

Together we *lift* lives

The Michaels Organization



WHO WE ARE

Michaels is a ***national leader*** in residential real estate with full-scale capability in development, property management, construction, and investment management.

Our ***mission*** is to bring comprehensive solutions to communities that jumpstart housing, education, civic engagement, and neighborhood prosperity.



COMMUNITIES THAT ***lift*** LIVES

OUR VISION

A Michaels neighborhood is a beautiful, bustling place to call home, and a launching pad for people to move to the next level of their lives.

We generate long-term value for our residents, communities, employees, partners and investors.



COMMUNITIES THAT *lift* LIVES

BY THE NUMBERS



39

States + DC, USVI, & PR



585

Communities



76,000⁺

Units Managed



58,000⁺

Units Developed



200,000⁺

Residents



\$19 million

In Scholarships



52 years

In Business



\$12 billion

Assets Under Management



COMMUNITIES THAT *lift* LIVES

WHAT WE DO

Michaels Development

We have delivered innovative and sustainable housing solutions for communities nationwide for 50+ years.

- Conventional and luxury multifamily housing
- Student housing: on-campus and off-campus
- Attainable Workforce housing
- Privatized housing for military families
- Tax credit housing
- Historic preservation
- RAD conversions and public housing revitalization



WHAT WE DO

Michaels Management

Our award-winning management serves more than 200,000 residents. We focus on resident satisfaction, people-first service, and maintaining exceptional, financially viable developments that remain community assets for generations to come.

Our expertise spans every residential section including affordable, mixed-finance, and market-rate multifamily, as well as attainable workforce, student, and military housing.



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INVESTING IN WHAT MATTERS

We do well
by doing the
extraordinary.



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The Lodge at Autumn Willow



A Prime Location

The Crowned Jewel in Fairfax

- Five-Minute Drive to Fair Lakes Shopping Center
- Five-Minute Drive to Colonnade at Union Mill
- Adjacent to Arrowhead & Stringfellow Parks
- Connected to trail that leads to Willow Pond
- Close to churches and various amenities



All Hands on Deck

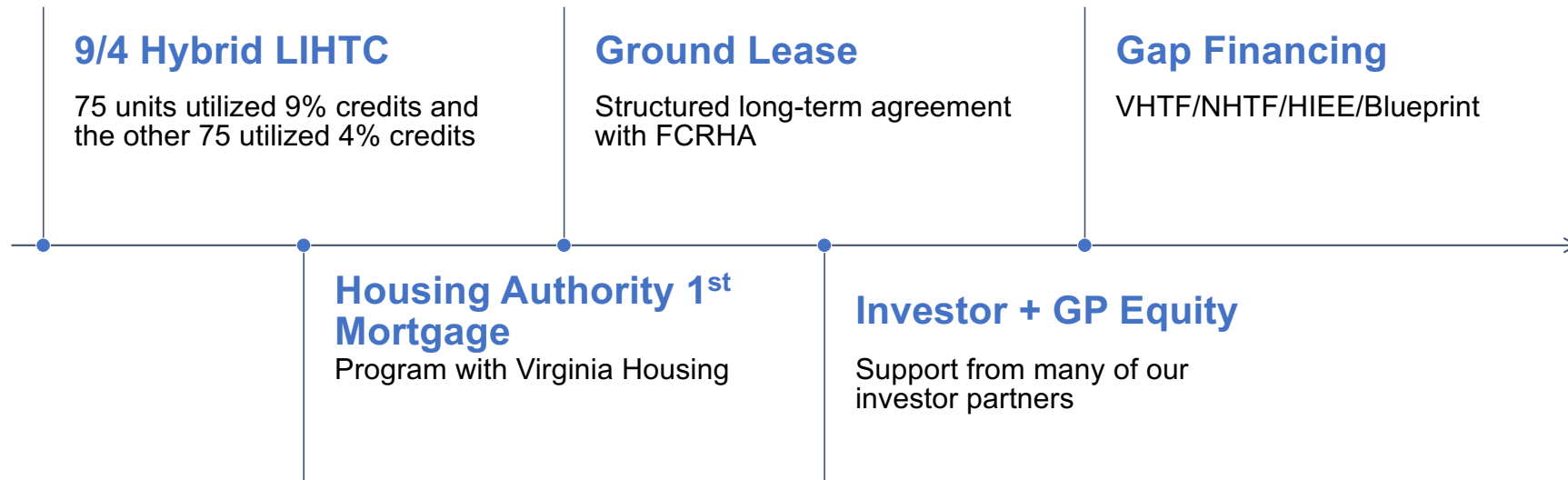


COMMUNITIES THAT *lift* LIVES

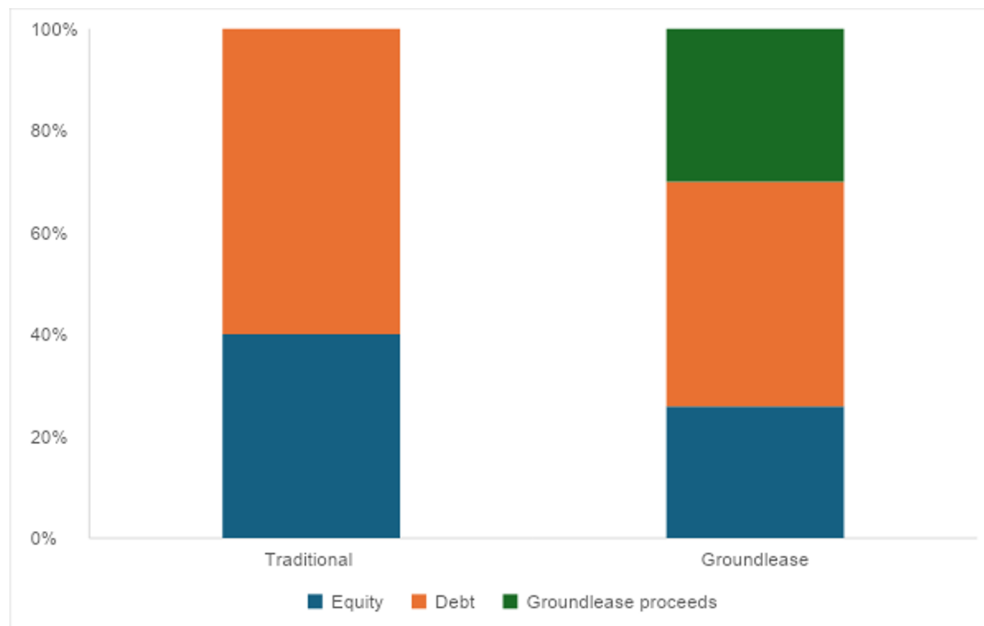


The site encompasses more than 20 acres. Developed by Michaels and Designed by KTGy, the \$48 million development offers 150 senior apartment homes, serving those with 60 percent or below of the Area's Median Income. It also provides 15 accessible units. Amenities include a courtyard, a dog park, and community spaces. It has received EarthCraft Certification for Green Design.

Key Financing Strategies



Traditional vs. Ground Lease capital stacks



The Question isn't "Why Fairfax?"
It's "Why Not?"



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Thank You!

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