



Redwood Capital Group

Redwood Capital Group  
Website



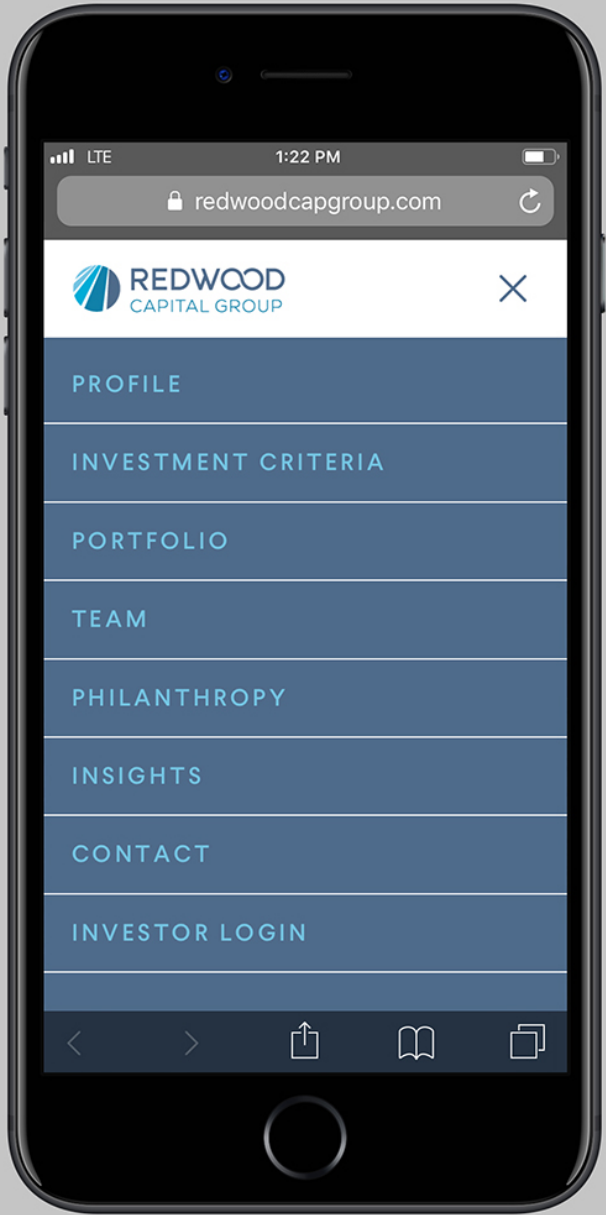
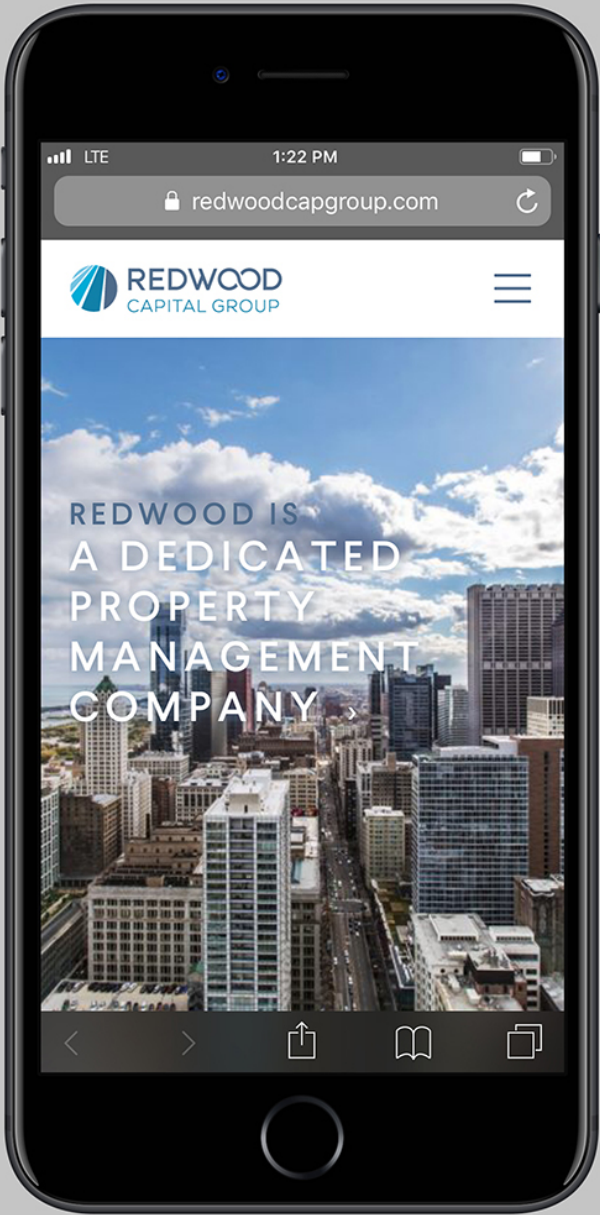
Redwood Capital Group

Redwood Capital Group  
Website



Redwood Capital Group

Redwood Capital Group  
Website— Mobile



upshift

**Redwood Capital Group**

Redwood Capital Group  
Brochure





Redwood Capital Group

Redwood Capital Group  
Brochure

We're committed  
to long-standing  
relationships  
with our investors  
and partners.

Redwood Capital Group  
is a fully integrated asset  
investment company that  
focuses on the acquisition  
and asset management  
of multi-family real estate.

Redwood Capital Group owns and operates more than 25 apartment properties within the continental U.S. — a total of more than 9,000 units valued at over \$900 million.

**About Redwood** Since inception in 2007, Redwood has invested over \$215 million of equity on behalf of world-class institutional investors, global fund sponsors, and family office limited partners.

Our focus is on unique investment opportunities in the multi-family sector, such as off-market or less broadly marketed properties, including core-plus and value-add apartment properties. Once acquired, we implement a detailed property specific asset management strategy that provides maximum value and returns for investors.

Redwood Capital Group

Redwood Capital Group  
Brochure



**Our Properties**

Redwood primarily targets multi-family properties built from 1960 to 2010 with value-add opportunity in submarkets outside major metropolitan areas—in Minnesota, Chicago, Denver, Atlanta, Charlotte, Raleigh-Durham, Tampa, Orlando, Austin and Houston. Each property is ideally positioned in high demand areas, oriented toward transportation, trade districts, and healthcare.

For details on our properties and portfolio, please contact Redwood Capital Group.



Redwood Capital Group is a fully integrated asset management and investment company that focuses on the acquisition and asset management of multi-family real estate.

**Value-Add Strategy**

With over 25 years of combined experience in commercial real estate—and a solid foundation in accounting and business administration—Redwood Capital Group is expert at repositioning assets by reason of capital improvements and a successful value-add strategy. At least 75% of the properties acquired by Redwood have involved some type of value-add strategy—our primary strategy. Our strategy consists of targeting Class B opportunities in strong locations with significantly lower rents than Class A properties in the submarket. We also seek out under-performing assets where the opportunity exists to add value by implementing better onsite property management. We develop a property specific unit interior and amenity upgrade program designed to increase revenue and add value. And, we ensure the characteristics of the renter pool in a given location are such that there will be sufficient demand for upgraded apartments at higher rents.

**Regions Served**



Redwood primarily targets multi-family properties built from 1960 to 2010 with value-add opportunity in submarkets outside major metropolitan areas—in Minnesota, Chicago, Denver, Atlanta, Charlotte, Raleigh-Durham, Tampa, Orlando, Austin and Houston. Each property is ideally positioned in high demand areas, oriented toward transportation, trade districts, and centers major retail and trade districts, and centers for healthcare and medical employment.

**Equity Invested**



Year	Equity Invested (\$M)
2007	\$18M
2008	\$35M
2009	\$5M
2010	\$14M
2011	\$42M
2012	\$90M
2013	\$70M

Since 2007, Redwood Capital Group has invested over \$215 million of equity on behalf of world-class institutional investors, global fund sponsors, and family office limited partners.

1 East Wacker Drive  
Redwood Capital Group, LLC

Our distinct market advantage stems from well-established relationships, an astute attention to detail, a streamlined decision-making process, and a reputation for ethics and integrity. We welcome the opportunity to partner with you—and maximize your return on investment in the multi-family real estate sector.

**Partner With Redwood**



**David Carlson**  
MANAGING PARTNER

TEL +1 312-464-0300  
CEL +1 312-464-0300  
FAX +1 312-464-0302  
carlson@redwoodcapgroup.com

1 East Wacker Drive  
Suite 1100  
Chicago, Illinois 60601  
redwoodcapgroup.com

Redwood Capital Group

Redwood Capital Group Fact Sheet



### Leadership Team



**David Carlson**  
Managing Partner

David Carlson is primarily responsible for the sourcing, underwriting and contractual negotiations of all investments. He oversees all asset management, including budgeting and capital expenditure requirements, as well as all strategic dispositions. For 22 years, Carlson has worked in the real estate industry amassing an extensive deal sheet comprising over \$6.0 billion, covering all major product types.



**Mark Isaacson**  
Managing Partner

Mark Isaacson is responsible for all financial requirements of Redwood Capital Group and all capital market aspects required to capitalize investments. He is also responsible for all financial and accounting aspects of running Redwood Capital Group on a day-to-day basis. Isaacson is a Chartered Accountant (South Africa) and a Certified Public Accountant (Illinois).



**Tammy Bauer**  
Senior VP—Asset Mgmt

Tammy Bauer, CCIM, CPM, is responsible for oversight of all asset management, including budgeting and capital expenditure requirements, as well as all strategic dispositions. She also assists with sourcing and underwriting Redwood Capital Group's investments. Bauer optimizes value by managing with strategic oversight and identifying and seizing market opportunities.



**Courtney Crowder**  
Associate

Courtney Crowder is responsible for underwriting and analyzing all potential acquisition opportunities. She also assists in the closing process of acquisition, disposition, and other capital markets transactions and supports with investor relations and asset management.



**Christine Ahern**  
Transactions Coordinator

Christine Ahern is responsible for due diligence coordination transactions. She also assists with marketing initiatives and supports the partners, asset management department and the acquisition team.



**Zach Barrett**  
Analyst

Zach Barrett is responsible for the initial underwriting and analyzing of all potential acquisition opportunities. In addition, he supports the Asset Management team with various analyses to help manage the portfolio more efficiently.

Redwood Capital Group, LLC

1 East Wacker Drive, Suite 1100, Chicago, Illinois 60601 | [www.RedwoodCapGroup.com](http://www.RedwoodCapGroup.com)



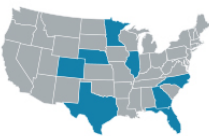
Redwood Capital Group is a fully integrated asset investment company that focuses on the acquisition and asset management of multi-family real estate.

Value-Add Strategy

With over 25 years of combined experience in commercial real estate—and a solid foundation in accounting and business administration—Redwood Capital Group is expert at repositioning assets by reason of capital improvements and a successful value-add strategy. At least 75% of the properties acquired by Redwood have involved some type of value-add strategy—our primary strategy. Our strategy consists of targeting Class B opportunities in strong locations with

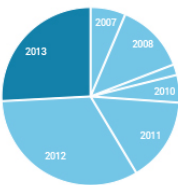
significantly lower rents than Class A properties in the submarket. We also seek out under-performing assets where the opportunity exists to add value by implementing better onsite property management. We develop a property specific unit interior and amenity upgrade program designed to increase revenue and add value. And, we ensure the characteristics of the renter pool in a given location are such that there will be sufficient demand for upgraded apartments at higher rents.

Regions Served



Redwood primarily targets multi-family properties built from 1960 to 2010 with value-add opportunity in submarkets outside major metropolitan areas—in Minnesota, Chicago, Denver, Atlanta, Charlotte, Raleigh-Durham, Tampa, Orlando, Austin and Houston. Each property is ideally positioned in high demand areas, such as transportation-oriented locales, major retail and trade districts, and centers for healthcare and medical employment.

Equity Invested



Since 2007, Redwood Capital Group has invested over \$215 million of equity on behalf of world-class institutional investors, global fund sponsors, and family office limited partners.

2007	\$18M	2011	\$42M
2008	\$35M	2012	\$90M
2009	\$5M	2013	\$70.5M
2010	\$14M		

Our Portfolio

