

GW CAPITAL

MHP FUND 1

Diversified manufactured housing communities & self-storage
HIGHER SPLITS For Every GW Investor!

www.gwcapital.com/mhpfund1

Agenda

- **Fundamentals of the Deal**
  - **Cash Flow & Fund Progress**
  - **Market & Deal**
  - **Tax Considerations**
- Timeline & Next Steps
- Q&A



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Param Baladandapani
CEO GW Capital

Param Baladandapani is a Radiologist in Southern California who while working full time and raising two young kids built a multimillion dollar real estate portfolio that helped her become Financially Independent at 41.

GW CAPITAL



She is **Founder & CEO of GW Capital and GenerationalWealthMD** where she has helped thousands of physicians accelerate towards financial freedom by building real estate portfolios that work for them.

Over the last decade, she has invested in Single family & Multifamily Apartments as well as development projects in multiple domestic and international markets with over **2900 doors under management in partnership.** Physicians in the community have acquired over **$530 million** of real estate and are building the life of their dreams.

GW CAPITAL PORTFOLIO

TOWNHOMES AT BLUEBONNET



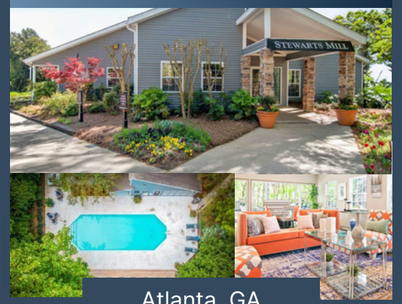
DFW METROPLEX
114 Units
$35,200,000

DAWSON FOREST



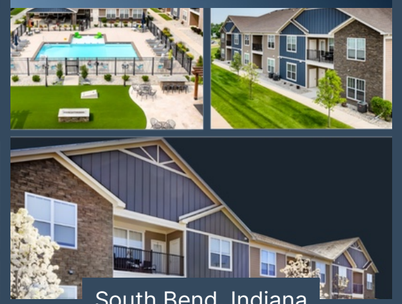
Dawsonville, GA
168 Units
$52,000,000

STEWART'S MILL



Atlanta, GA
188 Units
$28,200,000

THE PARK 33



South Bend, Indiana
188 Units
$33,250,000

ELEVATE GREENE



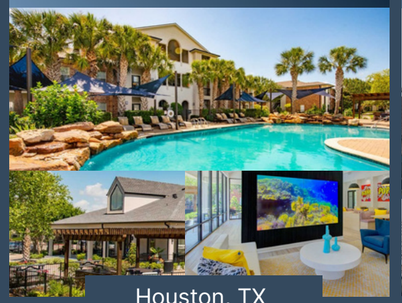
Atlanta, GA
252 Units
$57,250,000

ELEVATE AT EAGLE'S LANDING



Atlanta, Georgia
167 Units
$39,250,000

CORTLAND MED CENTER



Houston, TX
344 Units
$50,000,000

CORTLAND VIZCAYA



Houston, TX
312 Units
$51,000,000

PELHAM PLACE



Greenville, SC
281 Units
$35,480,000

THE MESA PORTFOLIO



Mesa, AZ
135 Units
$33,000,000

VILLAS AT SUNDANCE



Austin, TX
252 Units
$33,000,000

THE HAMILTON



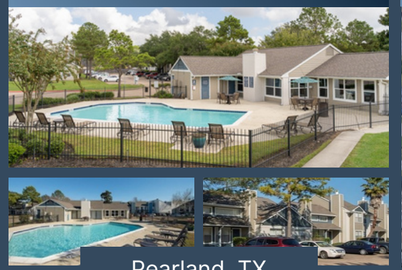
Nashville, MSA
232 Units
$41,250,000

DISCOVERY AT WEST RD.



Houston, TX
280 Units
$44,000,000

WHISPERING WINDS



Pearland, TX
286 Units
$38,500,000

MHP FUND 1



The GW Difference

We're hyper focused on Asymmetric Risk Return using conservative debt – because we're long-term investors, speculation isn't an investing strategy." Param Baladandapani, CEO GW Capital



Personalized Higher Returns

- Personalized Portfolio
- **Preferential Returns**
- Education focused so you can customize your portfolio
- **Tax efficient returns**



Vetted Low Risk Strategy with Diversification

- Multifamily acquisitions, No development
- Exclusive focus on High quality properties in prime, growth locations
- Diversification across Operators, markets & cycles



Conservative Debt & Capital preservation

- Low leverage
- Preference for long-term, fixed-rate debt with full-term interest-only payments
- Prioritizing capital preservation over risky returns



White Glove Investor Experience

- Monthly distributions via ACH or check
- Monthly email updates and quarterly reports
- **Single K-1** by April 15
- Less than 24 hour response times & Single Fund Portal

At a Glance

GW CAPITAL

2022
Year Founded

>24%
AAR of Partners

$530M
Portfolio in partnership

2,900+
Doors in Partnership

20,000+
Community

300+
Investors

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Fast Tracking Financial Freedom with Real Estate Syndication

www.gwcapital.com/guide



PARAM BALADANDAPANI MD

BUY BOX
VETTING MARKET, DEAL, SPONSOR
DUE DILIGENCE CHECK LIST

GW Gives - Our Charitable Mission



Empowering Children with disabilities in rural India through **healthcare and education initiatives.**

Your support and trust in **GenerationalwealthMD & GW Capital** makes this mission possible!

GW CAPITAL PARTNERSHIP WITH CVC

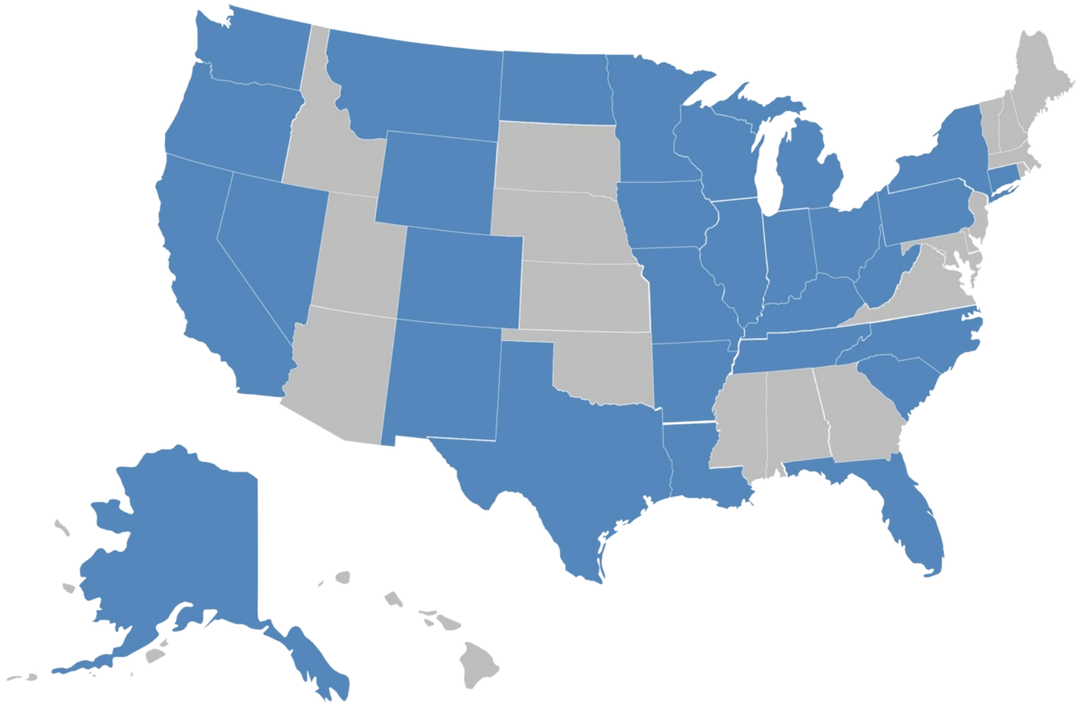
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Crystal View Capital

Crystal View Capital

Crystal View Capital is a private equity real estate firm known for its vertical integration and primary focus on acquiring and managing underperforming manufactured housing communities and self-storage facilities throughout the United States.

Our key operating principles foster a unique culture that sets us apart. Our one firm approach ensures seamless collaboration from corporate to individual properties, driving results. We prioritize our reputation, honor our commitments, and view each experience as a chance for improvement. We align with our stakeholders through a meritocracy, setting and rewarding ambitious goals.



$350M+
Capital Raised

$600M+
AUM

120+
Total Assets

28K+
Total Units/Sites

150+
Employees

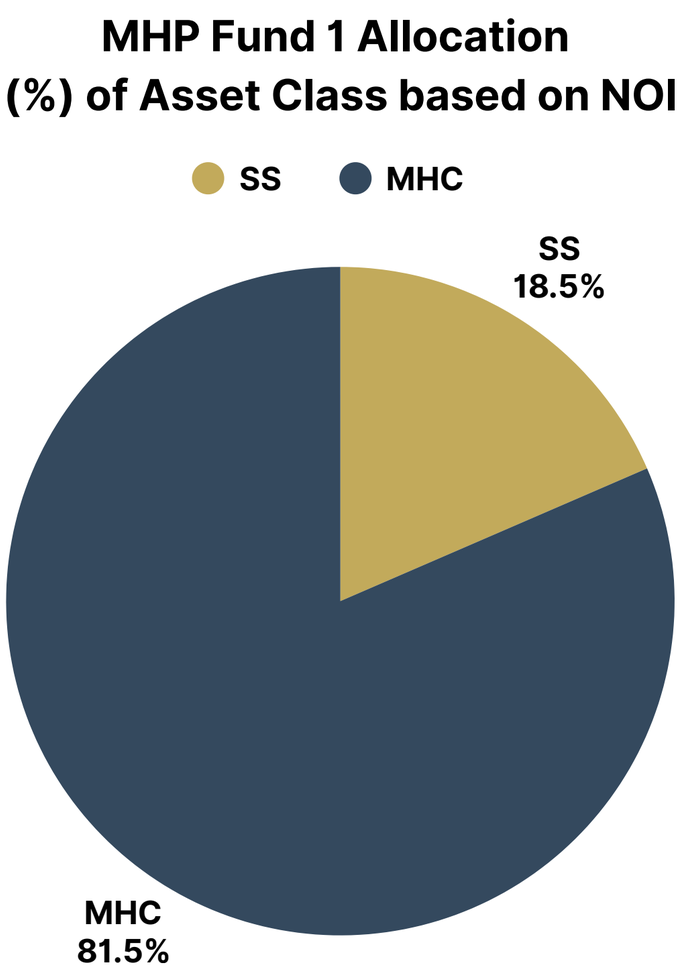
31
States

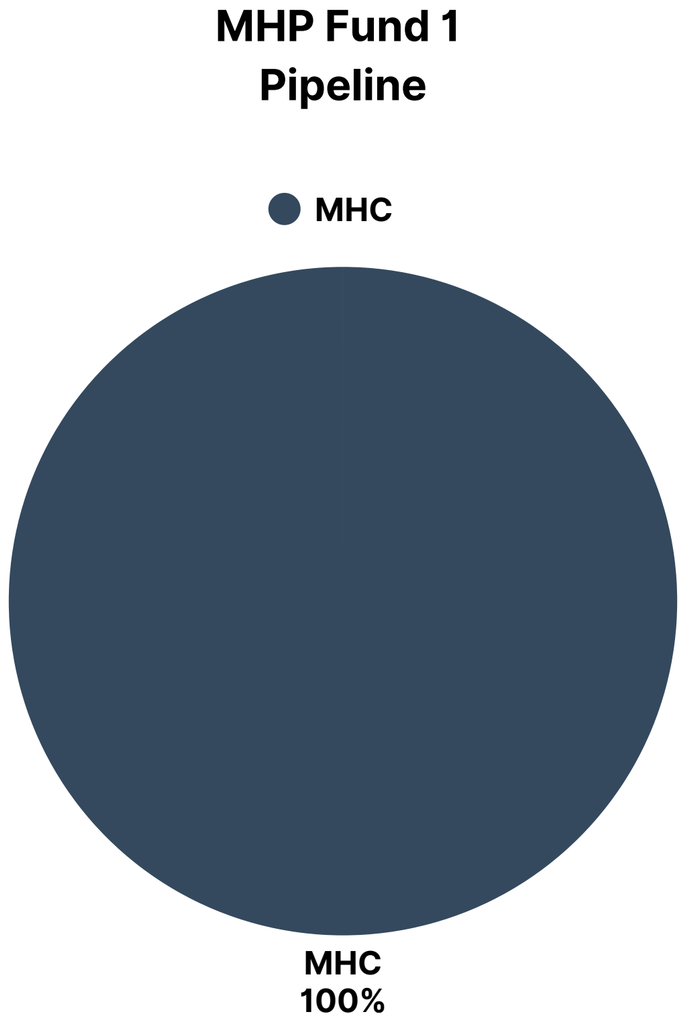


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Why invest in MHP & Self storage ?

Asset Breakdown





Pillars of MHC

Mispriced Asset Class

- Stigma and small deal sizes create limited competition
- Institutional capital largely ignores $5M–10M parks
- Results in attractive entry points and outsized returns

Limited Supply

- Zoning laws and **NIMBY** sentiment make new parks nearly impossible to build
- Creates a government-enforced oligopoly — a rarity in real estate

Essential Housing in an Unstable Market

- Offers a Class B/C lifestyle at Class D prices
- Growing demand as **affordability worsens** across the country

Sticky Tenancy, Predictable Cash Flow

- Despite the name, mobile homes rarely move
- Owners pay lot rent, require low maintenance, have low turnover, and provide steady income to investors

Strong Upside Through Optimization

- Many parks are still mom-and-pop owned and operated
- Institutional practices unlock significant upside and NOI growth through process automation, adding homes (infill), billing back for utilities, expense controls, and rent optimization

Tax Advantages

- MHC's are one of the most tax-advantaged asset types in CRE, as a significant portion of parks are usually infrastructure (i.e., electrical, sewer, roads, etc) which currently receive a 100% bonus depreciation under the BBB. *Consult your tax professional as we do not offer tax advice.*





MHC Market Outlook

Financing & Affordability

• As of July 2025, the average U.S. home value is up 0.3% YoY, outpacing income growth and contributing to the affordability crisis.
• High mortgage rates create a “lock-in effect”, reducing supply as homeowners with low-interest mortgages are reluctant to sell. Key factors influencing affordability: **low housing inventory, high loan rates, and rising home prices.**
• **Construction costs of manufactured homes are ~35-75%** of a comparable stick-built home.

Market Demand & Supply

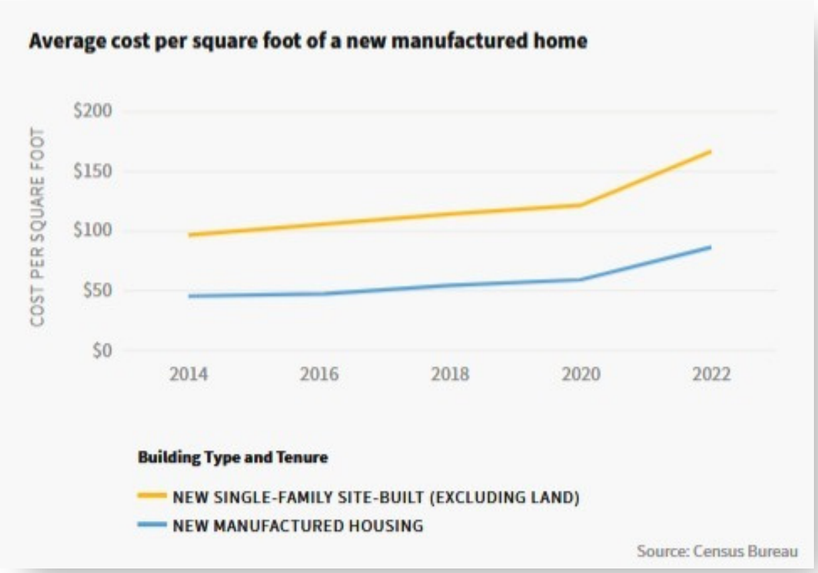
• Average home prices in MHCs are around **$120K versus over $400K** for single-family homes, highlighting affordability gaps.
• MHC development remains limited to **high barriers to entry**. In addition to NIMBY, municipalities are typically against MHC’s, as community residents’ homes are taxed as chattel (i.e. personally property), rather than ad valorem real estate taxes, which is significantly higher.

Community & Population

• **~20.6M people live in MHCs**, across ~44,000 communities in the U.S.
• Nearly **one-third of U.S. households (over 42M) are cost-burdened,** spending more than 30% of income on housing.

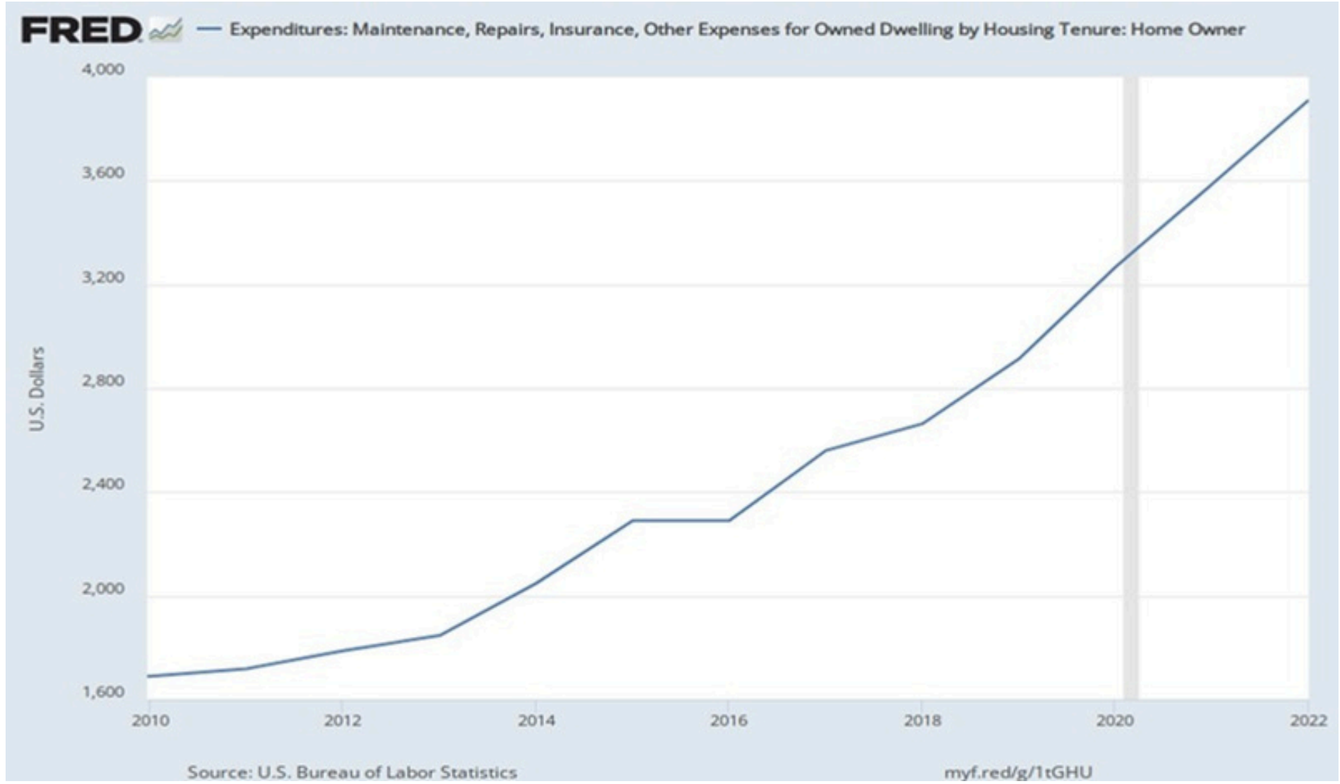
Housing Market Trends

• The U.S. housing market faces a **severe shortage of over 4.7M homes**



Rising Homeownership Costs

- The cost of living and maintaining a house (particularly for medium and low-income Americans) has been driven up.
  - Insurance
  - Utilities
  - Repair/ Replacement costs



Supply & Demand

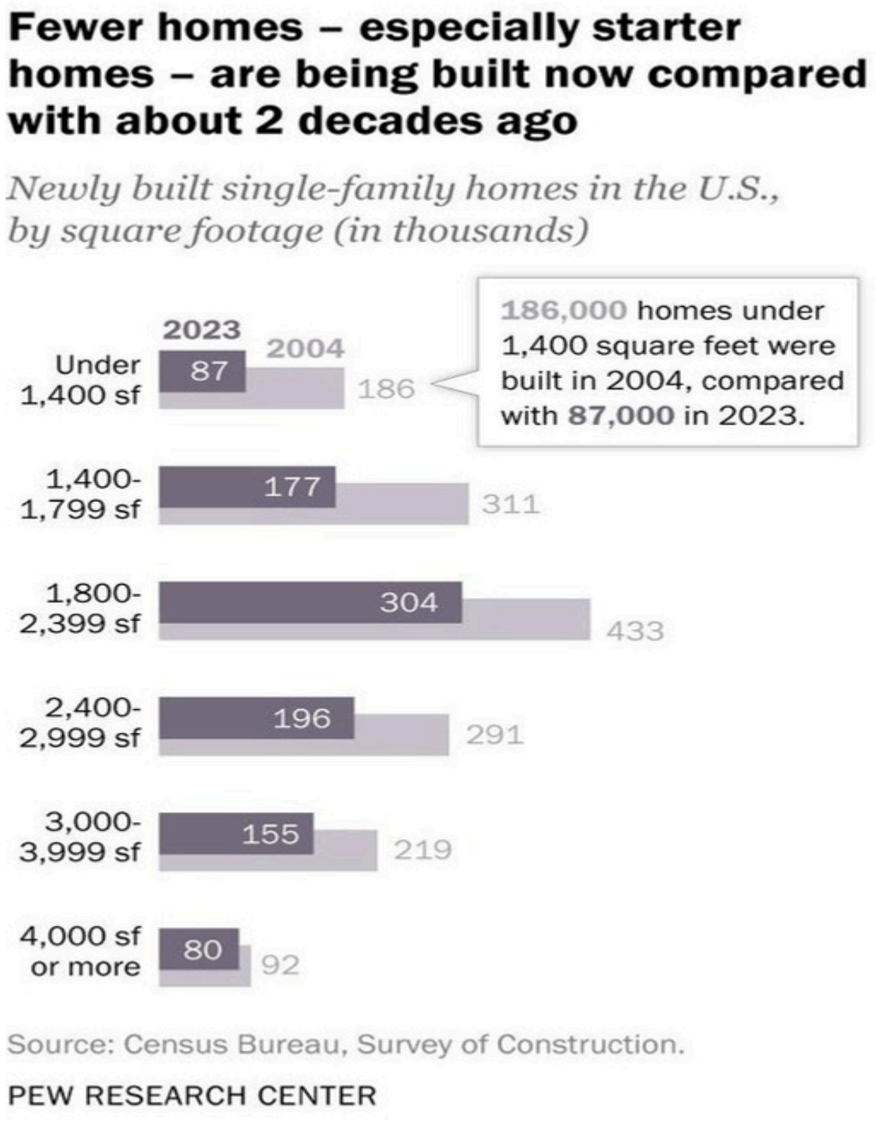
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Housing Supply is Extremely Constrained at the Lower End, Yet Demand Continues to Increase

- Housing Shortage (new builds are down since 2008 and less homeowners are listing their homes today)
  - Down payments higher than ever
  - Loan Requirements more robust than ever
- Many rent in the short term, but desire longer term options
- MHCs typically offer a 30-50% discount to comparable housing stock (2/2s)

"Since the Great Recession, the economy has expanded greatly, but the housing market still has not recovered. Since 2011,residential housing construction has increased, but only gradually, and not enough to meet demand."- **Freddie Mac Research Report Q2 2024**

"Prices aren't falling because the market is stuck. Demand has been reduced by high mortgage rates, but supply is even more restricted because of severe underbuilding in the 2010s, relative to population growth. High prices, high mortgage rates and a shortage of homes: Combined, they've created today's crisis of affordability." - **J.P. Morgan**



The Case for MHP

While mobile home communities are often misunderstood due to outdated stereotypes, the reality is that many are well-maintained, safe, and welcoming neighborhoods that offer a high quality of life.

Perception



Mobile home parks often have a negative stigma due to stereotypes about build quality, the socioeconomic status of residents, and the general condition and management of the parks.

Reality



Properties can vary widely in quality and amenities, ranging from basic sites with few services to well-maintained communities with features like clubhouses, pools, and playgrounds.

Self-storage Market Outlook

2025 Market Stabilization

• After three years of post-pandemic volatility, the sector is stabilizing.
• Rental rates have seen modest growth over the last three months, with seasonal declines expected in coming months.

Regional Insights

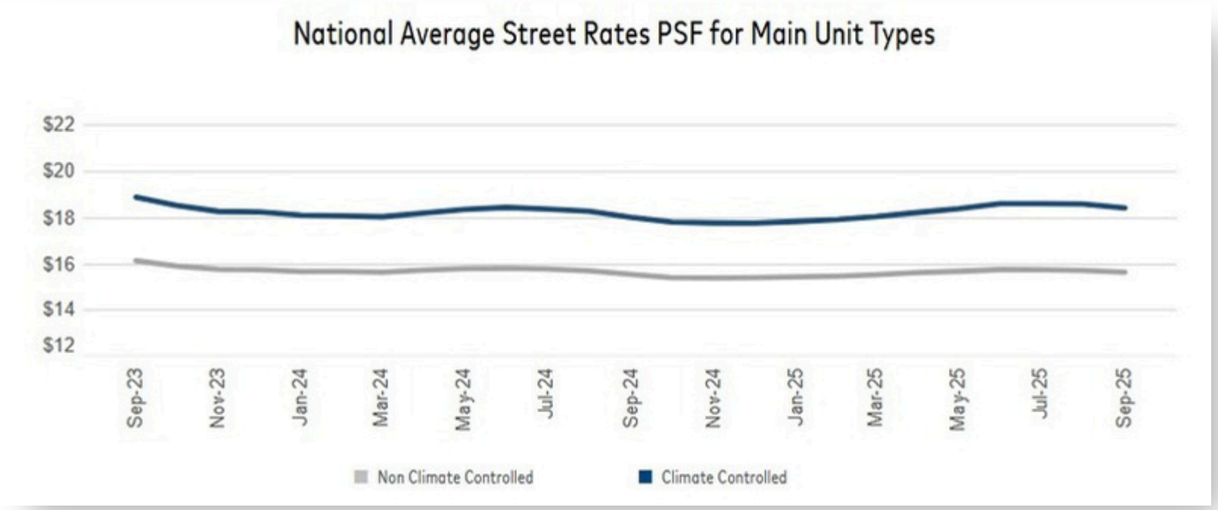
• Midwest & Northeast regions leading recovery, stronger occupancy and rate growth.
• Sunbelt markets are lagging due to past oversupply and in-migration; absorption is normalizing.
• 2026 expected to see a typical leasing season, supported by housing turnover and apartment leasing trends, with metro-level variations based on new supply, migration, and local economic factors.

Transaction & Deal Flow

• Deal activity picking up, bid/ask spreads slightly compressing.
• Buyers remain conservative in underwriting, keeping transactions muted.

Supply Outlook

• New construction accounts for 2.6% of national stock (down from 2023-2024).
• Forecasted deliveries through 2029 <2% of national stock, indicating tighter supply.



MHP/ Self Storage Fund Portfolio as of 3Q26

Total Assets	**28**
Gross Asset Value	**$195,982,799**
Storage Units	**2,173**
MHC Sites	**2,194**
Total Debt %	**39.4%**



CVC Fund IV Progress to Date

Monthly cash flow from stabilised, income-producing properties

$130,496,444

Investor capital contributed

$15,408,842

Distributions paid to date

8.1%

NOI growth

$82,775,000

Pipeline: 6 MH deals, 1,574 sites (3 under contract, 3 in PSA negotiation)

All figures as at 30 September 2026. Pipeline deals have not closed and may not close. Past performance is not indicative of future results.



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How are my returns higher?

HIGHER SPLITS FOR GW INVESTORS

Every GW Capital Investor will get Higher Profit Splits!

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HIGHER SPLITS FOR GW INVESTORS

Allows Investors to Match Investment Goals

Investing Directly (Class A)

$100K Min

- 7% Preferred Return
- 60% / 40% Profit Split

Class A

$50K Min

- 7% Preferred Return
- 65% / 35% Profit Share

Class B

$250K Min

- 7% Preferred Return
- 70% / 30% Profit Share

GW Capital (Class C)

$500K Min

- 8% Preferred Return
- 75% / 25% Profit Share

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Investment Offering

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Investment Classes			
	Class A	**Class B**	**Class C**
Min Investment:	$50K	$250K	$500K
Preferred Return:	7%	7%	8%
Profit Share (LP / GP):	65% / 35%	70% / 30%	75% / 25%
Distributions:	Monthly	Monthly	Monthly
Tax Reporting:	Single K-1	Single K-1	Single K-1

Investor Returns

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		Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7
CLASS A $100K	**Annual Percent Return**	7%	7%	7%	7%	7%	7%	7%
	Annual Distribution	$7,000	$7,000	$7,000	$7,000	$7,000	$7,000	$7,000
	Profit Share (LP / GP)							65% / 35%
	Distributions paid monthly via ACH or check							
CLASS B $250K	**Annual Percent Return**	7%	7%	7%	7%	7%	7%	7%
	Annual Distribution	$17,500	$17,500	$17,500	$17,500	$17,500	$17,500	$17,500
	Profit Share (LP / GP)							70% / 30%
	Distributions paid monthly via ACH or check							
CLASS C $500K	**Annual Percent Return**	7.8%	7.8%	7.8%	7.8%	7.8%	7.8%	7.8%
	Annual Distribution	$39,200	$39,200	$39,200	$39,200	$39,200	$39,200	$39,200
	Profit Share (LP / GP)							75% / 25%
	Distributions paid monthly via ACH or check							

Higher Splits for GW Investors

Realized Investments

Fund[1]	No. of Assets	MOIC	IRR
Fund I	20	3.4x	70.3%
Fund II	21	2.5x	82.2%
Fund III	4	1.8x	28.3%
Total Avg.	**45**	**2.5x**	**66.3%**

(1) As of 12/31/2025. Figures reflect property level metrics weighted by purchase price. Figures are not representative of investors' actual return.

Track Record

Fund	Launch Date	Lifecycle	Current Assets	Total Units/Sites	Gross IRR	Gross MOIC
Fund I[1]	2014	Full Cycle	21	2,400+	47.9%	3.5x
Fund II[2]	2017	Operating	23	5,800+	22.3%	2.7x
Fund III[2]	2020	Operating	59	14,400+	19.8%	2.0x
Fund IV (projected IRR/ MOIC)	2023	Operating	28	4,300+	21.5%	3.0x

Fund I featured as one of the Top Performing Private Real Estate Funds under $250M by Net IRR (Vintages 2013-2018) by Preqin.

1. Fund performance from inception through 03/31/2021; figures are un-audited and obtained through our independent
2. Fund performance through 9/30/2025. Return projections related to asset values, revenue, and profitability levels are generated using a number of assumptions and no assurances can be given that the future results indicated will be achieved. Projections for the funds are preliminary (subject to change) and subject to several assumptions including, but not limited to: 5.0% revenue growth; 2.0% expense growth; No additional acquisitions; Portfolio exit in 2028 (6 additional years; 8-year total fund life); Exit cap rates of 6.0%; Significant cash out refinance activity in 2025 and 2026 with no reinvestment of refinance proceeds

CVC's Achieved NOI Growth

8.1%

NOI growth, as at 30 September 2026

- **Revenue:** driven by existing customer rate adjustment and rate optimization, supported by occupancy infill gains, utility bill backs to tenants
- **Expenses:** reflecting modest inflation offset by continued operational efficiencies and expense controls
- **NOI:** 8.1% growth as at 30 September 2026, driven by disciplined management and margin enhancement



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Why do we love this deal?

Investment Strategy

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1. **Targeting Off-Market Deals, Solid Pipeline**
   $82.8M pipeline: 6 MH deals, 1,574 sites

2. **Vertically Integrated**
   Acquisition, Asset Management In-House

3. **Increased Free Cash Flow**
   6%+ Cash-on-Cash Return Day 1

4. **Strong Track Record**
   Average 66% IRR

5. **GP investment along side LPs**
   > $2 million GP equity



Long-term Thesis

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Acquisition Opportunity

- $82.8M pipeline across six MH deals (1,574 sites).
- Over 92% of our deals are sourced off-market.
- Vast majority of sellers are mom and pop owners who are a part of an aging population – many are looking to retire or have passed away.



Demand for Affordability

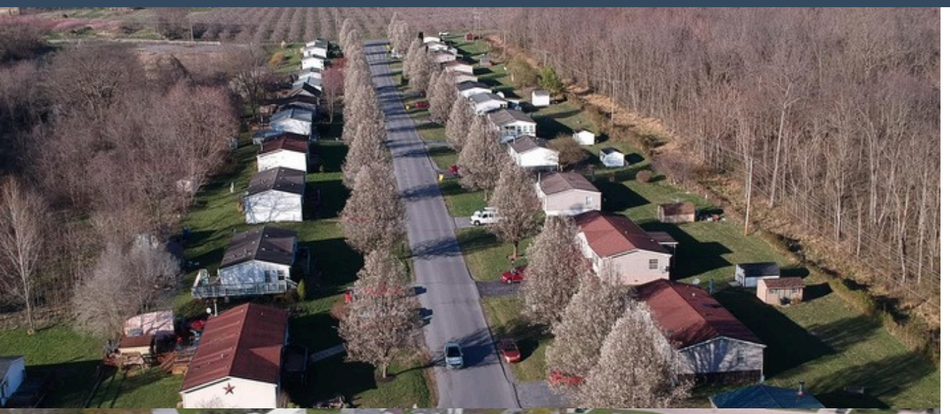
- The US housing market is grappling with an affordability crisis as skyrocketing home prices and rents outpace wage growth
- Many struggling to secure stable housing. MHC helps ease this issue.



Institutional Appeal

- Given the market fragmentation that has thus far hindered institutional investors from entering the Manufactured Housing Community sector.
- There is a substantial opportunity to amass a significant portfolio of assets and subsequently capitalize on a sale to large institutions.

Market Highlights

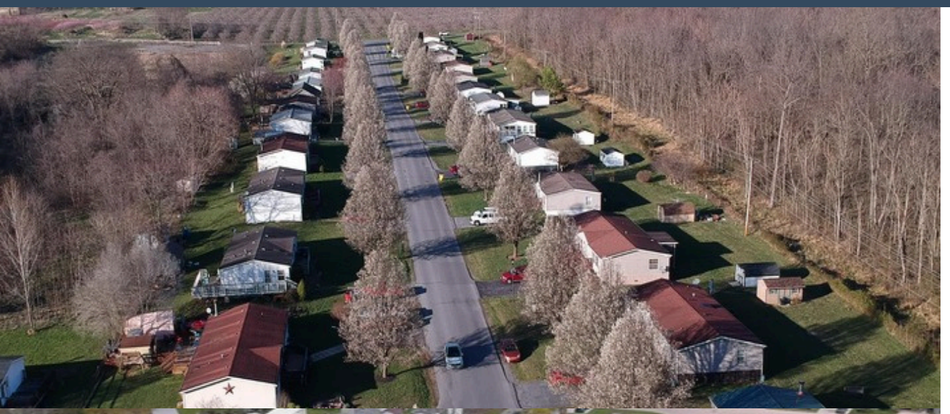






- **Nationwide, multi-market coverage:** The fund targets diversified exposure across multiple U.S. regions and demand drivers (jobs, migration, household formation).
- **Resilient, needs-based sectors:** Focus on manufactured housing communities and self-storage—asset classes that have historically exhibited durable occupancy and pricing through cycles.
- **Secondary & tertiary submarkets:** Intentional bias toward fragmented, mom-and-pop ownership bases where competition is lower and operational upside is higher.
- **Favorable supply/demand dynamics:** Constrained new MHC supply in many jurisdictions and short-lease, dynamic-pricing characteristics in storage enable more rapid revenue optimization.
- **Everyday-needs proximity:** Target assets near essential retail corridors and major arterials, supporting steady demand for both long-term housing (MHC) and transitional/overflow storage use cases.

Investment Highlights







- **Off-market edge & basis discipline**: The fund continues to acquire primarily off-market; the previous fund reported **90%+ off-market** acquisitions—reducing auction pressure and supporting disciplined entry pricing.

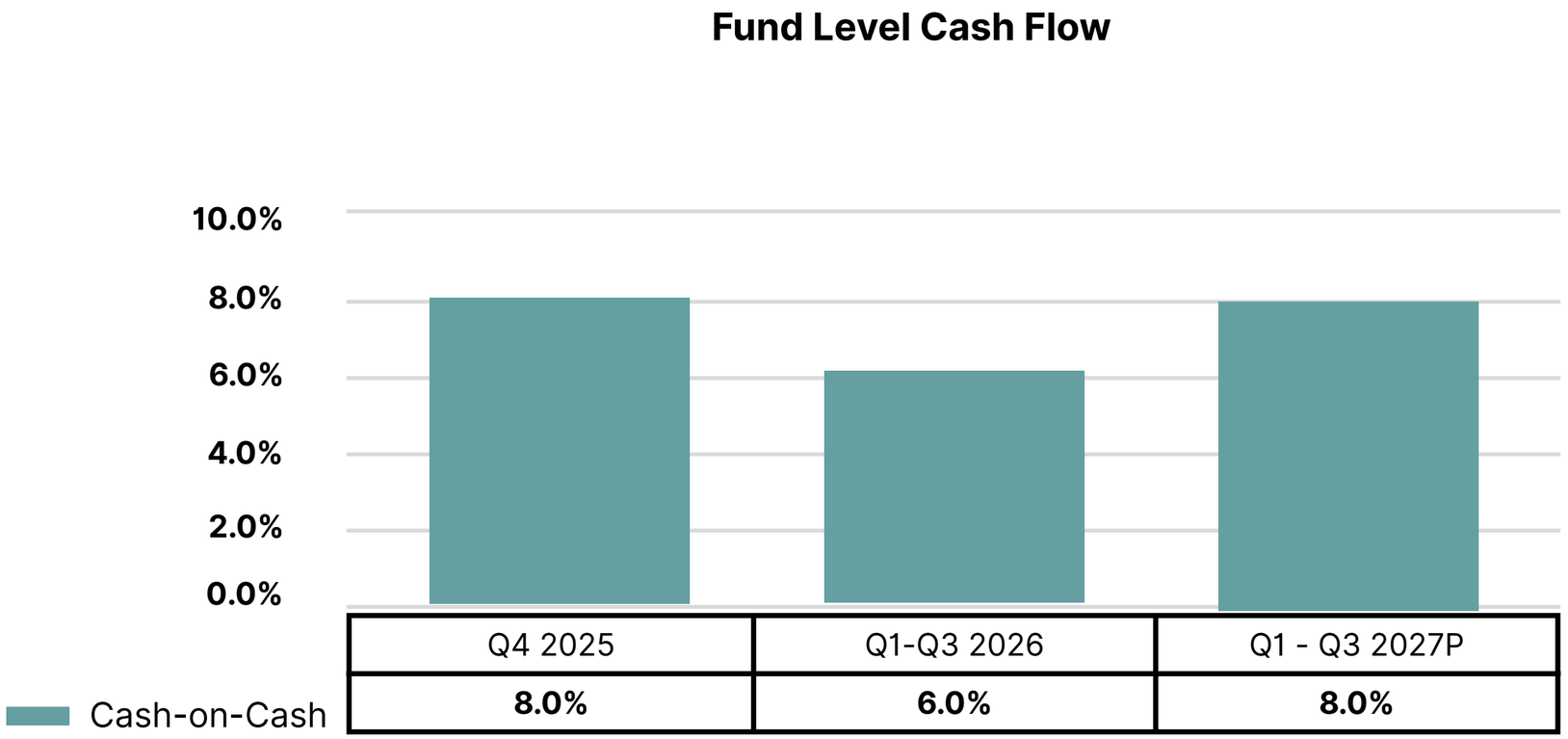
- **Vertical integration:** The fund employs a vertically integrated approach, from acquisition through asset/property management, to drive NOI via rent-to-market, expense controls, and focused capex.

- **Program momentum:** As at 30 September 2026, **$130.5M investor capital contributed** and **$15.4M distributed to date**, with 8.1% same-store NOI growth (past performance is not indicative of future results).

- **Scale & diversification:** Multi-state footprint and a growing portfolio support pipeline depth, risk dispersion, and multiple exit pathways.

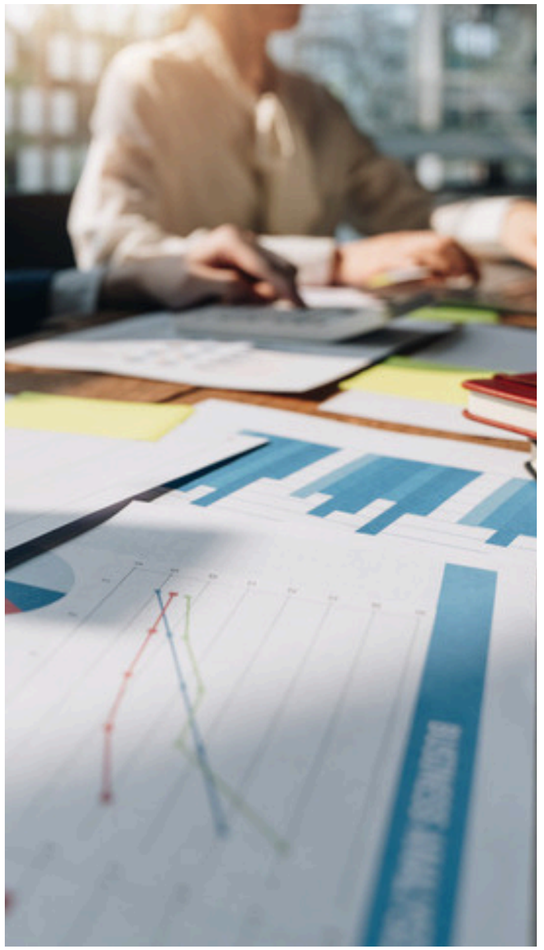
Fund-Level Cash Flow

Fund IV is currently producing strong cash flows from operations, while also investing heavily in acquisitions and long-term value creation



Business Plan - Value add

- **Acquire right, then operate better:** Leverage primarily off-market sourcing to secure favorable basis; execute a repeatable operational playbook across MHC and storage.
- **MHC Revenue optimization:** align lot rents to market, improve collections, infill vacant pads, and enhance community curb appeal.
- **Storage Revenue optimization:** Storage: dynamic street/online pricing, tenant insurance attachment, and fee policy compliance.
- **Expense & efficiency levers:** Utility bill-backs/sub-metering where applicable, contract re-bids, centralized operations/marketing, and tech-enabled workflows.
- **Harvest pathways:** Value realization via refinances (when supported by NOI), selective asset sales, and portfolio roll-ups to institutional buyers over the fund's hold period.
- **Risk management:** Diversified asset mix and geography, conservative leverage at the deal level, ongoing monitoring—plus our FoF adds a second layer of diligence and investor communications.
- **Returns:** Deliver **monthly cash flow** from **stabilized**, already **cash-flowing assets**.





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How Do We Drive Value Creation?

Case Study (Wisconsin MHC)

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Property Overview

Total Sites	**292**
Asset Class	**MHC**
Location	**Wisconsin**

- **Optimized rents** through premium lot differentiation.
- Remote management and local support improved quality and reduced costs.
- Enhanced **in-house maintenance** and utilized regional synergies.
- Planned expansion of **16 additional pad sites** for growth.
- Asset shows disciplined execution, **expense management,** and growth potential.





Net Operating Income[1]

Estimated Y1 NOI	**178%**
Estimated Y2 NOI	**31%**

- Additionally, a **59% increase in NOI growth executed in Q4** driven by **34.7% uplift in rental income** as we continue to implement our year-one rent adjustments upon resident lease expirations
- We estimate **NOI to grow 178%, which would correlate to an estimated $11.7M in value created at a 5.25% cap rate.**

1. Current valuation is derived from the projected Year 3 stabilized NOI at underwriting, reflecting anticipated rent growth and operational stabilization under the business plan that is not reflected in current financials.

SS Case Study

Overview	
Property	Speedway Storage & Racetrack
Location	Cheyenne, WY
Units	284
Rentable SQFT	49,825

	Acquisition NOI	Current NOI	Growth
NOI	$166,857	$298,742	79%





Value Add Strategy:

- A unique storage and commercial property with both traditional self-storage and racetrack components
- The asset's location near the I-25 corridor has potential upside tied to a nearby data center expansion that could significantly enhance long-term land value.
- Commercial tenants occupy underused portions of the property, creating incremental revenue and offsetting carrying costs.
- Operations team is currently negotiating a new three-year lease with an existing tenant to further stabilize cash flow and strengthen performance.
- Partners were able to grow NOI by 79%, which correlates to $1M in value created at a 7.00% cap rate.

Case Study (Bismarck MHC Portfolio)

Property Overview	
Total Sites Combined	**300**
Asset Class	**MHC**
Location	**North Dakota**

- Three well-located, resident-focused communities in Bismarck metro area.
- Implemented utility bill-back post-acquisition, improving NOI immediately.
- Executed significant rent increases, outperforming original financial models.
- Completed playground and site improvements to enhance resident experience and curb appeal.
- Partners were able to **grow NOI by 43%, which correlates to $3.1M in value created at a 6.00% cap rate.**

Net Operating Income[1]	
Estimated Y1 NOI	**43%**
Estimated Y2 NOI	**21%**





1. Based on a combination of recent performance and future projections

SS Case Study

Overview	
Property	Alice’s Attic Self Storage
Location	Taos, NM
Units	391
Rentable SQFT	46,400

	Acquisition NOI	Current NOI	Growth
NOI	$306,242	$428,749	40%





Value Add Strategy:

- A traditional well-maintained and highly visible self-storage facility serving the growing Taos market.
- Recent property enhancements include new lighting upgrades, improved security measures, and a comprehensive landscaping overhaul, all of which have elevated curb appeal and customer safety.
- Full integration with our partner’s in-house call center & centralized operations platform
- Strong local demand, minimal direct competition
- Partners were able to **grow NOI by 40%, which correlates to $2.6M in value created** at a 6.00% cap rate.



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Is This Opportunity Conservative?

How We De-Risk

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- **DIVERSIFIED, multi-market portfolio:** Exposure across multiple U.S. regions reduces single-market and single-asset risk.
- **Needs-based, RESILIENT asset classes:** Manufactured housing and self-storage have historically shown durable occupancy through cycles.
- **OFF MARKET ACQUISITIONS & disciplined basis:** Heavy off-market sourcing limits bidding wars and supports more conservative entry pricing.
- **Conservative LEVERAGE at the deal level:** Lower LTVs and stronger coverage ratios create healthier cash flow cushions.
- **Vertically integrated operations:** In-house acquisition, asset, and property management reduce execution and third-party risk.
- **Fragmented, mom-and-pop seller focus:** Targeting less institutional competition allows upside without heavy development risk.

How We De-Risk (Cont.)

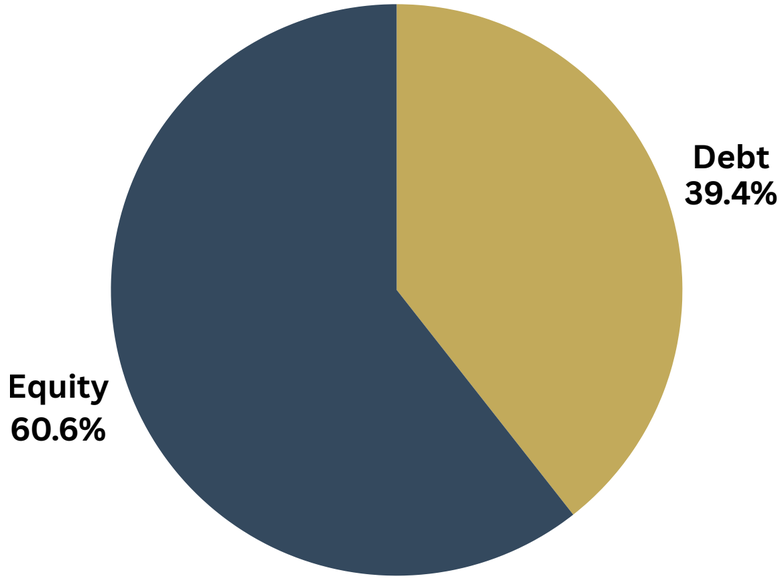
GW CAPITAL

- **Favorable SUPPLY DEMAND dynamics:** Restricted new MHC supply and flexible storage pricing support stable and adaptable revenues.
- **Everyday-needs locations:** Assets near essential retail and major arterials help sustain consistent, needs-driven demand.
- **Proven operational playbook:** Rent-to-market, collections, infill, dynamic storage pricing, and expense controls are already tested.
- **Multiple EXIT options:** Refinances, individual sales, and portfolio roll-ups reduce reliance on any single exit path.
- **HIGH CASH FLOW from stabilized assets:** Focus on already cash-flowing properties reduces lease-up and heavy value-add risk.

Debt Summary

Total Debt Summary[1]

	Percentage	Amount	Interest Rate
Fixed Rate Mortgages	**46.3%**	$32.7MM	**Fixed at 6.1%**
Revolver	**53.7%**	$38.0MM	**Floating**
Total Debt	100.0%	$70.7MM	
Total Cost Basis		**$179.6MM**	
Gross Asset Valuation		**$196.0MM**	
Portfolio LTV		**39.4%**	



(1(1) Excludes disposed assets. Excludes equity allocated to affiliated Homes entities, which are separate from the underlying property entities.(2) Gross Asset Valuations are determined by the Fund Manager (per the PPM) and are reported by NAV Fund Services.. (3) Q3 2026 updated GAV calculation using a refined methodology for JV ownership percentages, applying a more conservative approach to JV valuation. Subject to change. Uunder levered allows for more tax-free cash out refinancings in the future.



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What About Taxes?

TAX BENEFITS FOR NEW INVESTORS

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CASH FLOW FIRST, FROM STABILISED PROPERTIES

Estimated depreciation	Applies to
10–15% of Investment	New investors

Subject to change. Most of the depreciation has been distributed from previous closings. Consult your CPA or Tax Professional for all tax advice.



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What Are The Next Steps? Timelines

Accredited Investors

Annual income exceeding **$200,000 ($300,000 for joint income) for the last two years** with the expectation of earning the same or a higher income in the current year.

Net worth exceeding $1 million, either individually or jointly (excluding the value of a primary residence).

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INVESTMENT *Timeline*



NOV 24

INVESTOR WEBINAR



DEC 3

SOFT COMMIT DEADLINE



DEC 10

FUNDING DEADLINE



DEC 18

CLOSED

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ACQUISITION PIPELINE & FUTURE OUTLOOK

Acquisition Pipeline

Pipeline as at 30 September 2026





Asset Type	**Manufactured Housing**
Total Pipeline Value	**$82,775,000**
Number of Deals	**6**
Total Sites	**1,574**
Under Contract	**3 deals**
In PSA Negotiation	**3 deals**

Pipeline figures as at 30 September 2026. Deals under contract or in PSA negotiation have not closed and may not close; terms are subject to change. Past performance is not indicative of future results.



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When do Distributions start?



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What is the expected hold term?



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What is the minimum investment amount?



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Can I use IRA funds?



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Do I need an LLC?



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How much equity do GPs have in deal?

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Limited Capacity & Closing Soon

Capital will be allocated in the order it is received...

If you're interested in participating in MHP Fund 1, please reach out to our team.

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