





RETAIL



ENTERTAINMENT



INDUSTRIAL

COMPANY OVERVIEW



RealtyLink, LLC, founded in Greenville, South Carolina in 1998, is a full-service real estate development company. Developments across the company include grocery-anchored shopping centers, power retail centers, single tenant build-to-suit, multi-family, industrial, self-storage, and mixed-use.

When you work with RealtyLink, you work with experienced commercial real estate professionals who provide single-source project management. We have the in-house resources to deliver your project on time and within an agreed-upon budget.

As one of the Nation's top real estate developers, RealtyLink is the partner you can trust with all your development and property management needs.



80% of our business comes from return RealtyLink clients. They return for the accountability, efficiency, and transparency we bring to the deal.



SELF STORAGE



SENIOR LIVING



MULTIFAMILY

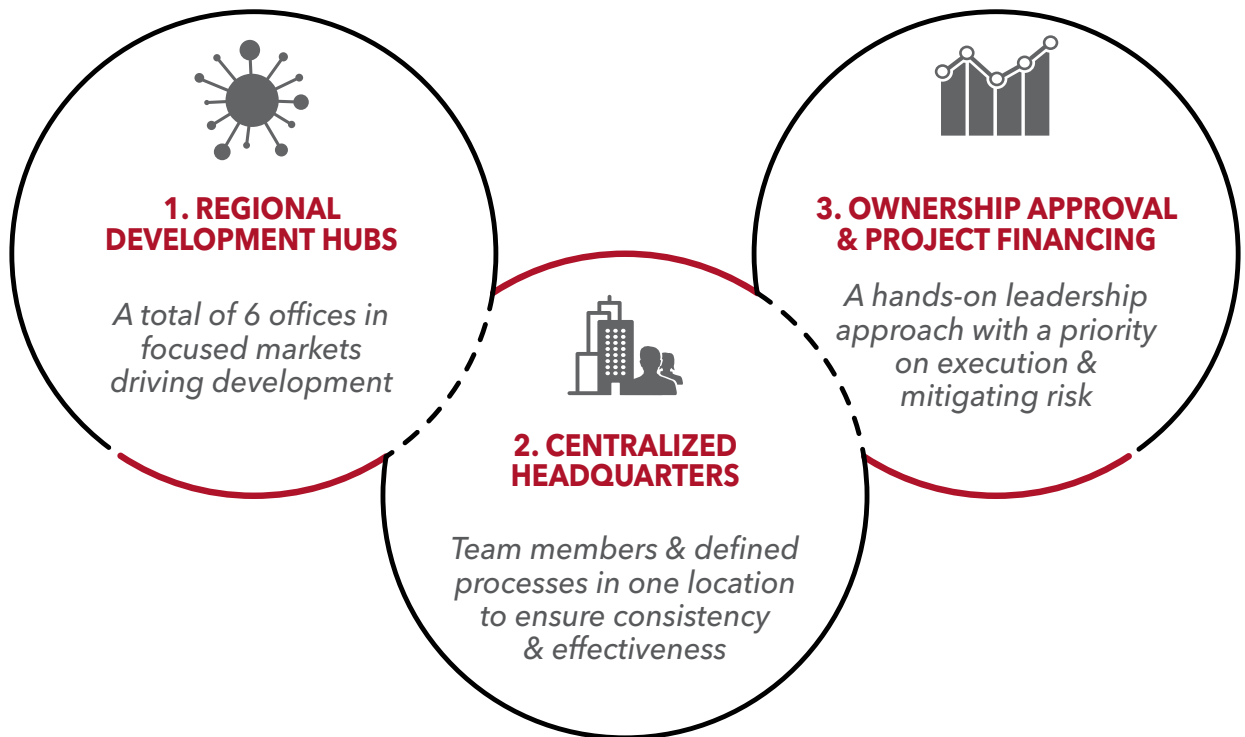




DEVELOPMENT & ACQUISITION PROCESS



RealtyLink's vertical integration of construction services, legal, lease administration, accounting, property management, and asset management has created a "can-do" attitude that seamlessly integrates with all our development partners.





**GREENVILLE, SC
(CORPORATE
HEADQUARTERS)**

201 Riverplace
Suite 400
Greenville, SC 29601
864-242-4008

PRINCIPALS



FOUNDING PRINCIPAL | PHILIP J. WILSON

Phil co-founded RealtyLink with Neil Wilson in 1998. Previously, Phil developed for retail and restaurant clients. Today, he manages and coordinates the operations for RealtyLink's various development entities and actively develops for national retailers and restaurants.



FOUNDING PRINCIPAL | NEIL WILSON

Neil co-founded RealtyLink with Phil Wilson in 1998. Neil manages various development entities and their projects. He has managed preferred development programs for Kohl's and Staples, as well as build-to-suit programs for Hardee's corporate units.



PRINCIPAL/BROKER-IN-CHARGE | JOHN (JACK) C. JAMISON

Jack joined RealtyLink in 2001 to develop for retail and restaurant clients. Prior to joining RealtyLink, he spent 21 years at Ryan's Family Steak Houses—mostly in real estate construction development—with two years in restaurant operations and nineteen as Director and Vice President of Development. He now develops for single tenant clients including restaurant and retail, as well as self storage facilities and senior living.



ATLANTA, GA

3851 The Ascent NE
Brookhaven, GA 30319

678-653-9448



BIRMINGHAM, AL

4209 Autumn Lane
Vestavia Hills, AL 35243

205-874-6222



CHARLESTON, SC

44921 Centre Pointe Drive
Suite 300
N. Charleston, SC 29418

843-769-6065

PRINCIPALS



ATLANTA, GA | THOMAS M. ELDRIDGE III

Thomas comes to RealtyLink with over 20 years of experience in the commercial real estate industry. While at Aspen Dental, he was the leader of an aggressive new office expansion strategy in the Southeast and Midwest where he produced over 350 new offices in 7 years; at GameStop, he was responsible for over 560 new stores across 19 states in just under 8 years; and during his tenure with Jones Lang LaSalle, Thomas executed a comprehensive redevelopment plan for 10 regional malls over 6 years.



BIRMINGHAM, AL | JOHN WHITSON

John joined our Birmingham, AL office as Principal in 2007. He spent ten years with AIG Baker Shopping center Properties LLC, developing over 2 million square feet of shopping center space from Carolina to Nevada. He also served as Director of Outparcel Development, developing or selling over \$50 million of excess property.



CHARLESTON, SC | LENN JEWEL

A 34-plus-year veteran of the retail development industry, Lenn has facilitated the development, leasing, and management of millions of square feet for both retail and commercial projects. He holds a B.S. in Finance from Brigham Young University and a MBA from the University of Utah. Lenn is an active, long-term member of ICSC and maintains strong contacts with real estate representatives from regional and national retailers.

**CHATTANOOGA, TN**

1512 Riverview Oaks Road
Chattanooga, TN 37405

727-421-8755

**MILWAUKEE, WI**

W80N402 Prairie View Road
Cedarburg, WI 53012

262-389-1612

**RALEIGH, NC**

2009 Fairview Road
#6684
Raleigh, NC 27628

919-302-6555

**CHATTANOOGA, TN | OLIVER PERDOMO**

Oliver serves as Principal for RealtyLink's Chattanooga office. He has nearly 30 years of experience managing the development of single tenant, grocery and commercial shopping center developments including O'Reilly Auto Parts, Tractor Supply Company, Publix Supermarkets, Hobby Lobby, Dick's Sporting Goods, TJ Maxx, and ULTA Beauty. He holds a B.A. in Political Science from the University of South Florida.

**MILWAUKEE, WI | ANDREW DETTRO**

Over the past 20 years, Andy has worked in the Real Estate Departments for two Fortune 150 companies: Publix Supermarkets and Kohl's Department Stores. Prior to RealtyLink, Andy was the Vice President of Real Estate for Kohl's and managed the implementation and strategy for Kohl's Real Estate Portfolio throughout the United States. This included new store growth, asset management, along with the creation of the Surplus Property team.

**RALEIGH, NC | DAVID ALLEN**

David has been in the retail shopping center industry for over 20 years and has focused on strategic growth implementation for both large box and grocery anchored retail throughout the Carolina's. His work has also been key in the disposition of assets for clients such as The Home Depot and Sears through targeted asset sales to end-users and investors alike. David plans to use his background to build upon RealtyLink's industrial growth initiatives as well as continue the rich success they've had in other sectors.



RETAIL



RealtyLink was built on a foundation of single-tenant build-to-suit developments and retail shopping centers. RealtyLink has earned a name in the retail industry as a top player and continues to construct some of the largest shopping centers in the country. By completing projects on time, within budget, and accomplishing the asset's strategy, we have continuously met tenant expectations and accomplished their corporate expansion strategies.

RealtyLink continues to pursue and develop retail projects in multiple formats including standalone build-to-suits, mixed-use retail, grocery anchored and power centers.

“Retail job postings in the 10 largest U.S. metro areas...rose by 12.5% [in 2019].



ENTERTAINMENT DISTRICTS



Driven by both the millennial generation and changing desires of most demographic groups, entertainment concepts have created a niche for attracting users who are driven by experiences more than anything. Our long-term goal of investing and developing in cities with a strong demand for these entertainment uses has driven our pursuit of this asset class. In addition, the growth of tenants in this sector with strong sales and favorable financials helps to meet our investment criteria. The Entertainment category will be a large portion of our development pipeline in the next decade.





INDUSTRIAL



With the advent of last mile delivery and logistics, the industrial sector in America has seen continued growth in recent years. Through our analysis of markets with a strong workforce, necessary infrastructure, low vacancy rates, and an inadequate supply of Class A buildings, we have targeted specific markets to continue the expansion of this portion of our portfolio. Our strategy is to construct well-positioned and well-designed buildings available in markets with little or no vacancy.

5%

5% anticipated year-over-year rent growth in the industrial sector for 2020.

CBRE Research & Reports 2020



SELF STORAGE



By focusing on undersupplied markets with long term rental revenue growth potential, RealtyLink has made a pointed push into the self-storage industry. Partnering with some of the best operating management companies, our construction, entitlement, and development expertise has been put on display.

Our model of entering markets with high barriers to entry, coupled with a high demand for storage units, is our ongoing strategy as we continue to expand this part of our portfolio.





SENIOR LIVING



With an ever-growing and aging population, the demand for high quality senior care has continued to grow. RealtyLink has executed partnerships with proven Senior Living operators to complement our development expertise. Through our site selection process, driven by market research studies, we have pushed into this asset class by focusing on the needs and wants of the children who are tasked with finding sufficient living and care facilities for their aging parents. Our strategy is to work with operational partners that allows us to function as NNN lease landlords.



One in three households in the U.S. will be headed by someone over 65 years old in 2020.

Curbed.com



MULTIFAMILY



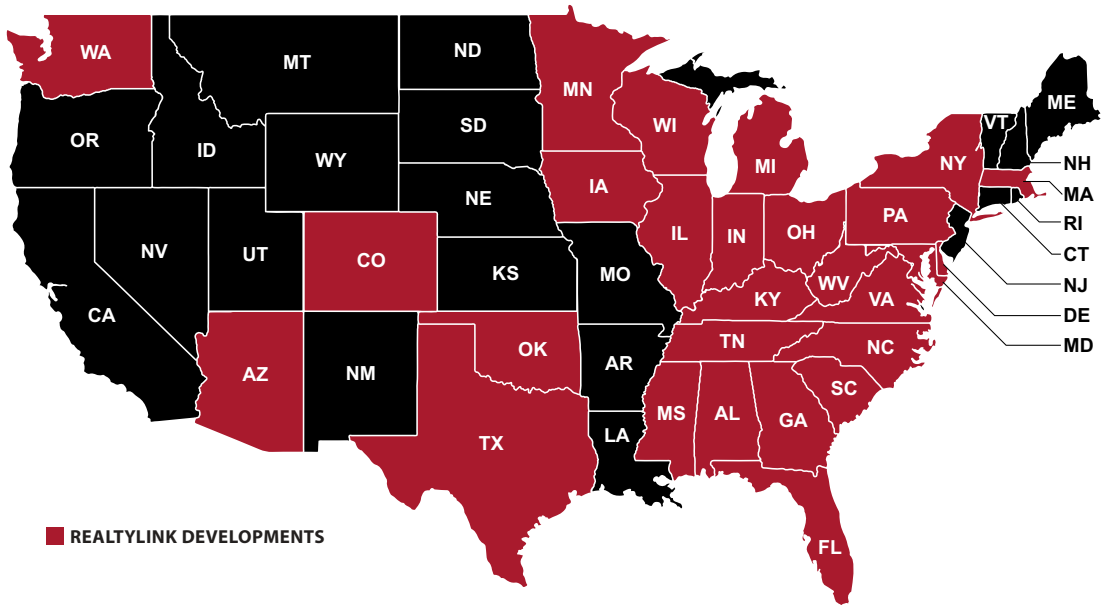
More and more families in America are valuing the flexibility, convenience, and cost efficiency of living in an apartment complex. RealtyLink's expansion into this asset class has been one with attention to detail. Coupling energy efficient engineering with savvy designs and an uncompromising location, we have differentiated ourselves from other developers in select markets. Targeting garden style or mid-rise developments, we believe that there is in value specific markets that have been historically under-built and present a strong population growth.

280
THOUSAND
UNITS

An estimated 280,000 units of demand for multifamily in 2020.

CBRE Research & Reports 2020

BY THE NUMBERS



KEY METRICS



Total Development Pipeline 2021

\$800M

Total Development Pipeline 2022

\$1.03B

Company Team Members

65

Total Projected Equity Needs 2021/2022

\$550M +



Over one billion dollars in total assets at value on our balance sheet.

Based on anticipated market value upon completion of all construction in progress.

Investment Inquiries: ir@realtylinkdev.com





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