



Quarterly Report | 4th Quarter 2019

# **ALTURAS** REAL ESTATE FUND

# Key Numbers\*

14.50% Realized return - 4th Quarter 2019

18.05% Realized return - since inception

25.75%

Total return - 4th Quarter 2019

27.51% Total return - since inception

# \$1.18M

4th Quarter 2019 distributable net income

Individual investor returns may vary based on the unit pricing at the time of investment. Distributable net

# **Q4 Manager Call**



WednesdayFeb. 26, 2020



12-1 PM MST 2-3 PM EST

Cover Photo: Southeast Idaho

Inside Cover Photo: Winter sunset over the Green Monarch Mountains Green Monarch Mountains. Idaho photo by Chris Celentano

#### Dear Investors,

As we close the books on 2019, we can look back upon another successful quarter and year for the Alturas Real Estate Fund.

We added one new asset in the fourth quarter. We also saw several quality projects move under contract and through our due diligence pipeline, some of which we expect to close in the first quarter of 2020 (see page 7 for more information).

While acquisitions and dispositions are always noteworthy, an important aspect to maximizing returns for the Fund is managing the existing portfolio. To that end, the fourth quarter saw significant progress in new tenant leasing and tenant renewal activity which will be accretive to Fund returns in 2020 (see page 6 for more information regarding leasing activity).

This quarter's acquisition of Idaho Natural & Organic Foods (INAOF), while small, represents a successful rollout of a new Tenant Partnership program which demonstrates the benefits of, and encourages business owners to participate in owning part of the real estate in which they operate. We are excited to introduce this program to more of our existing tenant-partners and prospective tenants in the coming quarters.

As many of you already know, we had more demand than we could accommodate in this most recent capital raise. However, our deal flow continues to be strong as our reputation and relationships grow. While the market remains competitive, we expect to deploy additional capital throughout the coming year.

We want to extend a welcome to our new investors and thank all of you for your continued support, confidence and patience. It is truly a pleasure to be partnered with such an amazing group of people.

Sincerely,

Blake Hansen, Chief Investment Officer Alturas Capital Partners, LLC

Travis Barney, Chief Credit Officer Alturas Capital Partners, LLC

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	The Presidio
	7733 Emerald
	4200 Hawthorne
1000	Shops at Decker Lake
	Siete Square II
	Eagle Island
	Cottonwood Plaza
	5804 Fairview
	Dutch Bros Colorado
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	Parkway Plaza
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10	Fund Performance Summary

All projections are hypothetical and predicated upon various assumptions that may or may not be identified as such. The future operating and financial performance information contained herein is for illustrative purposes and is not intended to portray any sort of targeted or anticipated returns. There can be no assurance that the Fund will achieve its investment objectives and actual performance may vary significantly.

Financial information herein related to the quarters and annual periods ended March 31, 2019, June 30, 2019, September 30, 2019, and December 31, 2019 are unaudited as of the

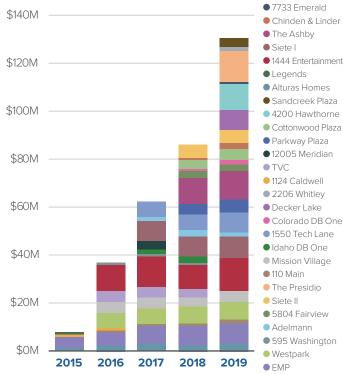
# **Investment Overview**

# **Other Fund Metrics**

<b>\$36.39M</b>	\$11.90M				
Aggregate capital raised	Distributions since				
as of 12/31/19	inception <sup>+</sup>				
<b>100+</b>	<b>\$1,473.70</b>				
Number of investors	Unit price as of 01/01/20				
<b>\$134.64M</b>	<b>1,071,299</b>				
Assets under	Total Portfolio				
management (AUM)	Square Footage				

<sup>†</sup>Distributions Since Inception includes Q4-2019 distributions paid on 01/31/2020.

# **Concentration by Property**



## Unit Price (Since Inception)



### Realized Return by Month (Annualized)

	2015	2016	2017	2018	2019
Jan.	N/A	13.37%	9.45%	12.90%	37.34%
Feb.	N/A	17.84%	15.17%	16.30%	13.86%
Mar.	N/A	14.84%	17.33%	15.91%	13.23%
Apr.	N/A	13.08%	16.08%	17.47%	14.28%
May	13.64%	14.69%	11.39%	16.22%	13.20%
Jun.	13.64%	14.70%	29.02%	16.81%	25.08%
Jul.	13.62%	97.15%	13.89%	15.17%	12.96%
Aug.	11.79%	13.49%	16.21%	69.40%	13.14%
Sept.	23.57%	15.93%	14.53%	15.43%	15.13%
Oct.	14.90%	14.34%	15.16%	13.30%	14.86%
Nov.	15.15%	13.34%	13.90%	15.91%	15.82%
Dec.	15.04%	16.32%	13.18%	12.72%	12.87%
Annual	15.34%	21.69%	15.41%	19.86%	16.83%
Since Inception*	15.34%	19.33%	<b>17.82</b> %	18.39%	18.05%

\*Average annualized return since inception as of respective year/period end

595 Washington Westnark

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# **2019** Year in Review

## **Financial Highlights**



## **Portfolio Highlights**



## **Investor Highlights**

2019
Full Year
Returns
Neturns
16.83%
Realized returns
23.32%
Total returns

## \$8.38M Total new capital deployed during 2019

\$2.62M Equity distributions reinvested during 2019

\*Includes 18 equity subscriptions totaling \$1.70M from funds deployed during Q4 2018 which were subscribed into equity on 01/01/19. Also includes \$2.62M of reinvested equity distributions.

# Leasing Activity

17 New leases signed\*

97.357 Square feet

\$1.21M Annual rent \*Excludes in-place leases at properties acquired during 2019

29 Renewed leases

134,814 Square feet

\$2.07M Annual rent



Note Subscriptions

52 New note subscriptions

> \$7.80M Total deployed during 2019

## Equity Subscriptions

24\* New equity subscriptions

> \$4.78M\* Total deployed during 2019

# Leasing Activity Update

Our highest priority is to improve performance of our existing asse base.

Taking care of our tenants' need daily focus and is critical to the F long-term success.

Every time we add a new tenant, renew or expand an existing ten further enhances our existing por and the performance of the Fund

We have highlighted here some those tenant-partners and relate transactions from this past year.

+ Represents a tenant expanding square foota



Whitley - Call center tenant. Sign 120-month lease term.

16.000 SF Premises





Siete II - Existing office tenant. Extended lease term by 91-mont

<sup>+</sup>23.415 SF Premises

Health Tenant In



Mission Village - New retail tenar Signed a 64-month lease term.

2,723 SF

Premises

Retail Tenant Industry <sup>+</sup>22,274 SF

Premises

to improve the isting asset	88	8%		4%
ants' needs is a al to the Fund's	SF Leased	J YE 2018	SF Leas	ed YE 2019
ew tenant, or kisting tenant, it existing portfolio of the Fund.		onsign	Galle	oway
ere some of and related key past year.	1550 - Existing retai lease term by 60-m	l tenant. Extended		ce tenant. Signed a
ng square footage	+ <b>61,696 SF</b> Premises	Furniture Tenant Industry	6,238 SF Premises	Engineering Tenant Industry
	Verifie	d First	Sta	geDotO
enant. Signed a	1550 - Existing office lease term by 60-m	e tenant. Extended		ice tenant. Signed a
Technology Tenant Industry	* <b>24,574 SF</b> Premises	Finance Tenant Industry	6,420 SF Premises	Finance Tenant Industry
INCORPORATED		VELL.		A R M E R Š
e tenant. by 91-months.	Mission Village - Ne Signed a 56-month		Presidio - New offi 61-month lease ter	ce tenant. Signed a rm.
Healthcare Tenant Industry	1,117 SF Premises	Retail Tenant Industry	2,941 SF Premises	Finance Tenant Industry
	Rule	Tek		
Jise	An NIIT Technolo		bo	
retail tenant. ase term.	1550 - Existing offic lease term by 36-m		Mission Village - N Signed a 36-mont	

Technology

Tenant Industry

1.108 SF Premises

Retail Tenant Industry

# **Fund Structure & Acquisition Pipeline**

# **Fund Description**

The Alturas Real Estate Fund, LLC was formed by Alturas to provide high-net-worth individuals and accredited investors access to professionally managed real estate investments.

The Fund is a \$100 million equity offering created to make commercial and residential real estate investments. It targets middle-market properties frequently ignored by larger funds. These properties can be profitable as a diverse portfolio that protects the investor's downside risk.

The Fund was created in May 2015 and owns properties in the Intermountain West and Inland Northwest. Managers of the Fund are continually searching for new properties to add to the Fund that meet strict underwriting criteria including a margin of safety, with a focus on cash flows.

# **Summary of Equity Offering**

Preferred return:	8% paid quarterly
Profit split:	70% to investors, 30% to manager a preferred return
Fees:	1.5% asset management fee
Minimum investment:	\$250,000 (updated on 01/01/2019)
Investor eligibility:	Accredited investors only
Targeted returns:	9-14%

# **Summary of Debt Offering**

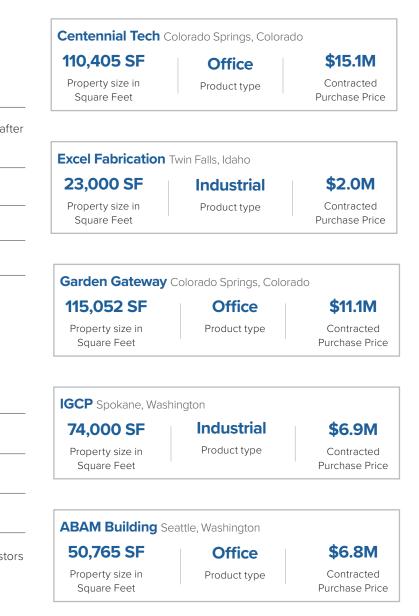
Return range:	6-8% interest rate, paid quarterly
Investment type:	Secured notes
Minimum investment:	\$100,000
Investor eligibility:	Accredited investors only
Security:	Priority position before equity investo

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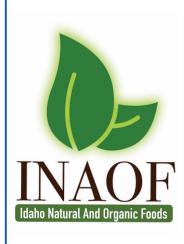
# **Acquisition Pipeline**



We continue to evaluate new deals, adding those that show promise to our pipeline for continued due diligence. Our current pipeline is made up of office and industrial space in Washington, Colorado, and Idaho.



# **NEW ACQUISITION**



### **Idaho Natural and Organic Foods** (INAOF)

Mountain Home, Idaho I Acquired November 2019

A 30.187 SF manufacturing facility operated by INAOF as a natural and organic food processing plant. The tenant made a significant investment and is a partner in the real estate, creating an alignment of interest and reducing risk to the Fund.



Sandcreek Plaza Idaho Falls, Idaho

- Acquired in August.
- Recently completed LED lighting upgrades to several tenant suites and the parking lot lighting to reduce ongoing utilities expense.



2206 Whitlev Fruitland, Idaho

- Acquired in August.
- Renovation now complete and the call center tenant (GTL) is now in occupancy and paying rent.



**Dutch Bros Colorado** Colorado Springs, Colorado

- Construction is complete and Arizona Urology Specialists Dutch Bros is in occupancy and paying rent.
- With Dutch Bros now in occupancy and paying rent; an increase to the fair value was made this quarter.



**Adelmann Building** Boise, Idaho

Based on preliminary discussions, the Event Center and Dharma Sushi, who both have lease maturities this summer, intend to renew and extend their leases.



The Ashby on Osborn

began paying rent on their

occupying a combined total

of 7,499 SF for an additional 5

expansion space in July.

Extended two tenants

years of lease term.

Phoenix, Arizona

Siete Square I Phoenix, Arizona

Completed a 4-year lease extension with Castle Biosciences, who occupies 11,916 SF, in conjunction with their expansion into Siete II.



Westpark Boise, Idaho

- Recently completed a 5-year lease extension with Patrick Industries.
- Currently in negotiations with a tenant to take 9,360 SF of office space formerly occupied by Patrick Industries.



110 Main Boise, Idaho

Tenant improvements for StageDotO are now complete and tenant is now in occupancy and will begin paying rent in February.



**The Presidio** Colorado Springs, Colorado

- Acquired in July.
- Completed tenant improvements for Galloway who is now in occupancy and paying rent bringing the property to 97% occupancy.



7733 Emerald Boise, Idaho

Acquired in April.

Solid cash flowing singletenant property that we were able to purchase for a good price in an offmarket transaction.



4200 Hawthorne Pocatello, Idaho

- Acquired in April.
- Single-tenant customer information center for Allstate Insurance that provides an excellent return for the Fund.



Salt Lake City, Utah

- Acquired in March.
- A Mexican restaurant (El Gallo Loco) who will occupy 2,500 SF is currently completing their tenant improvements with projected opening date in March.

Siete Square II Phoenix, Arizona

Completed a lease with Castle Biosciences (an existing tenant at Siete I) for the remaining vacancy in the building which will bring the property to 100% occupancy.



**Eagle Island** Boise, Idaho

Construction commenced in July; exterior shell now complete, tenant improvement work ongoing with 3 of the tenants on schedule to open and begin paying rent in mid-tolate March.



**Cottonwood Plaza** Boise, Idaho

Currently in negotiations with an existing tenant who would like to expand and occupy an additional 7,898 SF which would bring the property to 90% occupancy.



5804 Fairview Boise, Idaho

Single-tenant building occupied by a regional furniture store on a 10-year lease; tenant opened for business in September of 2019.







#### Parkway Plaza Idaho Falls, Idaho

- Extended Los Albertos who occupies 2,027 SF for an additional 10 years of lease term and increased the rent by \$6.50/SF.
- Expanded ATA Martial Arts by 1,060 SF and extended their lease for an additional 3 years.



### **1444 Entertainment**

Boise, Idaho

- Currently in negotiations with Clickbank to expand into Stevens-Henager surplus space.
- Also in negotiations with adiacent land owners to potentially purchase property for additional parking.



#### **Eagle Marketplace** Boise, Idaho

■ 100% occupied; the property continues to provide an excellent return for the Fund.



#### 1550 Tech Lane Boise, Idaho

- Construction now underway on the expansion for Verified First on the first floor of the building.
- With Consign Furniture now in occupancy and paying rent on their expansion premises, an increase to the fair value was made this quarter.



### **Mission Village**

Wenatchee, Washington

- As of January 2020, Boost Mobile and GNC are now in occupancy and paying rent.
- Finalizing tenant improvement work for Earthwise Pets as they anticipate taking occupancy and opening for business in February.



**Alturas Homes** Boise, Idaho Metro

The single-family home market remains strong in the Boise area.

## **Sold Investments**

Investment	Date of Acquisition	Date of Disposition	Property Type	MSA	Size	Status	<b>Sold Price</b> (\$'000)	Realized Gains/ (Losses) (\$'000)	Investment Profile
1. Legends Townhomes	Dec-15	Jul-16	Multi-family	Kansas City, MO	18 Units	Sold	2,020	765	Core Plus
2. 1124 Caldwell Blvd	Oct-15	Jun-17	Retail	Boise, ID	2,646	Sold	1,050	206	Value Add
3. 12000 Deep Canyon*	Sep-17	Sep-17	Single Family	Boise, ID	1 Unit	Sold	605	-	Residential Value Add
4. Treasure Valley Crossing	Sep-16	Aug-18	Retail	Boise, ID	21,000	Sold	5,650	1,440	Core Plus
5. 12005 Meridian	Apr-17	Nov-18	Retail	Seattle, WA	7,388	Sold	4,950	106	Build-to-Suit
6. Dutch Bros Caldwell	Apr-17	Jan-19	Retail	Boise, ID	874	Sold	2,300	751	Build-to-Suit
7. 595 Washington	Dec-16	Jun-19	Industrial	Twin Falls, ID	11,195	Sold	1,260	443	Tenant-in-Tow
Total					43,103 SF		\$ 17,835	\$3,268	

## Current Investments

current investments								Fair Market Value	Fund Investment	
Investment	Date of Acquisition	Property Type	MSA	Size	Status	Occupancy	<b>Cost Basis</b> (\$'000)	(\$'000)	(\$'000)	Investment Profile
1. Alturas Homes*	Jun-15	Single Family	Boise, ID	68 Units	In Progress	N/A	2,817	2,817	2,817	Residential New Construction
2. Eagle Marketplace	Sep-15	Retail	Boise, ID	60,024	Stabilized	100%	5,481	8,918	1,398	Value Add
3. 110 Main	Oct-15	Office	Boise, ID	6,420	Lease-up	0%	1,508	1,508	342	Value Add
4. Westpark	Feb-16	Industrial	Boise, ID	117,510	Stabilized	100%	6,452	6,714	844	Tenant-in-Tow
5. Mission Village	Sep-16	Retail	Wenatchee, WA	32,950	Lease-up	59%	4,890	4,614	1,154	Value Add
6. 1444 Entertainment	Dec-16	Office	Boise, ID	78,572	Stabilized	100%	13,070	13,611	2,859	Value Add
7. Siete Square I	Jun-17	Office	Phoenix, AZ	57,933	Stabilized	98%	8,819	9,083	1,787	Core Plus
8. Adelmann Building	Jul-17	Retail	Boise, ID	15,419	Stabilized	100%	2,210	2,210	567	Core Plus
9. 1550 Tech Lane	Aug-17	Retail	Boise, ID	108,544	Stabilized	88%	7,433	8,194	2,153	Value Add
10. Parkway Plaza	Feb-18	Retail	Idaho Falls, ID	75,300	Lease-up	86%	4,387	5,395	999	Value Add
11. The Ashby on Osborn	Mar-18	Office	Phoenix, AZ	89,167	Lease-up	69%	11,889	11,889	3,551	Value Add
12. 5804 Fairview	Aug-18	Retail	Boise, ID	22,500	Stabilized	100%	2,372	2,848	543	Tenant-in-Tow
13. Dutch Bros Colorado Springs	Aug-18	Retail	Colorado Springs, CO	824	Stabilized	100%	1,420	1,757	543	Build-to-Suit
14. Cottonwood Plaza	Sep-18	Office	Boise, ID	43,426	Lease-up	72%	4,485	4,485	883	Value Add
15. Eagle Island (Chinden & Linder)	Oct-18	Retail	Boise, ID	10,191	Under Construction	100%	2,477	2,477	714	Build-to-Suit
16. Siete Square II	Dec-18	Office	Phoenix, AZ	53,880	Lease-up	82%	5,948	5,948	1,332	Core Plus
17. Shops at Decker Lake	Mar-19	Retail	Salt Lake City, UT	52,387	Lease-up	79%	7,436	7,436	2,020	Value Add
18. 4200 Hawthorne (Allstate)	Apr-19	Office	Pocatello, ID	78,225	Stabilized	100%	11,619	11,619	1,493	Core Plus
19. 7733 Emerald	Apr-19	Office	Boise, ID	4,424	Stabilized	100%	559	559	110	Core Plus
20. The Presidio	Jul-19	Office	Colorado Springs, CO	81,222	Stabilized	97%	12,845	12,845	3,298	Core Plus
21. 2206 Whitley	Aug-19	Office	Boise, ID	16,000	Stabilized	100%	1,768	1,768	622	Tenant-in-Tow
22. Sandcreek Plaza	Aug-19	Retail	Idaho Falls, ID	35,903	Stabilized	100%	3,406	3,406	1,011	Value Add
23. INAOF	Nov-19	Industrial	Boise, ID	30,478	Stabilized	100%	1,424	1,424	323	Value Add
Total				1,071,299 SF		90%	\$124,717	\$131,527	\$ 31,364	

\*Subordinated notes.

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