

# MC COMPANIES AT A GLANCE

Sharing the Good Life.™

<b>Companies &amp; Focus</b>	<p>MC Companies is a full-service real estate investment and management company that acquires, develops, builds and manages over 6,300 units in multifamily communities in the west and mid-western states.</p> <p>We strive to be a forward thinking organization and understand our business is about people. <i>Sharing the Good Life</i> is about delivering optimal living and service standards to our residents, maximizing operating income and increasing property assets value for our investors, and providing a quality work environment for our Team Members.</p>
<b>MC Realty Advisers, LLC</b>	<p>Business development, market and acquisition analysis</p> <p>Finance, equity and ownership structure</p>
<b>MC Residential</b>	Full service asset and property management
<b>MC Corporate Housing</b>	Full service corporate and temporary housing
<b>Multifamily Building Specialists Inc.</b>	Full spectrum general contractor specializing in multifamily construction
<b>Co-Principals</b>	<p><b>Ross McCallister</b> - Over 30 years real estate investment and finance experience Oversees the company's construction and business development</p> <p><b>Ken McElroy</b> - Over 20 years real estate development and management experience Oversees the company's daily operations and business development</p>
<b>Founded</b>	Formalized Partnership and Merged Companies in 2001
<b>Team Members</b>	150
<b>Headquarters</b>	8553 E San Alberto Drive, Scottsdale, Arizona 85258   Phone 480-998-5400
<b>MC Multifamily Assets</b>	
<b>Arizona</b>	<ul style="list-style-type: none"> <li>● The Place at Edgewood, <i>Tucson</i></li> <li>● The Place at Forest Ridge, <i>Flagstaff</i></li> <li>● The Place at the Fountains at Sun City, <i>Sun City</i></li> <li>● The Place at Savanna Springs, <i>Sierra Vista</i></li> <li>● The Place at Tierra Rica I &amp; II, <i>Tucson</i></li> <li>● The Place at the Verandas, <i>Phoenix</i></li> <li>● The Place at the Village at Foothills, <i>Tucson</i></li> <li>● The Place at Wickertree, <i>Phoenix</i></li> </ul>
<b>Oklahoma</b>	<ul style="list-style-type: none"> <li>● The Place at Quail Hollow, <i>Broken Arrow (Tulsa)</i></li> <li>● The Place at the Village at Stratford, <i>Oklahoma City</i></li> </ul>
<b>Texas</b>	<ul style="list-style-type: none"> <li>● The Place at 2500 James (Bay Harbour), <i>Baytown (Houston)</i></li> <li>● The Place at Cooper's Hill, <i>Austin</i></li> <li>● The Place at Harvestree, <i>Plano</i></li> <li>● The Place at Park Timbers, <i>Lewisville, (Dallas/Ft Worth)</i></li> <li>● The Place at Saddle Creek, <i>Carrollton (Dallas/Ft Worth)</i></li> </ul>
<b>Strategic Partners</b>	<ul style="list-style-type: none"> <li>● PNC ARCS</li> <li>● Capital Advisory Group</li> </ul>
<b>Website</b>	<a href="http://www.MCCompanies.com">www.MCCompanies.com</a>   <a href="http://www.MCResidential.com">www.MCResidential.com</a>



<b>Company &amp; Focus</b>	MC Realty Advisers focuses on acquiring and developing properties in our target markets.
<b>Co-Principals</b>	<p><b>Ross McCallister</b>   Over 30 years real estate development and finance experience Oversees the company's construction and business development</p> <p><b>Ken McElroy</b>   Over 20 years real estate development and management experience Oversees the company's daily operations and business development</p>
<b>Target Markets</b>	<ul style="list-style-type: none"> <li>• Favorable demographic trends (population)</li> <li>• High job growth</li> <li>• High barriers to entry for new supply</li> <li>• Location: proximity to public transportation hubs, shopping, schools, etc.</li> </ul>
<b>Strategy</b>	<p>Target underperforming properties and add value through:</p> <ul style="list-style-type: none"> <li>• Repositioning – increase occupancy, improve tenant base and mix, stronger leasing terms</li> <li>• Redevelopment and renovation – physical improvement to the property</li> <li>• Lease-up – improve net cash flow and stabilize asset</li> <li>• Management processes – implement proven on-site management methods and service</li> <li>• Financing – strategic debt structure</li> </ul>
<b>Philosophy</b>	<p><b>Sharing the Good Life.</b> At MC Companies, we believe what we do is about more than just making money. We are a company that believes in <i>Sharing the Good Life</i> with our partners while we create the best living experience for our residents.</p> <p><b>Reputation and Integrity</b> Investing is serious business and so is taking care of our residents. We have a proven track record and a solid reputation. We will be here tomorrow and the next day.</p> <p>We believe it is our expertise and experience in finance and the multifamily marketplace, coupled with our research and methodology that make us different.</p>
<b>Founded</b>	MC Residential was founded in 2001 as a result of the <i>Formalized Partnership</i> and Merged Companies (McElroy Management and The McCallister Company). The company has deep roots spanning more than 30 years.
<b>Overview of Services</b>	<ul style="list-style-type: none"> <li>• Acquisition analysis and underwriting</li> <li>• Financing – strategic partners and debt structure</li> <li>• Development – comprehensive due diligence</li> <li>• Management – “owner – manager” focus</li> <li>• Investor Relations</li> </ul>
<b>Co-Headquarters</b>	<ul style="list-style-type: none"> <li>• 8553 E San Alberto Drive, Scottsdale, Arizona 85258   Phone 480-998-5400</li> <li>• 2910 N. Swan Road, Suite 204, Tucson, Arizona 85712   Phone 520-790-8100</li> </ul>
<b>Expertise &amp; Competitive Advantages</b>	<ul style="list-style-type: none"> <li>• Knowledge base - Acquired, negotiated and financed over 13,000 units</li> <li>• Business Plan / Executive Investment Summary with pro-forma and walk-forward</li> <li>• Investor relations – personal and individual client services</li> </ul>
<b>Website</b>	<a href="http://www.MCCompanies.com">www.MCCompanies.com</a>
<b>Strategic Partners</b>	<ul style="list-style-type: none"> <li>• PNC ARCS</li> <li>• Capital Advisory Group</li> </ul>



# MC RESIDENTIAL

## FACTS IN BRIEF

Sharing the Good Life.™

<b>Company &amp; Focus</b>	MC Residential is a full-service asset and property management company specializing in multifamily properties.
<b>Co-Principals</b>	<p><b>Ross McCallister</b>   <i>Over 30 years real estate development and finance experience Oversees the company's construction and business development</i></p> <p><b>Ken McElroy</b>   <i>Over 20 years real estate development and management experience Oversees the company's daily operations and business development</i></p>
<b>CEO &amp; Partner President &amp; Broker</b>	<b>Lesley Brice</b>   <i>More than 20 years experience, managed more than 10,000 units in four states.</i>
<b>Company Affiliations</b>	<ul style="list-style-type: none"> <li>• National Apartment Association – Board of Directors</li> <li>• National Multi Housing Council -Member</li> <li>• Institute of Real Estate Management</li> <li>• Arizona Multi-housing Association –Board of Directors</li> <li>• Arizona Housing Finance Authority – Board of Directors</li> <li>• Licensed Real Estate Broker – State of Arizona</li> <li>• Housing of Urban Development (HUD) Certified</li> </ul>
<b>Founded</b>	MC Residential has deep roots dating back to 1985. The company was founded in 2001 as a result of the formalized partnership and merged companies (McElroy Management and The McCallister Company).
<b>Overview of Services</b>	<ul style="list-style-type: none"> <li>• Lease-up &amp; pre-lease up consulting</li> <li>• Value enhancement / renovations</li> <li>• Due diligence</li> <li>• Financial reporting</li> <li>• Budget preparation &amp; monthly review of income &amp; expenses</li> <li>• Employee services (payroll, benefits &amp; training)</li> <li>• Marketing &amp; advertising</li> <li>• Property turnaround – repositioning</li> <li>• Corporate housing (short term rentals)</li> <li>• REO Receivership Services</li> </ul>
<b>Headquarters</b>	8553 E San Alberto Drive, Scottsdale, Arizona 85258   Phone 480-998-5400
<b>Expertise &amp; Competitive Advantages</b>	<p><b>Market Knowledge</b></p> <ul style="list-style-type: none"> <li>• Continuous evaluation of market conditions</li> <li>• Leasing and resident retention programs</li> </ul> <p><b>Due Diligence Services</b></p> <ul style="list-style-type: none"> <li>• Unit by unit inspections</li> <li>• File audit</li> <li>• Market analysis</li> <li>• Demographics</li> <li>• Capital needs</li> </ul> <p><b>Experienced Accounting Department</b></p> <ul style="list-style-type: none"> <li>• Financial reports &amp; narrative to owner by 15th of each month</li> <li>• Real time property financial data available via property management software</li> <li>• Budget based expense controls &amp; daily support</li> <li>• Reports customized to client needs</li> </ul>



# MC RESIDENTIAL FACTS IN BRIEF

Sharing the Good Life.™

- Continued Expertise & Competitive Advantages**
- **Employee training & daily support**
    - Benchmark incentive programs for achieving property goals
    - Monthly employee training (Sales, Fair Housing, Safety, etc)
    - MC University – MC’s proprietary training program
    - Monthly employee evaluation & incentive program
  - **Portfolio pricing & contract evaluation**
    - Comprehensive credit & criminal background program
    - Bulk pricing and vendor negotiations

- MC Arizona**
- Casitas de Santa Cruz, *Nogales*
  - The Place at Edgewood, *Tucson*
  - The Place at Forest Ridge, *Flagstaff*
  - Puesta Del Sol, *Tucson*
  - The Place at Savanna Springs, *Sierra Vista*
  - The Place at the Fountains at Sun City, *Sun City*
  - The Place at Tierra Rica I & II, *Tucson*
  - The Place at the Verandas, *Phoenix*
  - The Place at the Village at Foothills, *Tucson*
  - The Place at Wickertree, *Phoenix*

- MC Oklahoma**
- The Place at Quail Hollow, *Broken Arrow (Tulsa)*
  - The Place at Village at Stratford, *Oklahoma City*

- MC Texas**
- The Place at 2500 James (aka Bay Harbour), *Baytown (Houston)*
  - Camelot Village, *Mesquite*
  - The Place at Cooper’s Hill, *Austin*
  - Crescent Oaks, *Fort Worth*
  - Donna Lynn, *Grand Prairie*
  - Emerald Park, *North Richland Hills*
  - English Village Townhomes, *Arlington*
  - Finley Terrace, *Irving*
  - The Place at Harvestree, *Plano*
  - Highland Road, *Dallas*
  - Huntington Circle, *Lewisville*
  - Royal Arms, *Richardson*
  - St. Augustine, *Dallas*
  - The Place at Park Timbers, *Lewisville (Dallas/Ft Worth)*
  - The Place at Saddle Creek, *Carrollton (Dallas/Ft Worth)*
  - Ventana at Valwood, *Farmers Branch*
  - Villa Del Rio, *Garland*
  - Waterford Park, (aka Kensington Place) *Tyler*
  - Wimberly Park, *Duncanville*

**Website** [www.MCResidential.com](http://www.MCResidential.com) | [www.MCCompanies.com](http://www.MCCompanies.com)



# MULTIFAMILY BUILDING SPECIALISTS, INC.

## FACTS IN BRIEF

*Sharing the Good Life.™*

<b>Company &amp; Focus</b>	Multifamily Building Specialists is a full-spectrum construction company specializing in multifamily development.
<b>Co-Principals</b>	<p><b>Ross McCallister</b>   <i>Over 30 years real estate development and finance experience Oversees the company's construction and business development</i></p> <p><b>Ken McElroy</b>   <i>Over 20 years real estate development and management experience Oversees the company's daily operations and business development</i></p>
<b>Director of Construction</b>	<b>Clark Edwards</b>   <i>28 years experience in building and construction of multifamily structures Oversees the company's construction operations</i>
<b>Company Affiliations</b>	<ul style="list-style-type: none"> <li>• National Apartment Association – Board of Directors</li> <li>• National Multi Housing Council – Member</li> <li>• Arizona Multi-housing Association – Board of Directors</li> <li>• Institute of Real Estate Management</li> <li>• Arizona Housing Finance Authority – Board of Directors</li> <li>• Licensed Real Estate Broker – State of Arizona</li> <li>• Licensed General Contractor – State of Arizona</li> <li>• Urban Development (HUD) Certified</li> </ul>
<b>Founded</b>	Formalized Partnership and Merged Companies in 2001
<b>Overview of Services</b>	<p>With over 30 years of multifamily building experience, Multifamily Building Specialists provides top level construction services, resulting in the delivery of high quality projects on-time and on-budget. Services include:</p> <ul style="list-style-type: none"> <li>• Project budgeting and financial controls</li> <li>• Design oversight</li> <li>• Architect/consultant selection</li> <li>• Bid package preparation</li> <li>• Construction procurement</li> <li>• Contract negotiation and administration</li> <li>• Value engineering</li> <li>• Project planning and scheduling</li> <li>• Document review/program verification</li> <li>• Cost and schedule analysis/reporting</li> <li>• Project closeout</li> </ul>
<b>Co-Headquarters</b>	<ul style="list-style-type: none"> <li>• 8553 E San Alberto Drive, Scottsdale, Arizona 85258   Phone 480-998-5400</li> <li>• 2910 N Swan Road, Suite 204, Arizona 85712   Phone 520-790-8100</li> </ul>
<b>Expertise &amp; Competitive Advantage</b>	<ul style="list-style-type: none"> <li>• Unique perspective and understanding of relationship between construction and development costs and return on investment</li> </ul>



# MC COMPANIES PARTNERS PRINCIPALS ROSS McCALLISTER AND KEN McELROY

**Real Estate experts** Ross McCallister and Ken McElroy combined entities and joined forces in 2001 to create a partnership uniquely blending over 50 years of experience and mastered skills. Their owner/ investor /manager perspective is an advantage for their clients and their investments continually outperform the market.

**Ross McCallister** oversees the company's construction and business development, including acquisition investment analysis, construction, financing, and management of related projects, and client relations. He is both a licensed real estate broker and licensed general contractor. Ross is a 30-year industry expert in real estate development and finance.

**Ken McElroy** leads the day-to-day operations including financial and operating analysis, investor relations and business development. He oversees the company's asset portfolio. An industry veteran, Ken has served in leadership roles in multifamily asset and property management for more than 20 years. Ken is a licensed real estate broker.

Both men are seasoned experts in development, project /construction management, investment analysis and acquisitions/dispositions, as well as business development and client relations. Projects include the purchase and development of over \$350 million of real estate consisting of more than 4,000 units in multifamily communities in Arizona, Oklahoma and Texas, and managed condominium conversion projects in Oregon, Las Vegas, and Arizona.

***Leaders at heart, the partners also share a spirit of entrepreneurialism and giving back as evidenced in their continuous participation in industry boards, governmental committees and community programs.***

## A PARTNERSHIP THAT WORKS

**In His Own Words:** "It's common for our investors and business partners to be friends and family. If they didn't start out that way, they end up that way. Ken McElroy and I built this company based on solid values, experience and credibility. It's the same today – each investment property in our portfolio must meet certain criteria. We believe in **Sharing the Good Life** – with our families, friends, investors, employees and our community residents." – Ross

**In His Own Words:** "The McCallister - McElroy partnership works: our combined core strengths create value and is the foundation for the company we built. For us, a culture of partnership isn't something we hang on the wall. It's something we actually live minute-by-minute when we bring on a new property management contract, run the numbers on an apartment community we're thinking about buying or map out the strategic direction for our company in the coming year." "It's our mutual respect and combined actions that come into play to create our commitment to **Sharing the Good Life** - with our families, friends, investors, employees and our family of community residents." – Ken

Sharing the Good Life.™



# PRINCIPAL AND CO-PARTNER ROSS McCALLISTER

*Sharing the Good Life.™*

**Ross McCallister**, Co-Partner of MC Companies, is a 30-year industry expert in real estate/development and finance. He developed and constructed more than 3,000 apartment units in Arizona, and managed condominium conversions in Oregon, Las Vegas, and Arizona, valued in excess of \$300 million. Prior to founding MC Companies with Ken McElroy, Ross was president of The McCallister Co., a real estate syndication firm and property management company. Earlier in his career Ross was president of EC Garcia, Inc. and prior to that, he was president of Sandia Federal Savings.

Ross oversees the construction and development of the business, including investment analysis, development, construction, financing, and management of related projects, as well as business development and client relations. He is as a licensed real estate broker and a licensed general contractor.

Ross believes in 'giving back' and has served the real estate industry throughout his career. Ross is past Chairman of the Board of Directors of the Arizona Multi-Housing Association, and past Chairman of Metropolitan Tucson Housing Commission. Since 2002, he's been a member of the Office of the Governor's Arizona Housing Finance Authority Board.

Ross and his wife enjoy an active outdoor lifestyle in Tucson, Arizona. A father and grandfather, Ross enjoys spending time with his family.

The MC Companies are: MC Realty Advisers, LLC; MC Residential; Multifamily Building Specialists, Inc. and MC Corporate Housing.

For more information about Ross McCallister or MC Companies, please visit [www.MCCompanies.com](http://www.MCCompanies.com).



# PRINCIPAL AND CO-PARTNER KEN MCELROY

Sharing the Good Life™

**Ken McElroy**, Co-Partner of MC Companies, has over 20 years of senior level experience in multifamily asset/property management, development, project/construction management, investment analysis, acquisitions and dispositions, business development, and client relations.

Having purchased over \$200 million in real estate in the past two years, Ken brings a unique property management perspective to estimate a properties potential value.

Ken is the Real Estate Advisor to Robert Kiyosaki and the Rich Dad organization. In 2004 Ken released the best selling book, *The ABC's of Real Estate Investing*. Ken's second book, was released in May, 2008, *Rich Dad's Advisors: The Advanced Guide to Real Estate Investing*, and his third book, *The ABC's of Property Management* was released in September 2008. *The ABC's of Real Estate Investing* is offered as a real estate course throughout Arizona's Maricopa County Community College system. Ken has co-authored several audio programs with Robert Kiyosaki: *How to Increase the Income from your Real Estate Investments*, *How to Get your Banker to say "Yes!"* and *How to Find and Keep Good Tenants*, which are all available at [www.KenMcElroy.com](http://www.KenMcElroy.com).

A gifted speaker, Ken has inspired audiences world-wide at Learning Annex events with Robert and Kim Kiyosaki, and which featured speakers Donald Trump, Tony Robbins, Magic Johnson, George Foreman and others. A frequent guest speaker at Rich Dad events, Ken has appeared on numerous PBS specials and Rich Dad TV with Robert and Kim Kiyosaki. Sharing his passion for real estate investing and education, Ken, in addition to speaking at The Learning Annex in the United States, Fast Track to Cash Flow in Canada, Infinity Broadcasting, he was a featured speaker at the 2005 National Achievers Congress in Singapore. Ken is a popular speaker at numerous industry events, including AMA's (Arizona Multihousing Association) and NAA's (National Apartment Association) national and regional events throughout the United States. On a local community level, Ken is often invited to speak at events including the Arizona School of Real Estate and the Arizona Business Leaders.

As host of WS Radio's weekly Entrepreneur Magazine's Real Estate Radio program, Ken interviews experts in the real estate, financial and legal arenas. These interviews are rich with relevant information, and coupled with Ken's passion to educate others make these programs a favorite among listeners. Ken's guests have included Kim Kiyosaki, author of Rich Woman, Apprentice winner and real estate investor Kendra Todd, Rich Dad Legal Advisor Garrett Sutton, former NBA player-turned-investor, Danny Schayes, and best selling author and speaker Loral Langemeier of "The Secret", and Live Out Loud. An active member of the Entrepreneurs Organization, and Arizona's Chapter of Entrepreneurs Organization, Ken held several board positions including President for the fiscal year of 2004-2005.

Generous with his time, Ken is active within the community and has served on advisory boards for Child Help and AZ Food Banks where he conducted the largest food drive in the state of Arizona. Ken and his family reside in Scottsdale, Arizona.

The MC Companies are: MC Realty Advisers, LLC; MC Residential; Multifamily Building Specialists, Inc. and MC Corporate Housing, LLC.

For more information about Ken McElroy please visit [www.kenmcelroy.com](http://www.kenmcelroy.com), for more information about MC Companies, please visit [www.mccompanies.com](http://www.mccompanies.com).



# LESLEY BRICE, PARTNER AND CEO

## MC RESIDENTIAL

**Lesley Brice**, Partner and CEO, has over 20 years of senior level experience in multifamily asset/property management.

Lesley brings an extensive background in the multifamily housing industry to the company. Beginning her real estate career in 1988, Lesley has experience in all aspects of real estate development, investment and asset management and is a skilled executive, visionary entrepreneur and a skillful trouble-shooter. Over the course of her career, Lesley has managed over 15,000 units in multiple states.

Starting her career as a Resident Services Agent at a very large apartment community in Phoenix, Lesley worked her way through the ranks, gaining expertise in leasing, and as a corporate housing agent, assistant manager, manager, asset manager to president and now to her current position of partner and CEO.

Lesley holds a Broker's license and currently sits on the Arizona Multi-housing Association's (AMA) Board of Directors and serves as Treasurer on the board's Executive Committee and is the immediate past Education Chairwoman. As a leader in the Multi-housing industry, Lesley believes in the value of education and provides challenging and relevant opportunities to all employees. She is a delegate to the National Apartment Association, a member of the Arizona Commercial Real Estate Women (AZ CREW website is [www.arizonacrew.org](http://www.arizonacrew.org)), the Scottsdale Area Association of Realtors (SAAR\* [www.saaronline.com](http://www.saaronline.com)), and the National Association of Realtors NAR\*.

In 2005 Lesley was a finalist for AMA's Property Supervisor of the Year, and her properties and employees have been recognized as candidates and finalists for AMA Tributes Awards. Lesley is also involved in UMOM's Big Hearts for Little Hands campaign working to end homelessness in Arizona.

Lesley and her husband live in Glendale with their three children and Tucker, the family dog. In addition to school and outdoor activities, Lesley likes to spend her time cooking, reading and traveling.

\* With the SAAR & NAR membership comes the designation of Realtor.

For more information about Lesley Brice and MC Residential please visit [www.mccompanies.com](http://www.mccompanies.com).

*Sharing the Good Life.™*



## AREAS OF EXPERTISE

- Partnerships
- Entrepreneurism
- Asset Management
- Multifamily Management
- Multifamily Development
- Multifamily Renovation
- Multifamily Construction
- Raising Equity
- Financing
- Ownership Structure
- Real Estate Investing

## MEDIA CONTACT

**Kim Obert**  
Director Marketing & Public Relations

### MC Companies

8553 E San Alberto Dr.  
Scottsdale, AZ 85258

480-998-5400 ext 250  
602-478-2007 Mobile

kobert@mccompanies.com  
www.MCCompanies.com

## INDUSTRY AWARDS

- 2010 - Property Manager of the Year
- 2010 - Property Team of the Year - Finalist
- 2006 - Property of the Year - Finalist
- 2005 - Property Supervisor of the Year
- 2005 - Best Team & Community Built 2000 - 2004 - Finalist
- 2005 - Volunteer of the Year - Finalist
- 2003 - Apartment Manager of the Year

## STORY IDEAS

### Multifamily Management:

- Building a management company

### Multifamily Development and Investments:

- Structuring the ownership and raising equity
- Financing and deal structure
- Knowing when to sell and when to re-finance
- Due diligence is the foundation of the deal

### Partnership:

- How to make it work and the importance of communication, trust and mutual respect
- Establishing roles based on respective talents and experience

### Entrepreneurism:

- The McCallister Company—25 years of Service to the Multifamily Industry
- Building a well balanced company: keeping control while growing

