





7.15%

cash flow

12.39%

projected internal rate of return

projected average

ment Memorandum which contains important risk disclosures and

and Direct Cash Investors



# Risks and Disclosures

This material has been prepared for accredited investors (generally described as having a net worth of over \$1 million dollars exclusive of primary residence) and accredited entities only. If you are unsure if you are an accredited investor and/or an accredited entity, please verify with your CPA and Attorney prior to considering an investment.

The information herein has been prepared for educational purposes only and does not constitute an offer to purchase securities real estate investments. Such offers are only made through the sponsors Private Placement Memorandum (PPM) which is solely available to accredited investors and accredited entities.

IRC Section 1031, IRC Section 1033 and IRC Section 721 are complex tax concepts, therefore you should consult your legal or tax professional regarding the specifics of your particular situation prior to considering an investment.

This material is not to be interpreted as tax or legal advice. Please speak with your own tax and legal advisors for advice/guidance regarding your particular situation.

There are risks associated with investing in real estate and Delaware Statutory Trust (DST) properties including, but not limited to, loss of entire investment principal, declining market values, tenant vacancies and illiquidity.

Investors should read the PPM carefully before investing paying special attention to the risk section.

Because investors situations and objectives vary this information is not intended to indicate suitability for any particular investor. Please speak with your CPA and Attorney to determine if an investment in real estate and DST properties is suitable for your particular situation/circumstances.

Past performance is not indicative of future returns.

Potential cash flows/returns/appreciation are not guaranteed and could be lower than anticipated.

There are significant limitations on the ability to sell or transfer interests.

Expected cash flows and returns may not be realized and a loss of invested capital is possible.

The Sponsor, Co-Sponsor, Master Tenant, Trustee & Affiliates will all receive substantial fees relating to the syndication, ongoing management and disposition of this offering.

This Offering is made to accredited investors only under Regulation D, Rule 506(c).

# For more information regarding this offering, please contact one of the following individuals:



## **REVA – Real Estate Value Advisors:**

## Stevens M. Sadler, CFA

Managing Director Toll Free: 866-842-7545 Direct: 804-302-5721 steve@revacompanies.com

## Christopher K.Sadler, MBA

Managing Director Toll Free: 866-842-7545 Direct: 804-302-5734 chris@revacompanies.com

## **Kay Properties and Investments, LLC:**

## **Dwight Kay, CEO and Founder**

Office: 1-(855) 529-1031 extension 1 Cell: 1-(310) 404-7297 Email: Dwight@kpi1031.com

## Chay Lapin, Senior Vice President

Office: 1-(855) 529-1031 extension 2 Cell: 1-(562) 882-7617 Email: Chay@kpi1031.com

# Jason Salmon, Senior Vice President and **Managing Director of Real Estate Analytics**

Office: 1-(855) 529-1031 extension 4 Cell: 1-(917)-837-1492 Email: Jason@kpi1031.com

# TABLE OF CONTENTS

Risks and Disclosures	2
Projected Cash Flows	4
Key Tenant Summary	5
Executive Summary	6-9
Aerial Map	10
North Charleston Overview	11
Faber Place Overview	12-13
Charleston Overview	14-21

# **REVA KAY Ashley Corporate Center DST**





10 Year Summary Projected Cash Flows											
	Projected NOI	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
NOI		551,843	649,802	673,136	692,317	716,153	735,044	788,377	934,318	967,846	1,009,437
	Tenant Improvement	228,400	65,459	133,831	23,456	25,636	233,372	356,092	151,416	26,538	29,730
	Leasing Commission	67,879	28,837	60,026	10,587	11,571	105,946	162,920	69,587	12,273	13,816
	Capital Reserves	13,521	13,521	13,521	13,521	13,521	13,521	13,521	13,521	13,521	13,521
	Contingency Reserves	-332,000	-40,000	-125,000	45,500	62,000	-225,500	-356,000	83,500	278,000	293,500
Proi	ected Cash Flow to DST	574,043	581,985	590,758	599,253	603,425	607,704	611,843	616,294	637,514	658,869
1 1	on Cash Return	6.75%	6.85%	6.95%	7.05%	7.10%	7.15%	7.20%	7.25%	7.50%	7.75%

# **REVA KAY Ashley Corporate Center DST**

# **Key Tenant Summary:**









South Carolina Department of Health & Human Services (SCDHHS) SCDHHS' mission is to purchase the most health insurance for citizens in need at the least possible cost to the taxpayer. The organization provides Medicaid to eligible low-income families and individuals.

Modulant

Modulant is an IT services and solutions company that specializes in data management, systems, integration, software development and IT staffing. The company was founded in 1989 and is based in North Charleston, South Carolina.

Transamerica Life Insurance Company

The insurance company provides an array of insurances including whole life, term life, universal life, accident, retirement and business insurance services. The company, previously known as Mutual Life Insurance, has been offering life insurance since 1858.

SunTrust (NYSE: STI)

SunTrust Banks, Inc. is an American bank holding company with SunTrust Bank as its largest subsidiary. Founded in 1985, the company operates nearly 1,500 bank branches across 11 southern states and Washington DC.



6

# **REVA KAY Ashley Corporate Center DST**

Location N. Charleston, SC **DST Investor Purchase Price** 8,500,000

**Debt Free Financing** 

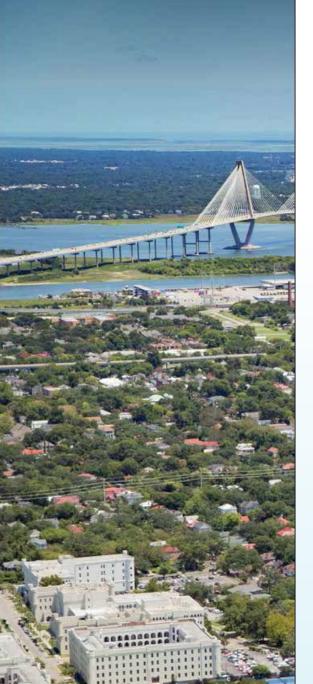
**Property Square Footage** 54,085 **Investor Price PSF** 143.29

**Investor Cap Rate** 7.39% **Leverage Ratio** 0.00%

Projected 10- Yr IRR 12.39% Projected 10 yr. Avg Cash 7.15%

Return





# EXECUTIVE SUMMARY REVA PROPERTIES



REVA Kay Ashley Corporate Center DST is an exceptionally rare investment opportunity that boasts the following attributes:

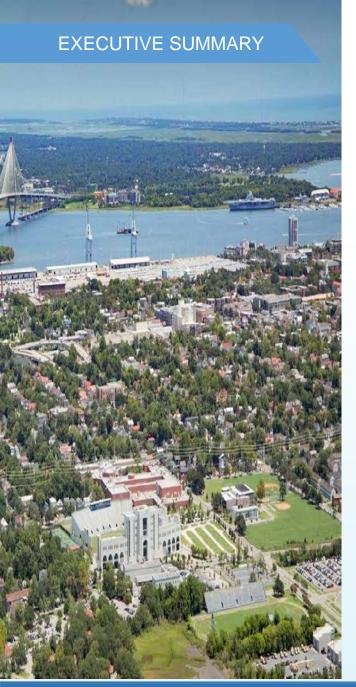
- All Cash Property No risk of lender foreclosure due to the property being 100% debt free
- Strong starting projected cash flow to investors
- Tremendous value add potential

The property is prominently positioned at the entrance of Faber Place Park, Charleston's premier office destination, which boasts many well known corporate tenants including Boeing, Cigna, Lockheed Martin and WestRock (formally MeadWestvaco).

The property encompasses over 54,000 square feet and offers three-story construction providing functionality for full floor or multi-tenant use. The structure has excellent glass lines with a well-lit lobby and contemporary interior up fits to accommodate top quality tenants.

The sponsor believes that there are many opportunities with this investment to potentially increase value and plans to renovate and update the elevator lobby areas, renovate and update the restrooms, improve the buildings landscaping as well as to power wash the sidewalks and common areas.

The property is being offered to investors with no debt and delivers attractive projected cash flow from the start. The all equity nature of this DST means there is no risk of mortgage default and exit timing can be flexible.





The REVA Kay Ashley Corporate Center DST has a quality rent roll with below market lease rates offering upside potential on renewal. The property is currently 76% leased to an array of well-known tenants which includes SunTrust Bank, Transamerica Life Insurance Company, South Carolina Department of Health & Human Services and Modulant as well as begins with an impressive 6.75% projected cash flow to investors.

The REVA Kay Ashley Corporate Center provides an opportunity to potentially grow cash flows and the investor's equity with an active asset management program that the Sponsor has utilized with similar properties in N. Charleston and throughout the country.

The most real time example of the strength of the Sponsor and the strength of the N. Charleston office market is as follows – Please note that past performance does not guarantee future results and that all investors should read the Private Placement Memorandum paying careful attention to the risk factors prior to investing:

In 2012, the sponsor purchased a similar property to the subject property, with a similar business model of potentially creating value through renovations and leasing up vacant space. The property was located in the same N. Charleston submarket as the subject property and was purchased with an occupancy rate of 35%. REVA addressed deferred maintenance and completed upgrades to the exterior of the building and the lobbies.

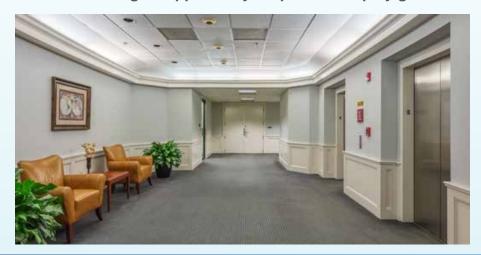
As a result, the property's occupancy skyrocketed and today the property is thriving with an occupancy rate of 100% to well known and established tenants such as Ingevity South Carolina, Beazer Homes and Charleston Regional Development.

# **EXECUTIVE SUMMARY**

Through repositioning the subject property the sponsor believes the investors of REVA Kay Ashley Corporate Center DST will be able to take advantage of Charleston's highly sought after Class A office market which boasts an impressive 5.2% vacancy rate allowing this asset the opportunity to potentially capitalize on the tenant demand for Class A space in this landlord's market.

The REVA Kay Ashley Corporate Center DST is expected to have a five to ten year investment horizon and is an ideal investment for:

- 1031 exchange and direct cash investors not wanting the risk of a lender foreclosure as the property is 100% debt free.
- Investors wanting strong starting projected cash flow of 6.75%.
- Investors seeking an opportunity for potential equity growth.









# **North Charleston Location Overview**



North Charleston is South Carolina's third largest city. The city is home to several of the state's major industrial centers and the aviation complex and is South Carolina's top city in gross retail sales. North Charleston is the most central location in the Tri-County Area and provides fantastic access to surrounding communities, excellent amenities, and diversified industry.

North Charleston boasts the best connectivity to the Tri-County Area. North Charleston is located at the highly traveled Interstate 26 and Interstate 526 interchange, which provides North Charleston with convenient access to the airport, Charleston, Mt Pleasant, West Ashley, Summerville, Daniel Island, and area beaches.

The aviation complex in North Charleston consists of the Charleston International Airport, U.S. Air Force Base component of Joint Base Charleston, the Charleston County Aviation Authority, and the adjacent Boeing South Carolina Complex. This complex is a key component to the success of North Charleston and a major driver of the area's economy.

As South Carolina's top city in gross retail sales with more than \$6.15 billion in gross sales, North Charleston is a favorite shopping destination and service town for vacationers visiting Charleston. The area includes more than 7,200 hotels rooms, Northwoods Mall, which includes more than 120 stores, and the Tanger Outlet Mall. North Charleston is also an entertainment hot spot as home to the Charleston Coliseum and North Charleston Performing Arts Center.

# **Nearby Amenities**

### Hotels:











## Shopping & Entertainment:















**CVS**/pharmacy

## Restaurants:





















# **Faber Place**



Faber Place is strategically located directly off of Interstate 526 near the Interstate 26 and 526 interchange, offering tenants seamless access to all of Charleston. Unlike the congestion and parking challenges experienced on the Peninsula, Faber Place offers corporate users the luxury of a short commute without the frustrations. Positioned just 10 minutes from executive housing on the Peninsula and Daniel Island, 15 minutes from Mt. Pleasant, and less than 20 minutes from Summerville and James Island, Faber Place is accessible to every employee.

Several large corporate users call Faber Place home, including, Boeing, WestRock, Cigna, Progressive, Pulte, Lockheed Martin, Charleston Metro Chamber of Commerce, SunTrust, IBM, MetLife, Cummins International, AAI Pharma, and Comcast. Corporate tenants value the area's extensive amenity list, abundant parking, and generous green spaces. Located nearby the park are several restaurants, the Tanger Outlets, a wealth of hotels, and the Charleston International Airport. Faber Place is the center of the North Charleston office market.



















**MetLife** 









10 Minutes from executive housing on the Peninsula & Daniel Island



15 Minutes from Mt. Pleasant



20 Minutes from Summerville & James Island

# **Noteworthy Charleston Accolades**





World's #2 **Best City** 2014

- Travel +Leisure, July 2014

Best City in the U.S. & Canada 2015, 2014, 2013

- Travel +Leisure

Greatest Places to Live in America

- Outside Magazine, August 2014

# **CHARLESTON OVERVIEW**



## CHARLESTON, SC - AN EMPLOYMENT GENERATOR

- \*\* #2 Most Moved to State (South Carolina) United Van Lines, January 2015
- Astounding Population Growth Charleston MSA produced a 33% growth rate between 2000 and 2014
- ›› Committed Corporate Growth Boeing, Daimler and Volvo will collectively create more than 15,000 jobs in Charleston









# Boeing, Volvo, & Daimler – Major Public Investments



Charleston provides businesses with a one-of-a-kind location in a business friendly state with an excellent transportation network. With one of the lowest corporate tax rates in the nation, highly competitive wages for workers, and low unionization, it is no surprise Charleston continues to attract and recruit new business. Charleston's port location, attractive incentives, connected infrastructure, skilled workforce, and low unionization rates make the area a premier relocation and expansion destination for manufacturers.

# **SOUTH CAROLINA:**

#9 PRO-BUSINESS STATES
- POLLINA CORPORATE, JULY 2014

# OVER THE PAST SEVERAL YEARS, BOEING, DAIMLER, AND VOLVO HAVE CREATED AND ANNOUNCED MORE THAN 15,000 JOBS IN THE CHARLESTON TRI-COUNTY REGION.

In 2011, Boeing opened its North Charleston manufacturing, assembly, and delivery site for Boeing commercial aircraft in the eastern United States. The plant serves as one of two final assembly and delivery point for the Boeing 787 Dreamliner. Boeing directly employs 8,200 people in Charleston and creates another 20,000 jobs regionally through spin-off industries in every sector. Boeing alone accounts for more than \$11 billion in economic activity in the local Charleston economy, and the company continues to expand in its North Charleston location. Boeing's investment in South Carolina was paramount for the city of Charleston and the state of South Carolina, and other manufacturers took notice.

Daimler announced in March of 2015 its plans to invest \$500 million in a new plant at the North Charleston site. Daimler will add 1,360 jobs to the 140 that already work at the site to manufacture the popular Mercedes-Benz Sprinter vans. Construction of the plant will begin in 2016. Daimler stated training options and location were a key to the decision to invest in Charleston.

In May of 2015, the state of South Carolina achieved one of its biggest economic development wins since Boeing, as Volvo announced that it will build its first North American Manufacturing plant off Interstate 26 in Berkeley County. The \$500 million investment will employ around 4,000 people. Volvo cited Charleston's port location to transport vehicles, Clemson University's International Center for Automotive Research, Trident Technical College in North Charleston where Boeing workers are trained in programs designed specifically for the company, BMW and other manufacturer's success in the state, and economic incentives as key factors in deciding on the



laaatian







## CHARLESTON - A TOURIST DESTINATION

- "Best City in the United States" 2013, 2014, and 2015 Travel+Leisure Magazine
- >> 4.5 million visitors annually
- "A city that embodies southern charm, cosmopolitan culture and offers some of the finest restaurants in the world"
- Top City in the U.S. for Foodies Condé Nast Traveler





# **CHARLESTON OVERVIEW**

Charleston, South Carolina is the oldest and second largest city in the state of South Carolina and the principal city in the Charleston-North Charleston-Summerville MSA, which consists of Charleston, Dorchester, and Berkeley counties. The MSA is commonly referred to as the Tri-County Area.

Charleston's strategic location in the Charleston Harbor at the confluence of the Ashley and Cooper River provides direct access to the Atlantic Ocean. This unique location combined with a fantastic quality of life and growing economy has propelled Charleston's exciting growth story.

The city embodies both southern charm and cosmopolitan culture, achieving Travel+Leisure magazines top honor as the Best City in the United States and Canada for three years running. Charleston is highly regarded for its rich history, well-preserved architecture, world-class dining, and friendly, genteel people. More than 4.5 million people visit Charleston annually, and it is estimated that the tourism industry generates an economic impact of \$3.22 billion. Charleston's unmatched amenities and lifestyle make it an ideal place to visit and an even better place to live, work, and play.

The resurgence of Charleston over the past decade can largely be attributed to the success of the deep-water Port of Charleston and investments made by major industries to the local economy, such as Boeing. Charleston's economy has continued to diversify and is known for its strong tourism industry, one of the Southeast's most impressive medical hubs, several universities, explosive manufacturing growth, burgeoning information technology and security industry, world-renown port, and large military presence. The city boasts a fast-growing, skilled workforce and is experiencing explosive growth in all occupations at rates nearly double the state's and nation's.

# TRAVEL+ LEISURE

# **BEST CITY**

in the United States and Canada

three years running.

Charleston's population has grown 33% between 2000 and 2014



Charleston's fantastic location along the Atlantic coast half-way between New York and Miami provides unparalleled access to world markets. Charleston boaSts the most productive port in North America, a growing international airport, and an integrated rail and highway system.

The Port of Charleston is a key economic engine for the state of South Carolina, creating nearly \$12 billion in wages, and more than 260,000 jobs throughout the state are related to the Port of Charleston.

The Charleston International Airport averages more than 100 daily flights with non-stop service to 24 airports and 19 cities in the United States and Canada.

Charleston's railways provide an integrated intermodal transportation network, linking the Port of Charleston to inland locations. By highway, Charleston is connected to all major markets along the eastern seaboard. More than 150 trucking firms service the Charleston market due its accessibility to Interstate 95, the longest north/south highway in the United States, and Interstate 26, a major east/west thoroughfare through South Carolina linking CBD Charleston to Interstates 95, 77, 20, 85, and 40.

Potential cash flows/returns/appreciation are not guaranteed and could be lower than anticipated. Please read the Private Placement Memorandum paying attention to the risk factors prior to investing.

# For more information regarding this offering, please contact one of the following individuals:



## **REVA – Real Estate Value Advisors:**

Stevens M. Sadler, CFA Managing Director Toll Free: 866-842-7545 Direct: 804-302-5721 steve@revacompanies.com

Christopher K.Sadler, MBA

Managing Director Toll Free: 866-842-7545 Direct: 804-302-5734 chris@revacompanies.com

## **Kay Properties and Investments, LLC:**

**Dwight Kay, CEO and Founder** Office: 1-(855) 529-1031 extension 1 Cell: 1-(310) 404-7297 Email: Dwight@kpi1031.com

**Chay Lapin, Senior Vice President** Office: 1-(855) 529-1031 extension 2 Cell: 1-(562) 882-7617 Email: Chay@kpi1031.com

Jason Salmon, Senior Vice President and **Managing Director of Real Estate Analytics** 

> Office: 1-(855) 529-1031 extension 4 Cell: 1-(917)-837-1492 Email: Jason@kpi1031.com

Please visit www.kpi1031.com to register and access the full offering materials which detail the business plan and risk factors of an investment.

This investment is only available to accredited investors under Regulation D, Rule 506(c).

Thank you for your time.

