0165961



SARA BLOUIN

Special Projects

Ms. Sara Blouin joined Odyssey Realty in February of 2017. She has property managed various types of commercial properties from Class A and Medical office buildings to neighborhood retail. Her experience includes the drafting of annual operating and capital budgets, ownership reporting, and CAM reconciliations. She also assists in the organization and execution of company projects.

She is a US Navy Veteran with a Bachelors degree from University of Nevada Las Vegas (Dec 2020)

Salesperson S.0181700

Property Manager #PM.0166986