

CRE INVESTMENT WEBINAR

HERITAGE PARK SHOPPING CENTER

FEATURING
Raley's

Raley's

SUPERMARKET

FIRST NATIONAL
REALTY PARTNERS

DISCLAIMER

1. This presentation is for informational purposes only and should not be considered a solicitation to purchase securities. This can only occur via a private placement memorandum.
2. Past performance is not an indicator of future results. There is an element of risk in any investment; you could potentially lose your principal.
3. We only work with “accredited investors”:
 - Earned income over \$200,000 (\$300,000 joint with spouse) over the past 2 years
 - Net worth greater than \$1mm excluding primary residence
4. Every attempt to disclose real and actual figures on any specific deal has been attempted to be made, but no warranty or representation is made to their accuracy, and terms are subject to change.

QUICK POLL



TONIGHT'S DEAL

4



We are going to show you
how you can invest in a
Raley's Anchored Shopping
Center investment
opportunity featuring:

15.2%

Target Annual Return

5.7%

Target Average Annual Cash Distribution

1.5x

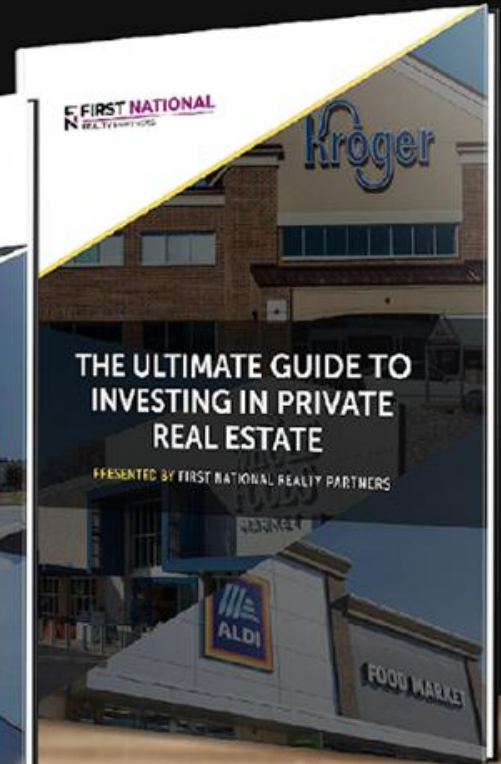
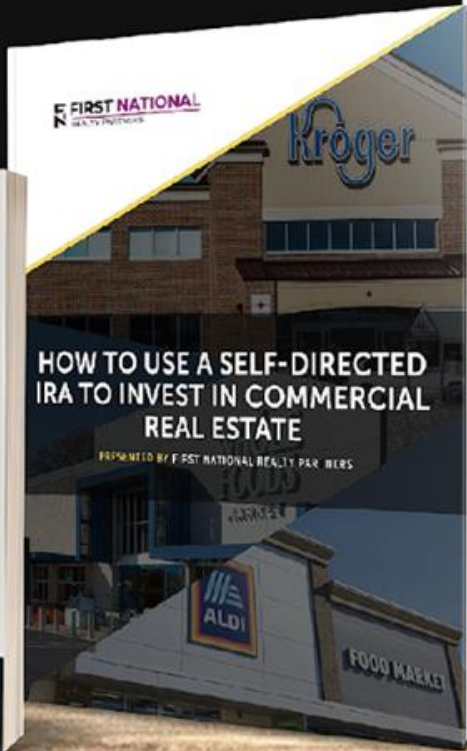
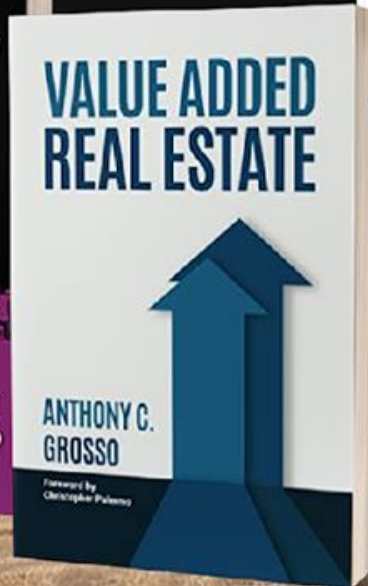
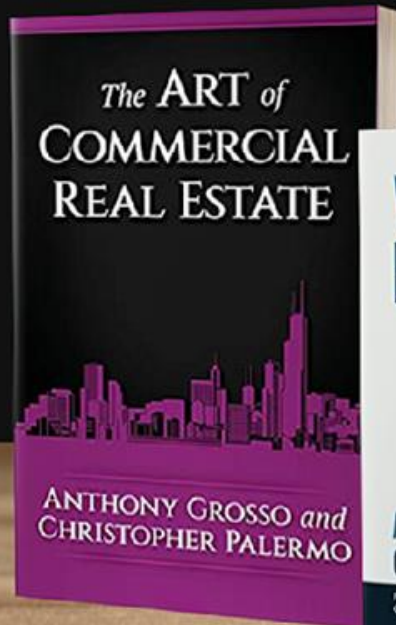
Target Equity Multiple

3-Year

Target Hold

FIRST NATIONAL

REALTY PARTNERS



AGENDA

01 | FIRM
INTRODUCTION

04 | BUSINESS PLAN

02 | DEAL OVERVIEW

05 | DEAL ROOM REVEAL

03 | MARKET & LOCATION
ANALYSIS

06 | Q & A

* Estimated Presentation Length: 30-Minutes

CRE INVESTMENT WEBINAR

HERITAGE PARK SHOPPING CENTER

FEATURING

Raley's



FIRST NATIONAL
REALTY PARTNERS

ABOUT THE FIRM

8

**VERTICALLY INTEGRATED,
OPPORTUNISTIC, VALUE-ADD
PRIVATE EQUITY FIRM**



LOCATED IN RED BANK, NJ



9.1 MILLION SQ FT PORTFOLIO



NATIONWIDE
FOCUS

LEADERSHIP

Over 100+ Real Estate
Professionals

9



ANTHONY GROSSO
Founder
& Chairman



CHRISTOPHER PALERMO
Founder
& Chairman



ANDREW DENARDO
Managing Principal



KEN CHAPMAN
Managing Principal



KURT PADAVANO
Chief Operating Officer



JARED FELDMAN, ESQ.
Chief Investment Officer



DEEPIKA BAJAJ
Chief Financial Officer



CASEY STANTON
Chief Marketing Officer



FRED BATTISTI
Managing Director
Head of Leasing



ZAIN NAQVI
General Counsel



JOE PALERMO
Head of Investor Relations



LEADERSHIP TEAM EXPERIENCE



131M+

SQUARE FEET OF
DEALS WORKED ON



152

YEARS OF
EXPERIENCE



\$24B+

TRANSACTION
EXPERIENCE

FNRP'S INVESTMENT APPROACH

11



DRAGNET
ACQUISITIONS MODEL



TENANT CENTRIC
VALUE-ADDED
INVESTING



FNRP
360

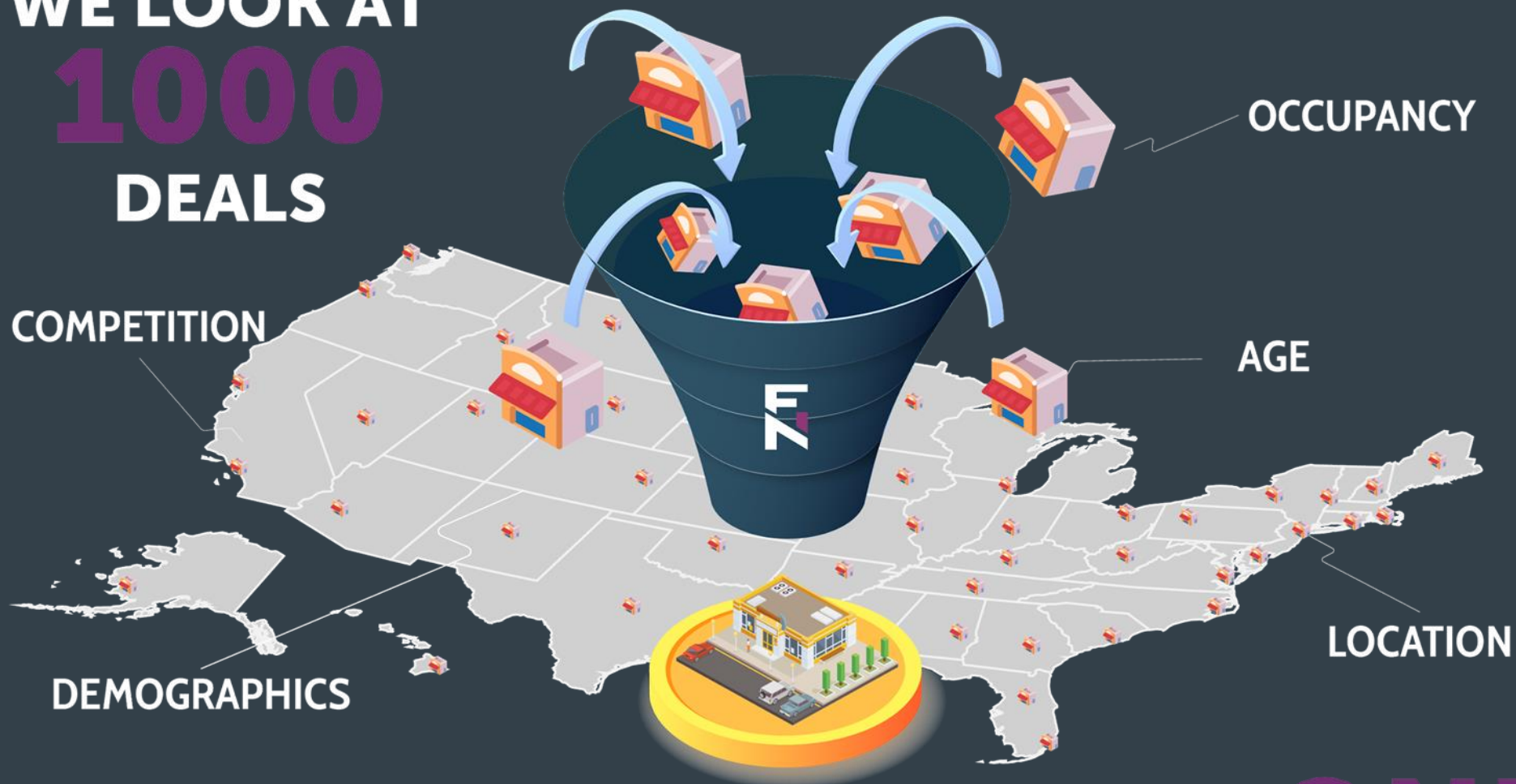
DRAGNET ACQUISITIONS MODEL



FNRP'S DRAGNET ACQUISITIONS MODEL™

13

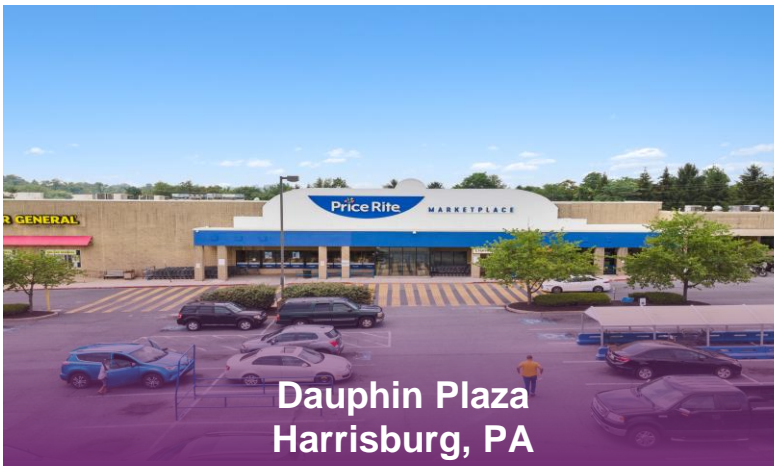
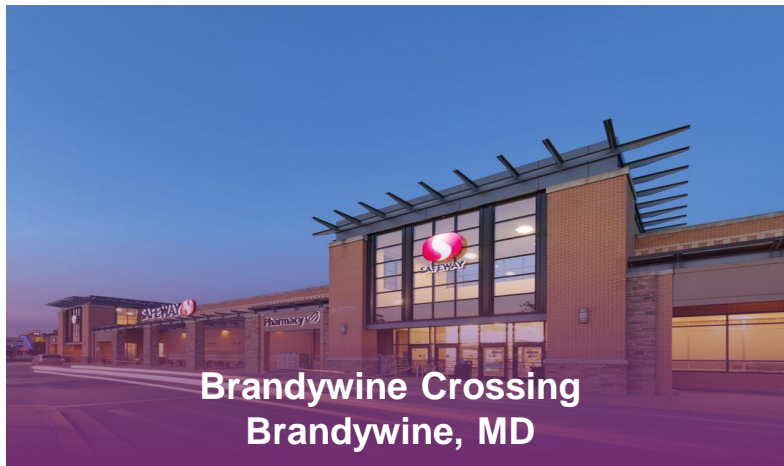
WE LOOK AT
1000
DEALS



AND CHOOSE **ONE**

RECENT ACQUISITIONS

14



REO SCHEDULE

15

First National Realty Partners Real Estate Owned

Center Name	Property Address	Property Type	Anchor(s)	Square Feet	Acquisition Date	Acquisition Cost	Est Value*	Holding Period (Years)
9 Main Street	9 Main Street, Flemington NJ 08822	Office	n/a	7,499	7/20/04	\$100,000	\$175,000	5.6
Crestwood Village	550 Route 530, Manchester NJ 08759	Office	n/a	32,451	9/10/04	\$2,300,000	\$2,899,427	5.5
Ashurst Mansion	100 Ashurst Lane, Mt. Holly NJ 08060	Retail	Deborah Heart and Lung	7,368	10/12/04	\$800,000	\$795,000	5.3
Lakeside Professional Village	190 N. Evergreen Avenue, Woodbury NJ 08096	Office	n/a	33,954	1/19/07	\$3,950,000	\$2,402,694	5.1
Vineland Center	76 W. Landis Avenue, Vineland, NJ 08360	Retail Center	CVS	40,658	5/24/07	\$4,300,000	\$4,580,462	4.8
Lenape Plaza	6056 Harding Highway, Mays Landing NJ 08330	Retail Center	CVS	16,878	7/17/07	\$2,375,000	\$4,200,000	4.6
Colony Business Park	1-11 Jicama Blvd. Old Bridge, NJ 08857	Office Flex	n/a	79,075	10/31/07	\$8,200,000	\$12,760,460	4.5
Saucun Valley Square	3691 Route 378, Bethlehem PA 18015	Retail Center	Mass Fitness / Dollar Tree	80,675	11/17/07	\$6,300,000	\$8,275,714	4.3
Penn Hills Shopping Center	230 Rodi Road, Pittsburgh, PA 15235	Retail Center	USPS / Big Lots	276,882	1/11/08	\$18,000,000	\$20,797,034	4.1
Penn Yan Plaza	220 Lake Street, Penn Yan, NY 14527	Retail Center	CVS / Dollar General	100,474	3/9/08	\$3,300,000	\$3,300,000	4.0
Lee Harward Shopping Center	4071 Lee Road, Cleveland, OH 44128	Retail Center	Dave's Supermarket / Walgreens	254,525	4/20/08	\$18,365,841	\$25,386,207	3.8
Carriage Place	2500 Bethel Road, Columbus, OH 43235	Retail Center	Wal-Mart / Cornermark	296,620	9/17/08	\$45,000,000	\$45,408,846	3.5
Ashland Center	251 North Washington Highway, Ashland, VA 23005	Retail Center	Food Lion / Ace Hardware	226,565	10/29/08	\$17,750,000	\$25,538,662	3.4
Haymarket Center	6530 Trading Square, Haymarket, VA 22069	Retail Center	Wal-Mart / Kwik	256,856	12/26/08	\$24,500,000	\$27,787,226	3.2
Mark Twain Village	1355 Bass Pro Drive, St. Charles, MO 63301	Retail Center	Bass Pro Shops / Kwik	395,347	5/14/09	\$20,950,000	\$23,799,048	2.8
Plainsboro Center	5-11 Plainsboro Road, Plainsboro, NJ 08865	Retail Center	Sam's / Kwik	132,380	10/15/09	\$20,000,000	\$24,279,660	2.4
ACME Commons	242 Durness Mill Road, Bordentown, NJ 08805	Retail Center	ACME	83,650	10/14/09	\$18,500,000	\$27,782,385	2.3
Kimberly Crossing	2100 E. Kimberly Road, Davenport, IA 52807	Retail Center	Fresh Thyme / Planet Fitness	90,287	1/10/09	\$12,250,000	\$16,807,267	2.2
Court at Hamilton	1750 Nottingham Way, Hamilton Township, NJ 08619	Retail Center	Wal-Mart	194,106	2/26/09	\$12,000,000	\$20,450,785	2.0
Coastal Building	151 Bodman Place, Red Bank, NJ 07701	Office	n/a	22,476	4/21/09	\$8,200,000	\$6,965,292	1.9
Uniondale Shoprite	1121 Jerusalem Avenue, Uniondale, NY 11553	Single Tenant Retail	ShopRite	60,896	7/10/09	\$10,500,000	\$22,872,320	1.6
Lemont Village	1217 - 1251 State Street, Lemont, IL 60439	Retail Center	Kwik	59,939	11/20/09	\$9,150,000	\$13,690,135	1.3
Westmont Tesla	50 W. Ogden Avenue, Westmont, IL 60559	Single Tenant Retail	Tesla	23,164	11/2/09	\$10,900,000	\$12,626,609	1.3
West Market Center	1745 W. Market Street, Akron, OH 44313	Retail Center	Whole Foods	54,386	11/24/09	\$18,075,000	\$19,860,300	1.2
High Point Center	265 Eastchester Drive, High Point, NC 27262	Retail Center	Harris Teeter	192,548	12/22/09	\$15,500,000	\$15,782,790	1.0
Sun Prairie Pick N Save	640 East Main Street, Sun Prairie, WI 53590	Single Tenant Retail	Pick N Save	81,048	2/12/11	\$8,000,000	\$9,784,207	1.0
Gadd Crossing	5510 TN-153, Hixson, TN 37343	Retail Center	Kwik	73,892	3/28/11	\$18,000,000	\$45,703,308	0.9
Shoppes at Cross Keys	13967 New Halls Ferry Road, Florissant, MO 63033	Retail Center	Home Depot / Schuck's	339,464	4/19/11	\$28,000,000	\$20,657,804	0.8
Hickory Hollow Center	5319 MI View Road, Antioch, TN 37013	Retail Center	Kroger	144,469	5/11/11	\$18,400,000	\$20,742,961	0.8
Tops Plaza Center	5827 S Transit Road, Lockport, NY 14094	Retail Center	Tops	166,634	6/22/11	\$18,750,000	\$18,750,000	0.7
Cedar Center	13908-13908 Cedar Road, University Heights, OH 44118	Retail Center	Whole Foods/ CVS/ Dollar Tree	138,881	7/17/11	\$24,200,000	\$24,200,000	0.6
Whitehall Plaza	500 S Liberty Drive, Bloomington, IN 47404	Retail Center	Kroger/ Planet Fitness/ Joann	172,425	7/19/11	\$28,500,000	\$28,500,000	0.4
Midwest Grocery Portfolio	16611 Chagrin Blvd, Cleveland, OH 44120 b 22501 Shore Center Dr, Euclid, OH 44123	Retail Center	Heinen/Dave's Market	234,349	9/12/11	\$20,000,000	\$20,000,000	0.3
City Center Crossing	6331 Roswell Road, Sandy Springs, GA 30328	Retail Center	Lidl	98,468	11/21/11	\$18,200,000	\$18,200,000	0.2
Crossroads South	965 Tara Boulevard, Jonesboro, GA 30236	Retail Center	Kroger	52,864	12/19/11	\$19,500,000	\$19,500,000	0.2
Premier Canton	45540 Michigan Avenue, Canton, MI 48188	Retail Center	Kroger / Dick's	146,678	12/19/11	\$28,400,000	\$28,400,000	0.2
Southland Crossings	1150 Doran Drive, Boardman, OH 44612	Retail Center	Quik E-Lite	91,728	12/16/11	\$22,700,000	\$22,700,000	0.2
Crowe's Crossing	1232 South Hairston Rd, Stone Mountain, GA 30088	Retail Center	Kroger	149,628	12/18/11	\$29,350,000	\$29,350,000	0.2
Village at Pittsburgh Mills	1005 Village Center Dr, Tarentum, PA 15084	Retail Center	Kwik	168,090	12/17/11	\$17,000,000	\$17,000,000	0.2
Summit Square	7104 South Sheridan Road, Tulsa, OK 74133	Retail Center	Reasons	141,151	12/23/2021	\$17,250,000	\$17,250,000	0.2
Sumnerdale Plaza	429 North Enola Rd, Enola, PA 17025	Retail Center	Wite Aid					

Notes: * These are estimates only and change based on market conditions ** Holding Period is measured from acquisition to date calculated.

Continued on Page 2

TENANT-CENTRIC VALUE-ADDED INVESTING





Fred Battisti

Managing Director - Head of Leasing



Sam Collier

EVP of Leasing - Anchors and Accounts

OUR TENANTS

Walmart 

Walgreens

ACME

WHOLE
FOODS
MARKET

SUNOCO

CVS
pharmacy

 Harris
Teeter

TESLA

THE
HOME
DEPOT




ShopRite


UNITED STATES
POSTAL SERVICE




ALDI

FNRP 360



World-Class Real Estate Platform

Maximize Asset Performance

Improve Investor Returns





Fred Battisti

Managing Director – Head of Leasing

Section Overview

- › 2021 Leasing Highlights
- › 2022 Year-to-Date Leasing Activity
- › Value-Add Case Studies

2021/2022 LEASING HIGHLIGHTS

New Deals Executed (SF)

2021 Total

202,950

› Key Deals

- › Virginia DMV in 10,272 SF – Ashland Hanover Shopping Center
- › Burkes in 27,476 SF – Ashland Hanover Shopping Center
- › Dollar Tree in 10,000 SF – Cedar Center South
- › Hibbett Sports in 8,200 SF – Lee Harvard Shopping Center
- › Aarons in 9,515 SF – Shoppes at Cross Keys
- › Hibbett Sports in 6,400 SF – High Point Shopping Center
- › Hawaiian Bros in 3,598 SF – Shoppes at Cross Keys

New Deals Executed (SF)

2022 YTD

125,965

› Key Deals

- › Planet Fitness in 22,293 SF – City Center Crossing
- › Kroger Expansion in 68,426 SF – Whitehall Plaza
- › Kroger in 59,767 SF – Premier Canton
- › Roses in 54,000 SF – Westwood Shopping Center
- › Barnes & Noble in 27,932 SF – Champions Village
- › Randall's in 61,604 SF – Champions Village
- › Harrisburg Brazilian Jiu Jitsu in 6,978 SF – Dauphin Plaza
- › Live Urgent Care in 4,034 SF – Acme Commons

LEASING ACTIVITY

2021 Leasing Activity

First National Realty Partners

Total Square Feet

610,705 SF

Total Leases

171

2022 Year to Date Activity

First National Realty Partners

Total Square Feet

556,853 SF

Total Leases

88

LEASE-UP | SHOPPES AT CROSS KEYS



Within 6 Months of Closing on the Asset

- › 3 new deals completed totaling 22,077 SF
- › Income added over term – \$4.36M
- › Occupancy growth – 6.4%
- › Annual NOI growth – \$413,000
- › Value added
 - › 6.25% CAP - \$6.6M in value
 - › 6.50% CAP - \$6.35M in value
 - › 6.75% CAP - \$6.25M in value

VALUE-ADD CASE STUDY | SHOPPES AT CROSS KEYS

25

\$38,000,000

Purchase Price

\$413,000

New NOI Added

99.5%

Occupancy Driven From 93.1%

\$54,800,000

New Valuation

LEASE-UP | WESTWOOD SHOPPING CENTER



Over the First 3 Months

- › Completed or at lease on 6 new deals
- › Completed or at lease on 2 strategic blend and extends
- › Totaling 18,444 SF of new lease
- › Income added over term – \$5.051M
- › Occupancy growth – 6%
- › Annual NOI growth – \$416,621
- › Value added
 - › 6.25% CAP - \$6.665M in value
 - › 6.50% CAP - \$6.410M in value
 - › 6.75% CAP - \$6.172M in value

VALUE-ADD CASE STUDY | WESTWOOD SHOPPING CENTER

27

\$36,000,000

Purchase Price

\$416,621

New NOI Added

98%

Occupancy Driven From 92%

\$53,240,000

New Valuation

LEASE-UP | CITY CENTER CROSSING



Over 3 Months

- › 2 new deals completed totaling 25,093 SF
- › Income added over term – \$4.714M
- › Occupancy growth – 22.75%
- › Annual NOI growth – \$449,035
- › Value added
 - › 6.25% CAP - \$7.185M in value
 - › 6.50% CAP - \$6.908M in value
 - › 6.75% CAP - \$6.653M in value

VALUE-ADD CASE STUDY | CITY CENTER CROSSING

29

\$20,010,000

Purchase Price

 **\$449,035**

New NOI Added

 **98%**

Occupancy Driven From 77%

\$27,185,000

New Valuation

CRE INVESTMENT WEBINAR

HERITAGE PARK SHOPPING CENTER

FEATURING

Raley's



FIRST NATIONAL
REALTY PARTNERS

PROPERTY SUMMARY

31



167,250 SF



84% Occupied



Raley's Anchored
Shopping Center



250 – 288 Sunset
Avenue, Suisun City,
CA 94585



52,000+ VPD



8.19 Acres



INVESTMENT SUMMARY

32

\$24.5 MM

Purchase Price

1.5x

Targeted Equity Multiple

3 YEAR

Targeted Hold Period

15.2%

Targeted Annual Return

5.7%

Targeted Average Annual
Cash Distribution

HYPOTHETICAL INVESTMENT

\$1,000,000

HYPOTHETICAL INVESTMENT

15.2%

TARGETED ANNUAL RETURN

\$152,000

TARGETED ANNUAL RETURN

* EXCLUDING TAX BENEFITS

HYPOTHETICAL INVESTMENT

\$1,000,000

HYPOTHETICAL INVESTMENT

5.7%

AVERAGE ANNUAL
CASH DISTRIBUTION

\$57,000

AVERAGE ANNUAL
CASH DISTRIBUTION

* EXCLUDING TAX BENEFITS

HYPOTHETICAL INVESTMENT

35

\$1,000,000

HYPOTHETICAL INVESTMENT

1.5x

EQUITY MULTIPLE

\$1,500,000

EQUITY MULTIPLE

* EXCLUDING TAX BENEFITS

COMPARABLE INVESTMENTS

Company	Issue	Maturity	Yield	Annual Income
CD Rate - Chase Bank	6 Month CD Rate	11/1/2022	0.05%	\$500
US Treasury	10 Year Treasury Note	5/1/2032	3.00%	\$29,980
Target (TGT)	2.65% Unsecured Note	9/15/2030	3.91%	\$39,140
Walmart (WMT)	7.55% Unsecured Note	2/15/2030	3.94%	\$39,360
Kroger (KR)	4.5% Unsecured Note	1/15/2029	4.27%	\$42,700
S&P 500 Dividend Yield			1.53%	\$15,300
FNRP – Grocery Anchored Value Add Center	Owned Real Estate	7/31/2025	5.7%	\$57,000

*An investment in commercial real estate is not guaranteed and carries risk, including the risk of loss of your principal investment.

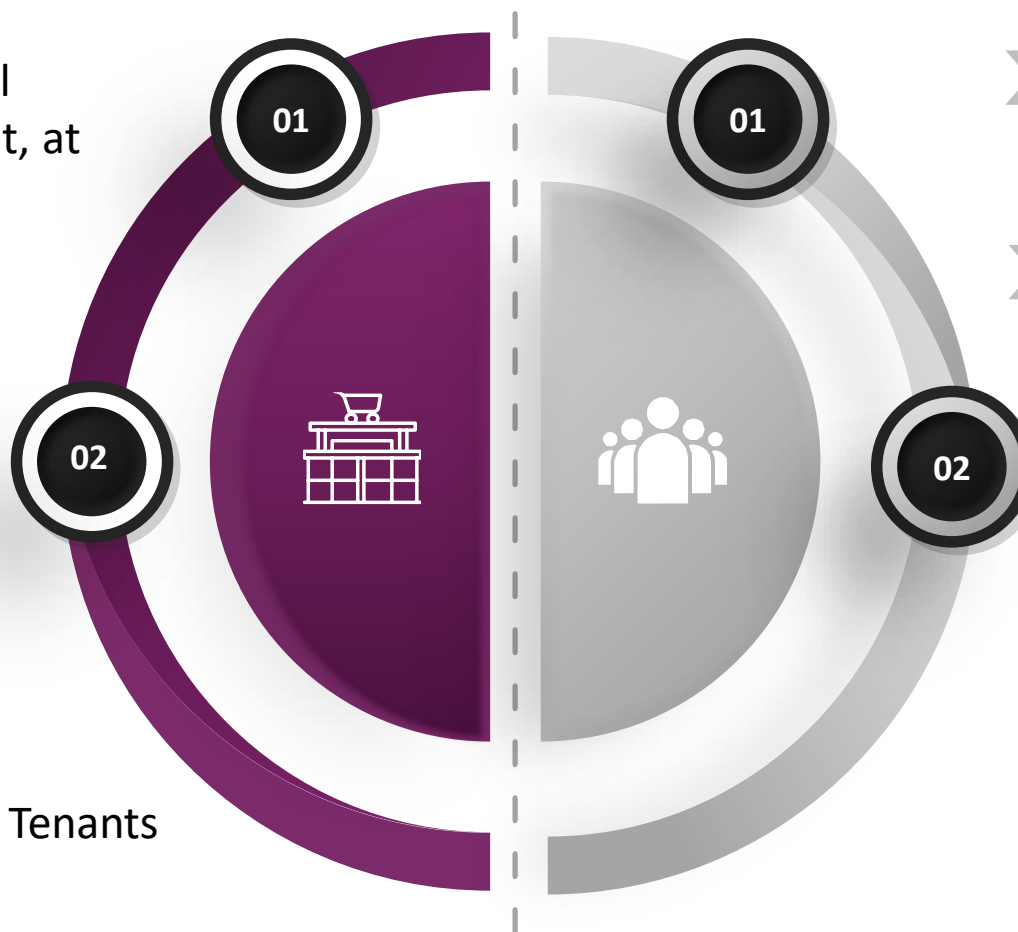
GROCERY-ANCHORED VS MULTI-FAMILY

Inflation Protection of NNN Real Estate

- With NNN real estate, nearly all expenses are paid by the tenant, at whatever the market rate is
- Increases in expense costs are paid by tenant

Less Volatility

- Not subject to boom-and-bust cycles of housing market
- Longer Leases (**10+ years**)
- Professional and Creditworthy Tenants
- More Durable Cash Flow



NOT TRIPLE NET LEASE (NNN)

- The inflation of those expenses come directly out of your margins
- Compromised durability of cash flow

Very Cyclical

- Shorter leases
- Tenants are free to find the best deal **every year**
- Rents tend to fluctuate much more on the residential side

WHY INVEST IN PRIVATE EQUITY REAL ESTATE



Lower Volatility
(Low Correlation to Equities)

Less Volatility

- The stock market has instant price discovery
- With millions of buyers and millions of sellers
- With all that emotion and liquidity, it tends to turn on a dime



Advantage of
Private Equity

Private Equity Deals

- Single Asset
- Most Investment Transparency
- Purest Form Of Passive Ownership

WHY INVEST IN PRIVATE EQUITY REAL ESTATE



Consistent Cash Flow

Consistent Cash Flow

- Our tenants pay rent
- We pay our expenses
- We're left with additional cash flow that we distribute every quarter to our partners



Increasing Cash Flow

Increasing Cash Flow

- Annual rent increases are built into all our leases, which keep us ahead of inflation
- Ultimate hedge against inflation
- National & Regional High Credit Tenants paying rent escalations

CRE Above The Rest



Appreciation



**Multiple
Exit Strategies**



Passive



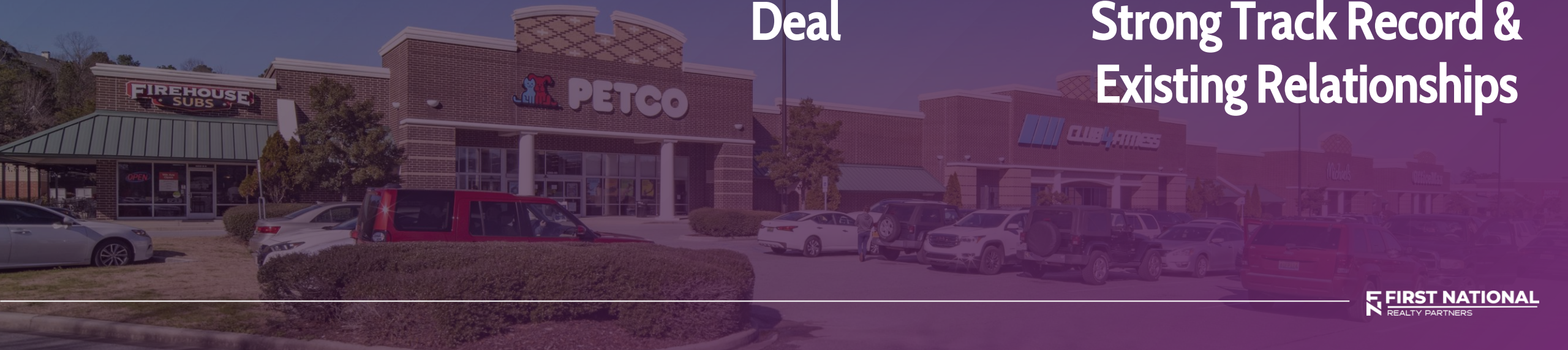
On-Market Deal



**Strong Value-Add
Deal**



**Won Based on our
Strong Track Record &
Existing Relationships**



WHY WE'RE INVESTING



STRONG GROCERY ANCHOR

Anchored by a +/- 60,000 SF Raley's

Raley's has been a tenant since 1989

Recently signed an extension now expiring in 2029, and made multi-million dollar investment in the store

Market leader in the area with strong store sales

Recent lease extension combined with store investment reinforces tenant's commitment to the center

Raley's is a privately held, family-owned supermarket chain headquartered in West Sacramento.

Operates 126 stores in Northern California and Nevada



WHY WE'RE INVESTING



BEST-IN-CLASS NATIONAL, CREDIT TENANTS

Tenants Include:

- Ace Hardware
- Dollar Tree
- AutoZone
- Dunkin Donuts
- Mariner Finance
- H&R Block



WHY WE'RE INVESTING



STRONG DEMOGRAPHICS, LOCATION, & MARKET

Located 42 miles southwest of Sacramento

Population density - 5 miles – 125,000+ people

Average household income - 5 miles - \$101,196+

Traffic counts of 52,000+ VPD



WHY WE'RE INVESTING



COMPELLING UPSIDE

Potential to lease-up the vacancy at the center which we believe will bring in over \$700k of additional annual rental income



LOAN TERMS

BANK LENDER

- Favorable Terms
- Fixed Interest Rate

FINANCING

- Non-Recourse Loan
- 5-yr Interest Only
- LTV 55%



ASSET MANAGEMENT PLAN

1

Collect consistent levels of high income that will increase during the holding period due to contractual rent increases

2

Lease-up the vacancy at the Center

3

Leverage our market knowledge in CA to enhance operating efficiencies and drive value

4

Implement a cost segregation study to accelerate the depreciation of the property

5

Exit the Transaction

WHAT IS COST SEGREGATION?

STRUCTURAL COMPONENTS

Roof & HVAC

PERSONAL PROPERTY

Furniture, fixtures, carpeting, and window treatments

The primary goal of a Cost Segregation study is to identify all property-related costs that can be depreciated over 5, 7 and 15 years

LAND IMPROVEMENT

Sidewalk, Paving and Landscaping

WHAT IS COST SEGREGATION?

REGULAR DEPRECIATION

39 YEARS



Depreciated as a Single Asset

COST SEGREGATION

5, 7, 15 YEARS

STRUCTURAL COMPONENTS

Roof & HVAC

PERSONAL PROPERTY

Furniture, fixtures, carpeting, and window treatments

LAND IMPROVEMENT

Sidewalk, Paving and Landscaping

Accelerated Depreciation Tax Deductions

INVEST NOW

50

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HOME HERITAGE PARK SHOPPING CENTER STILL HAVE QUESTIONS? INVEST NOW

HERITAGE PARK SHOPPING CENTER
250-288 Sunset Avenue, Suisun City, CA

24.5m	15.2%	1.5x	3Year	5.7%
Purchase Price	Target Annual Return	Target Equity Multiple	Target Hold Period	Target Average Annual Cash Distribution

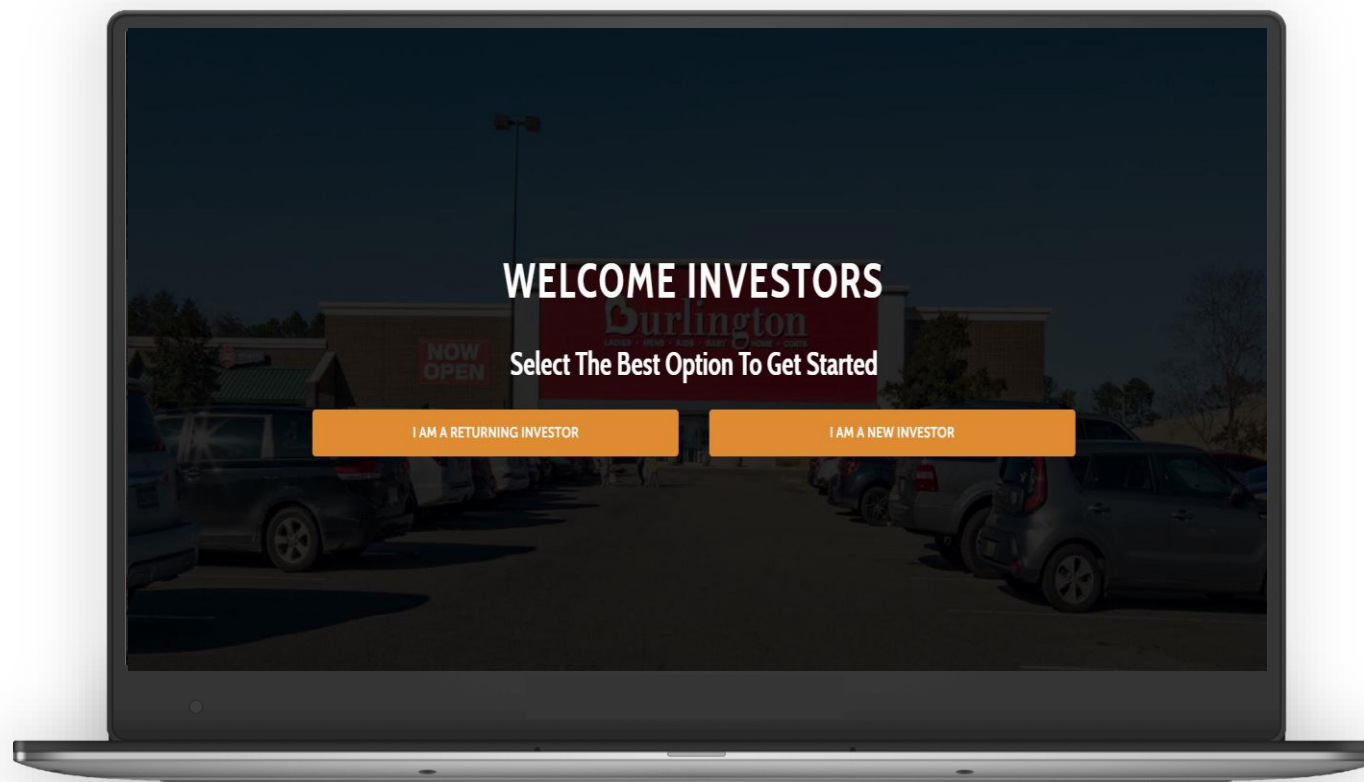


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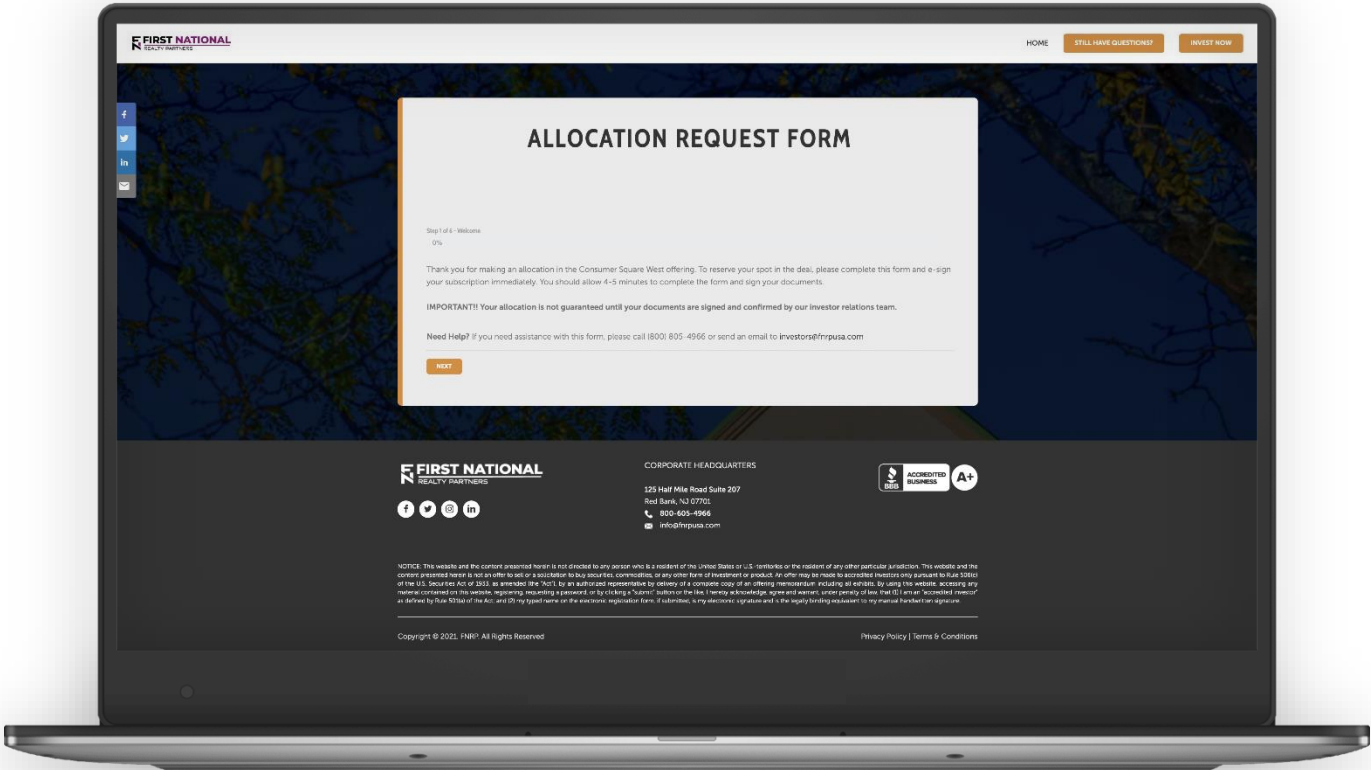
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INVEST NOW

51



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heritageparkdeal.com

INVEST NOW

53



EXECUTE DOCUMENTS

ASAP – Executed
Documents Due
Immediately



\$11.25M

Total Equity



15.2%

Targeted Annual Return

heritageparkdeal.com

INVESTMENT SUMMARY

54

\$24.5MM

Purchase Price

1.5x

Targeted Equity Multiple

3 YEAR

Targeted Hold Period

15.2%

Targeted Annual Return

5.7%

Targeted Average Annual
Cash Distribution

heritageparkdeal.com

HYPOTHETICAL INVESTMENT

55

\$1,000,000

HYPOTHETICAL INVESTMENT



15.2%

Targeted Annual Return

5.7%

Average Annual Cash Distribution

1.5x

Targeted Equity Multiple

\$1,505,414

Total Return

heritageparkdeal.com

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HERITAGE PARK SHOPPING CENTER

FEATURING

Raley's

Raley's

SUPERMARKET

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