

SUMMARY

*Institutional Execution
Entrepreneurial Approach*



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INVESTMENT OVERVIEW

OFFERING SUMMARY

Program Size	\$100,000,000
Min. Investment	\$500,000
Term	Up to 10-year term, with the option of two 1-year extensions
Target Return	Targeted 8% - 16% Net internal rate of return ("IRR")
Preferred Return	8% Preferred Return
GP Promote	20% of proceeds above 8% IRR
Focus	Development & Distressed Acquisitions
Reporting	Quarterly performance report, annual K-1, audited financials

ECAP's strategic focus on secondary and tertiary markets and on smaller scale projects unlocks outsized risk adjusted return opportunities across diverse geographies and asset types, where competition is limited, and value is often overlooked.

ECAP OVERVIEW

Unlocking Value in Overlooked Markets

For nearly 20 years, prior **funds managed by Equity Capital Advisory Partners II (ECAP)** principals have specialized in uncovering high-potential investment opportunities in secondary and tertiary real estate markets — **delivering returns that consistently outperform market benchmarks.**

With a track record of **nearly \$300 million** invested across multi-family, office, light industrial, and retail properties, ECAP combines **institutional-grade due diligence** with a laser focus on markets often overlooked by larger capital sources. This disciplined approach has enabled us to generate exceptional income and capital appreciation for our investors.



ECAP combines deep institutional expertise with the agility to move quickly and deploy significant capital, creating a unique competitive edge in secondary and tertiary real estate markets where speed and insight make all the difference

At the heart of ECAP's success are two key differentiators:

1. A **meticulous, data-driven underwriting process** rooted in decades of institutional experience
2. A **targeted focus on underserved markets** where inefficiencies create outsized opportunities

Our leadership team brings over **100 years of expertise**. We understand that **commercial real estate remains one of the few segmented, inefficient investment markets in the U.S.**

ECAP's prior full-cycle funds have outpaced industry benchmarks year after year, with our most recent fund achieving returns exceeding **16% annually.**

ECAP HISTORICAL TRACK RECORD



HISTORICAL PROJECT INFORMATION MATRIX

Name of Project	Location	State	Type	Units/ Sqft	Project Cost	Acquisition	Completed	MOIC	IRR
Lakes of Millbrook	Millbrook	AL	Multi-Family	240	\$22,505,384	Mar-09	Oct-17	1.82x	9.3%
City Green at Northshore	Chattanooga	TN	Multi-Family	282	\$26,592,380	Jul-10	Dec-12	2.49x	54.8%
Publix Retail Center	Clarksville	TN	Retail Center	72,940	\$14,214,335	Jul-10	Aug-13	1.39x	12.5%
Moretti at Vulcan Park	Homewood	AL	Multi-Family	135	\$18,041,181	Oct-12	Dec-14	1.77x	30.3%
Creekside at Providence	Mount Juliet	TN	Multi-Family	209	\$28,458,001	Jan-14	Jan-17	1.91x	30.7%
Marble Alley Lofts	Knoxville	TN	Multi-Family	248	\$37,946,925	May-14	Jan-15	1.15x	26.1%
Baker's Row	Birmingham	AL	Mixed-Use	30,157	\$6,652,003	Nov-14	Jun-18	1.11x	3.0%
Knox Ridge SH	Knoxville	TN	Multi-Family	371	\$20,193,040	Jan-15	Nov-16	1.51x	35.4%
Linden Row Condo's	Nashville	TN	Multi-Family	38	\$34,859,733	Jul-18	Selling		
Bowie Commons	Fairview	TN	Retail Center	79,316	\$11,909,360	Nov-18	Jun-21	1.06x	2.6%
Clay Street Commons	Nashville	TN	Mixed-Use	61	\$40,107,141	Oct-19	In lease-up		
Alexandria Apartments	Huntsville	AL	Multi-Family	258	\$40,107,141	Dec-19	Oct-21	2.19x	53.7%
Highland Lakes	Prattville	AL	Multi-Family	224	\$29,202,365	Jun-20	Jun-22	1.64x	27.5%
Old Judge	St. Louis	MO	Mixed-Use	29	\$12,826,175	Nov-23	In lease-up		
Soulard	St. Louis	MO	Mixed-Use	65	\$7,725,795	Jun-24	In lease-up		
Totals					\$351,340,959				

Equity Capital Advisory Partners

ECAP FUND I VS. NCREIF INDEX

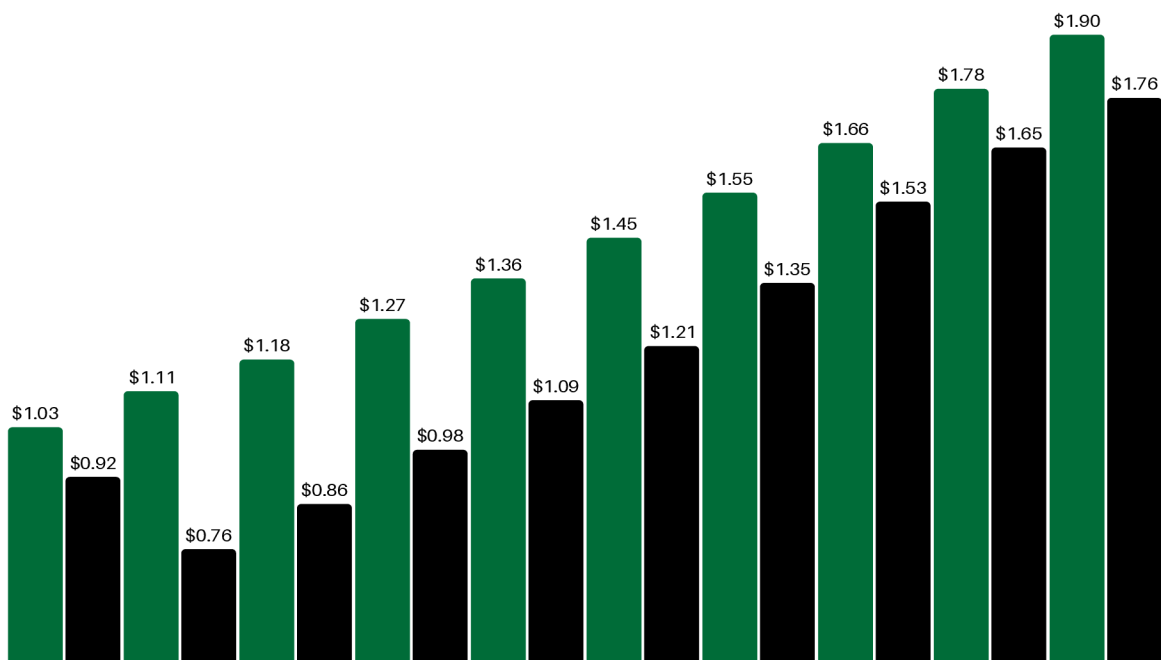
SHARE PRICE COMPARISON

ECAP I NET IRR : 7.01%

VS.

NCREIF GROSS IRR : 6.16%

● ECAP I ● NCREIF



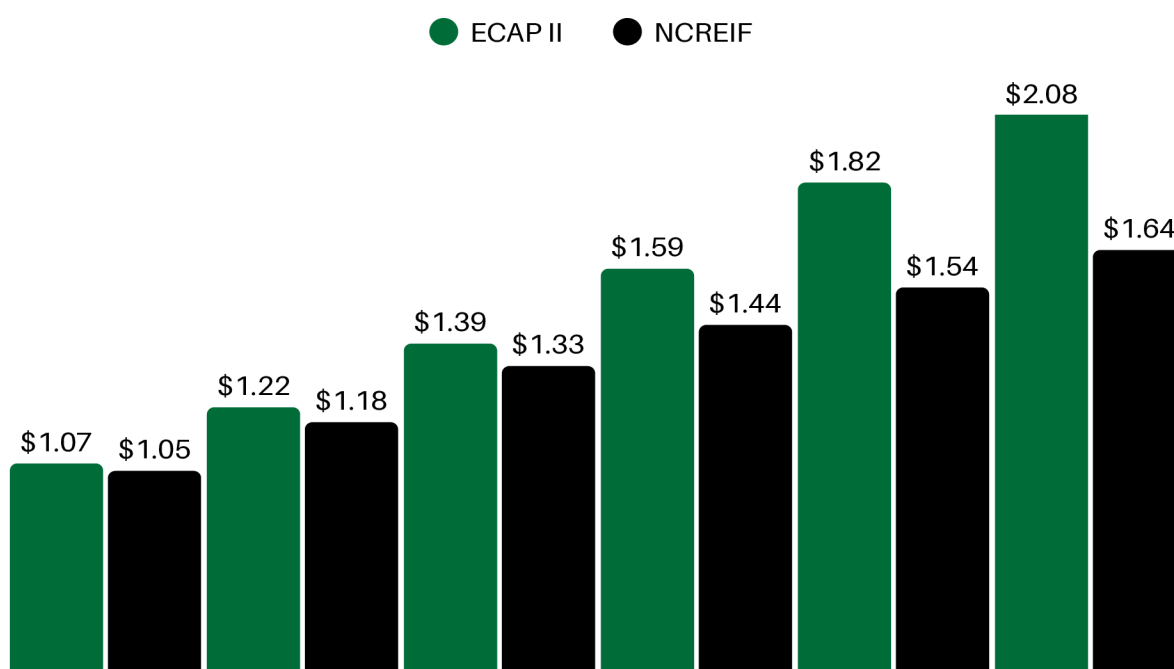
ECAP FUND II VS. NCREIF INDEX

SHARE PRICE COMPARISON

ECAP II NET IRR : 14.20%

VS.

NCREIF GROSS IRR : 9.44%



ECAP FUND III VS. NCREIF INDEX

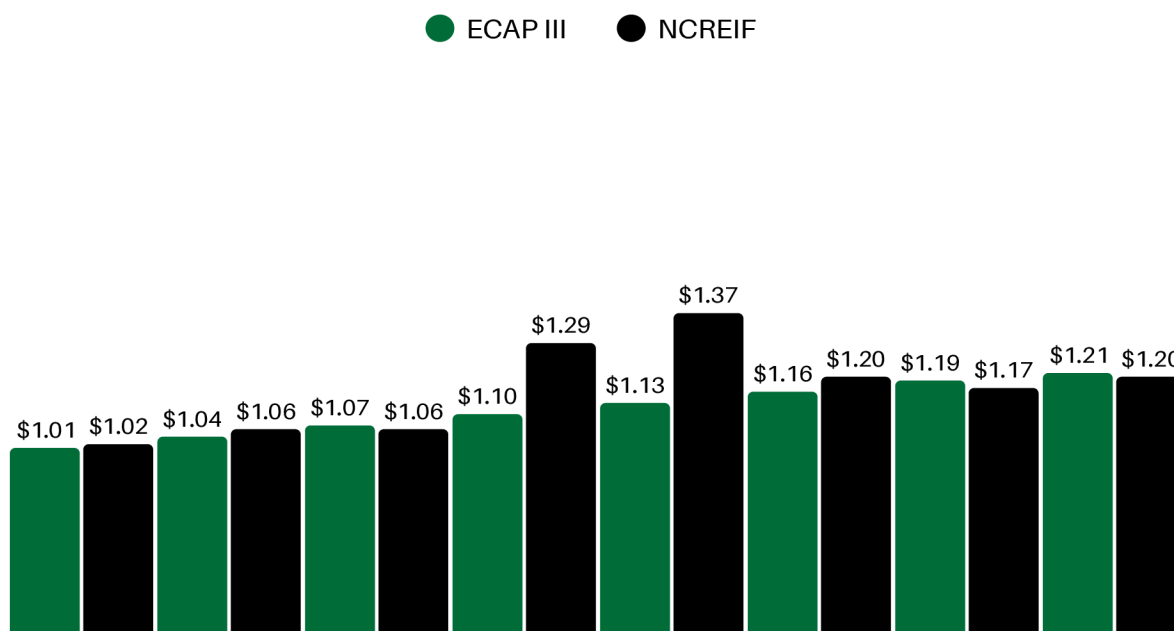
SHARE PRICE COMPARISON

ECAP III NET IRR : 2.76%

VS.

NCREIF GROSS IRR : 2.75%

Note: Assumes sales of ECAP Assets as of 6.30.25 at Stabilized Value

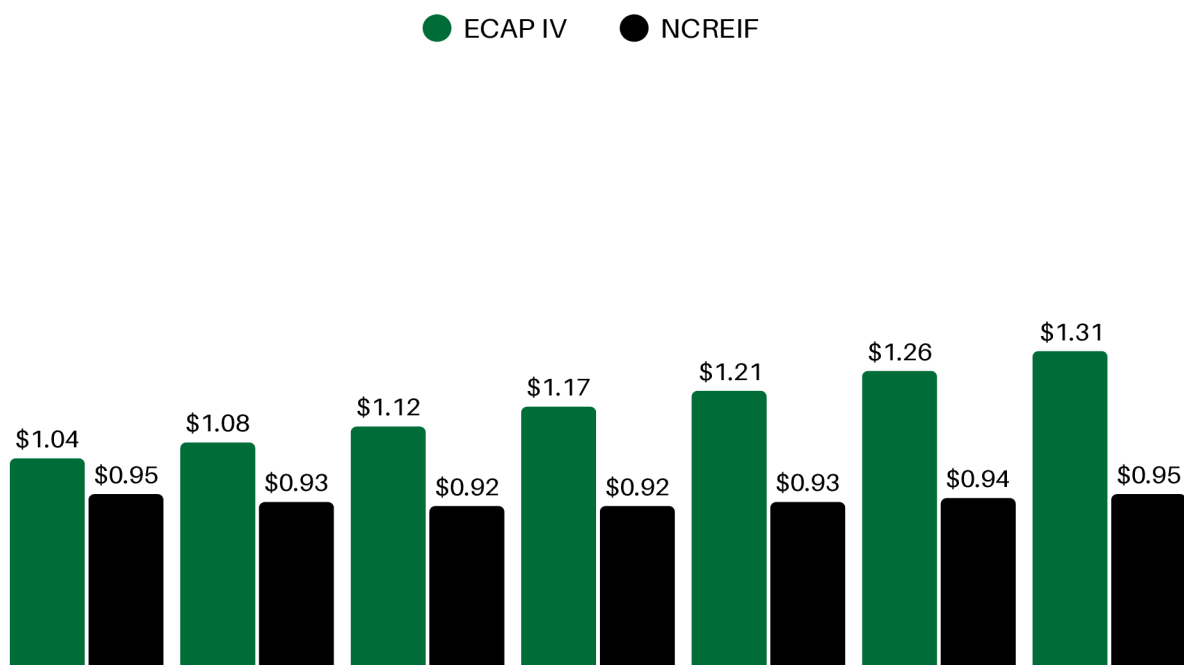


ECAP FUND IV VS. NCREIF INDEX

SHARE PRICE COMPARISON

ECAP IV NET IRR : 16.55%
VS.
NCREIF GROSS IRR : (2.75)%

Note: Assumes sales of ECAP Assets as of 6.30.25 at Stabilized Value



PROFESSIONAL BIOS



SCOTT WOOSLEY, CFA
MANAGING PARTNER

Scott has 40+ years of financial and investment experience. He began his career at one of the “big eight” accounting firms in Dallas working as a tax consultant in the real estate and oil and gas areas. After obtaining his MBA, Scott worked as Managing Director and Portfolio Manager for a \$1+ Billion commingled real estate fund. Since 2007, Scott has served as the Managing Partner for ECAP.



MIKE STRATOS
HEAD OF ACQUISITIONS

Mike has 35+ years of real estate investment and asset management experience. Prior to joining ECAP, Mike negotiated and structured both debt and equity investments with an aggregate value in excess of \$2+ Billion. He has extensive experience working with developers, contractors, and lenders in conjunction with the acquisition of real estate projects throughout the United States.



R. GARY CALL
DIRECTOR OF MARKETING

Gary has 50+ years of sales, marketing, finance, mergers and acquisitions and general management experience. He has worked in various roles across the wealth & investment management space. Gary has served as the CFO of a Texas oil & gas company, Vice President of Harbor Capital Management Company, and Director of Marketing for Riggs Investment Management Company, securing \$2+ Billion for these firms.



**BARRY JOHNSON, MAI, SRA,
CCIM**
DIRECTOR OF CAPITAL
MARKETS

Barry has 20+ years of commercial real estate and investment experience. He has previously worked as the Managing Director for a family office with \$350+ Million in AUM, Managing Director of Funds for a private equity firm having \$500+ Million in AUM, and Director of a national valuations firm. Barry has been responsible for acquisitions, asset management, valuations, capital raising, securities structuring, and investor relations.

ECAP

EQUITY CAPITAL ADVISORY PARTNERS II, LLC

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