



## **Executive Summary**

US Masters Residential Property Fund (URF or Fund) is pleased to provide the second quarterly update of 2016, with information from the quarter ended 30 June 2016. With summer in full swing, and the prime season for leasing and construction underway, the second quarter of the year heralded significant accomplishments across every department.

The Leasing Team enjoyed one of their most successful quarters yet, leasing four of the Fund's most expensive properties to date, with monthly rents ranging from US\$17,990 to US\$21,818—each in excess of their underwritten estimates. While any of these properties alone constitutes a significant success, the four together are a testament to the unparalleled quality of Fund renovations and the dedication of everybody involved in the leasing process. Together, these properties are anticipated to deliver annualised rent of US\$942,036 to the Fund. The Team leased an additional 42 properties during the quarter, bringing total annualised rent of US\$2.65 million from all new leases. Renewals were also strong, with 214 renewed leases providing annualised rental income of more than US\$5.8 million dollars—an average increase of 3% over previous prices.

The Renovation and Restoration Team completed a total of 30 renovations during the quarter, following an investment of US\$13.6 million. Sixteen of these completed projects were large-scale renovations, several of which leased prior to the completion of construction. The anticipated annualised rental income from these properties is US\$1.6 million. Additionally, the Team completed 14 small-scale renovations that are expected to contribute an additional US\$410,040 per annum. Equally as exciting, the Team broke ground on several major projects that cleared planning and permitting during the quarter. These renovations will be found in New Jersey and Brooklyn, boasting the Fund's traditional hallmarks of pools, private terraces and parking spaces.

Limited inventory and strong buyer demand persisted throughout the Fund's target areas during the guarter, driving prices to record-high levels. Given the Fund's relationship with a number of local brokers, the Acquisition Team was nonetheless able to source and negotiate numerous attractive deals in the rising market with a total of 184 properties (worth US\$421.3 million) reviewed during the quarter. Of

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12 **URF** Fund Statistics these, 43 properties received bids (US\$66.3 million), resulting in the acquisition of thirteen unique homes: three in Brooklyn, two in Manhattan and eight in Jersey City for a combined outlay of US\$18.3 million.

Lastly, we are pleased to announce the addition of more than twenty new teammates during our recent Graduate Induction Week. These graduates came ready to learn, are ambitious to succeed and have added increased capability to every team. We're excited to see these talented young professionals begin their careers and look forward to watching their enthusiasm and talent grow as they settle into their new roles. We were also honoured to be a second-time recipient of the Jersey City Landmarks Conservancy's "Excellence in Preservation" award for the beautiful work done on the Carriage House at 237 Montgomery Street in Jersey City. As always, we're flattered by the recognition and proud of the role the Fund and its investors play in creating strong, vibrant communities where people are proud to live and work.

We look forward to updating unit holders on our progress in the coming months. As always, we thank you for your continued support.

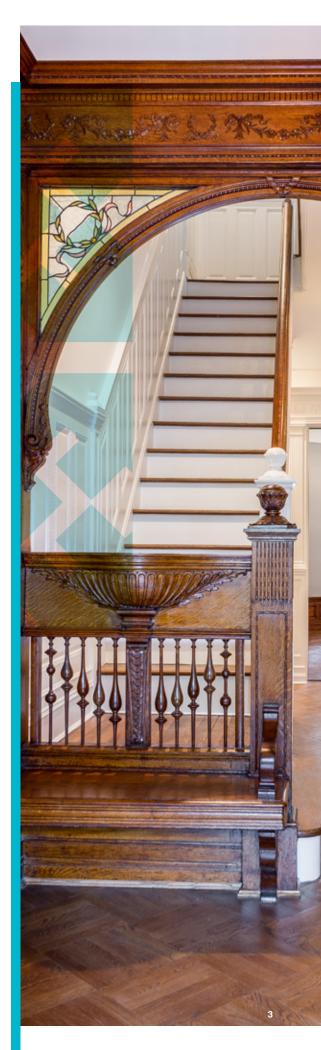




Alan Dixon Managing Director and CEO

# **Quarter Highlights**

- → URF's high-quality portfolio now comprises 1557 housing units across 581 freestanding homes and 17 apartment buildings.
- → The Fund currently has 89 properties in the renovation pipeline, expected to contribute a further US\$11.1 million per annum of rental revenue.
- → Four of the Fund's **most expensive properties** to date were leased this quarter, with monthly rents ranging from US\$17,990 to US\$21,818.
- → The Fund was again recognised by the Jersey City Landmarks Conservancy, winning their Excellence in **Preservation Award** for the second year in a row.



# Quarterly **Operational Overview**



## Acquisition

As predicted, the spring selling season presented a strong wave of new buying opportunities for the Fund's Acquisition Team, with a more than 20% increase in live deals from the previous quarter. Because of this, a number of exciting new properties are now in the pipeline under attorney review. Specifically, the Team evaluated a total of 184 properties during the second quarter of 2016. Of these, a total of 141 properties worth US\$348.8 million were rejected and 43 properties worth US\$66.3 million (based on maximum allowable offers) or US\$72.5 million (based on asking prices) received bids. Ultimately, thirteen properties were acquired by the Fund, three in Brooklyn, two in Manhattan and the remaining eight in Jersey City, for a combined outlay of US\$18.3 million.



# Renovation and Restoration

The Renovation and Restoration Team completed a total of 30 renovations during the quarter. Of these, 16 were large-scale projects, anticipated to provide an estimated US\$1.6 million in annualised rental income. In Jersey City, 1 Hampton Court Terrace was among these notable completions. From the ornate façade's extensive rehabilitation to the high-standard renovation inside, this property shattered Downtown Jersey City's previous rent record, set by the Fund a year prior. Additionally, 14 small-scale projects were completed and are expected to contribute an additional US\$410,040 in annualised rental income. During the guarter, the Fund invested a total of US\$13.6 million into construction projects.

There was also a surge of activity in city approvals and permitting during the quarter as several major renovation plans cleared the final hurdles before construction could commence. Among these new projects is a prestigious corner-lot property in Bedford-Stuyvesant that will receive a stunning basement with soaring 10' ceilings, pool, hot tub, spa, steam room and full wet bar. Not far away, in Brooklyn's storied Brooklyn Heights neighbourhood, a small historic frame house on Middagh Street has been approved for the addition of a large, four-story rear extension and cellar excavation set to nearly double the home's square footage to an impressive 5,461 sq. ft. This jump in size, along with lavish amenities including a pool/spa area connected to the yard above by a walkable glass skylight and a modern greenhouse/guesthouse, are sure to generate premium rental figures and neighbourhood-wide recognition.



Recently acquired 93 Reservoir Avenue, Jersey City



Recently renovated 1313 Prospect Place, Brooklyn

# Tenancy

Similarly to last year, the Fund's Leasing Team saw the rental market heat up during quarter two, particularly within the premium property portfolio. The Team successfully leased an impressive 46 properties for total annualised rent of US\$2.65 million. Of this, US\$1.45 million can be attributed to leases on new properties just out of construction. The remaining US\$1.2 million came from new leases on existing properties, which represents an increase of 12% over previous lease prices. Lease renewals saw the strongest quarter ever, with 214 leases renewed for a total annualised rent of more than US\$5.8 million and an average increase of 3% over previous annualised rent.

The strength of the guarter was underscored by the Fund leasing its four most expensive properties of all time, all located in Brooklyn, New York:

- 29 Lincoln Place rented for US\$17,990 per month—a record square footage price (US\$77/sq. ft.) for the Park Slope neighbourhood.
- 10 Polhemus Place rented for US\$19,695 per month—a 23% increase over the previous rent obtained in 2014.
- 98 6th Avenue rented for US\$21,818 per month—this occurred even before construction had been completed.
- 132 Kane Street rented for US\$19,000 per month following the revitalisation of a historic storefront that would become a stunning feature of this modern home.

Notably, it was also a record-breaking quarter in Jersey City with 1 Hampton Court Terrace renting for US\$10,995 per month, an increase of US\$1,000 per month over the area's previous rent record (also obtained by the Fund last year).



Recently leased 98 6th Avenue, Brooklyn



Recently leased 1 Hampton Court Terrace, Jersey City



Recently leased 10 Polhemus Place, Brooklyn

## **Case Studies**



# Renovation and Restoration

Walking through the historic front doors into this newly renovated home, any guest will be impressed by its sleek aesthetic. Located in Brooklyn's Park Slope neighbourhood, 29 Lincoln Place was acquired by the Fund with few existing historic features intact. With little to save, the property underwent a full renovation to make room for a large, contemporary single-family home. Glass railings and Nanawalls can be found on all four floors and serve to showcase the modern interior and unique design touches. The four fully opening Nanawalls provide spectacular views out the rear of the home and are a great resource to maximise the home's meticulously landscaped outdoor space and cascading rear terraces, including one off the master bedroom and a rooftop patio. Future tenants are sure to enjoy the fabulous views of downtown Brooklyn and the New York City skyline stretched out in front of them. This home's high-gloss white kitchen features an extra surprise: a counter-top Nanawall that can be easily opened to reveal an indoor/outdoor bar, perfect for entertaining friends or dining al fresco under the summer sky.

### 29 LINCOLN PLACE, BROOKLYN

Acquisition Date: 17 April 2014

Total Acquisition Cost: US\$1,996,692 (including fees and costs)

Actual Monthly Rent: US\$17,990

Single-family attached

4 bed / 4.5 bath

Net Square Footage: 2,870 square feet



**BEFORE** Recently restored 29 Lincoln Place, Brooklyn



AFTER Recently restored 29 Lincoln Place, Brooklyn



# **Acquisition**

Located on one of the most unique and coveted rows of Queen Anne Victorian brick townhomes in downtown Jersey City, 660 Jersey Avenue has long been a target for the Fund. The Acquisition Team recognised great value in the home's single-family configuration and its meticulously maintained interior condition. The property features an open floor plan with original crown mouldings, parquet floors, pocket doors and mantels, as well as a modern kitchen, rear deck and private stone-paved patio with pergola. It is located only a half block from Hamilton Park, and a wide array of dining and entertainment options are all within a short walk. Transportation to New York City is easily available from the PATH train stop at Grove Street and Newport.



Acquisition Date: 15 April 2016

Total Acquisition Cost: US\$1,990,388 (including fees and costs)

Actual Monthly Rent: US\$6,490

Two-family attached 4 bed / 2.5 bath

Net Square Footage: 2,066 square feet



Recently acquired 660 Jersey Avenue, Jersey City



Purchased in July of 2014, 39.5 Waverly was a rather unnoticeable three-bedroom, two-bathroom single-family home. The vacant property showed significant signs of distress both inside and out, allowing the Fund a prime opportunity to make a quick purchase for a dramatically reduced price through a "short sale." With outdated wood-paneled walls, an atrocious drop ceiling, mismatched carpet, tile, and parquet flooring along with outdated utilities including plumbing and electrical, the only way to truly restore this home was through a full renovation. Now, this once nondescript home boasts an unmistakable front facade, an additional bathroom, a private sundeck and manicured backyard, large en-suites, a huge family room, custom cabinetry and high-quality stainless steel appliances. Due to the caliber of the renovation, 39.5 Waverly was guickly leased in June of 2016 for US\$4,490 per month—a higher yield than originally estimated during property acquisition.

#### 39.5 WAVERLY STREET, JERSEY CITY

Acquisition Date: 3 July 2014

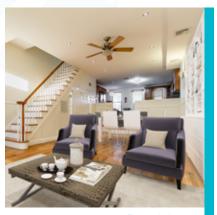
Total Acquisition Cost: US\$212,557 (including fees & costs)

Actual Monthly Rent: US\$4,490

Single-family attached

3 bed / 2 bath

Net Square Footage: 1,736 square feet



Recently leased 39.5 Waverly Street, Jersey City



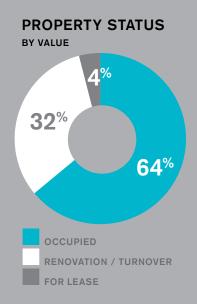
- The Fund currently has 89 properties in the renovation pipeline, expected to contribute a further US\$11.1 million per annum of rental revenue.
- During the quarter, the Fund sold two multi-family properties for a total consideration of US\$22.3 million, of which the Fund's economic interest is US\$20.6 million.
- The total consideration above reflects a combined increase over the purchase price of US\$4.8 million, (or 28%), of which the Fund's economic interest is US\$4.5 million.
- The properties disposed of in the guarter were located in Union City, New Jersey and Brooklyn, New York.

FREESTANDING PORTFOLIO		
AREA	PROPERTIES	VALUE (US\$)
Brooklyn	97	240.1 million
Manhattan	23	79.4 million
Hudson Premium	132	220.5 million
Hudson Workforce	321	127.1 million
Queens	8	12.6 million

MULTI-FAMILY PORTFOLIO					
JOINT VENTURE ENTITY	UNITS	VALUE (US\$)			
Golden Peak II, LLC	400	33.5 million			
DXEX I	38	8.6 million			
DXEX III	70	13.1 million			

The Fund is in the process of finalising a property portfolio valuation exercise. Accordingly, the unaudited NAV as at 30 June 2016 does not take into account any resulting fair value uplift of the property portfolio. Any resulting fair value uplifts that arise from the portfolio valuation will be reflected in the Fund's half-year statutory financial statements and in subsequent monthly and quarterly updates.

## PROPERTY DISTRIBUTION **BY VALUE 33**% 30% **13**% HUDSON COUNTY (WORKFORCE) HUDSON COUNTY (PREMIUM) MANHATTAN/QUEENS BROOKLYN MULTI-FAMILY



# **Quarterly Closed Properties**

ADDRESS	REGION	PROPERTY DESCRIPTION	APPROX. SQ FT	ACQUISITION DATE	TOTAL ACQUISITION COST (US\$)	EST. ANNUAL NET YIELD
117 Wayne Street, Jersey City, NJ 07302	Downtown	2-family attached  Apt 1: 3 bed/2 bath  Apt 2: 2 bed/1 bath	3076	6-Apr-16	\$1,425,173	4.0
123 Webster Avenue, Jersey City, NJ 07307	Jersey City Heights	2-family attached <b>Apt 1:</b> 2 bed/2 bath <b>Apt 2:</b> 1 bed/1 bath	1,632	7-Apr-16	\$525,607	4.3
660 Jersey Avenue, Jersey City, NJ 07302	Downtown	2-family attached  Apt 1: 3 bed/1.5 bath  Apt 2: 1 bed/1 bath	2,066	15-Apr-16	\$1,949,205	4.1
260 Montgomery Street, Jersey City, NJ 07307	Downtown	2-family attached  Apt 1: 1 bed/1 bath  Apt 2: 4 bed/2 bath	4,791	27-Apr-16	\$2,030,652	4.0
203 West 138th Street, New York City, NY 10030	Harlem	1-family attached <b>Apt 1:</b> 5 bed/3.5 bath	3,877	27-Apr-16	\$1,829,866	4.1
674 St. Marks Avenue, Brooklyn, NY 11216	Crown Heights	1-family attached <b>Apt 1:</b> 5 bed/5.5 bath	3,472	28-Apr-16	\$1,718,521	4.0
309 York Street, Jersey City, NJ 07302	Downtown	2-family attached  Apt 1: 2 bed/1 bath  Apt 2: 4 bed/2 bath	2,161	9-May-16	\$1,553,528	4.0
360 West 123rd Street, New York City, NY 10027	Harlem	1-family attached <b>Apt 1:</b> 4 bed/4 bath	3,334	10-May-16	\$1,432,668	5.5
93 Reservoir Avenue, Jersey City, NJ 07307	Jersey City Heights	2-family attached  Apt 1: 2 bed/2 bath  Apt 2: 3 bed/2 bath	2,325	11-May-16	\$330,732	4.1
119 Wayne Street, Jersey City, NJ 07302	Downtown	4-family attached  Apt 1: 1 bed/1 bath  Apt 2: 1 bed/1 bath  Apt 3: 1 bed/1 bath  Apt 4: 1 bed/1 bath	2,988	12-May-16	\$1,675,461	4.1
211 Powers Street, Brooklyn, NY 11211	East Williamsburg	2-family attached <b>Apt 1:</b> 2 bed/1 bath <b>Apt 2:</b> 4 bed/2 bath	3,190	17-May-16	\$1,809,655	4.2
74 Reservoir Avenue, Jersey City, NJ 07307	Jersey City Heights	2-family attached <b>Apt 1:</b> 2 bed/1 bath <b>Apt 2:</b> 2 bed/1 bath	2,392	30-Jun-16	\$521,154	4.0
804 Lincoln Place, Brooklyn, NY 11216	Crown Heights	2-family attached  Apt 1: 1 bed/1 bath  Apt 2: 4 bed/2 bath	3,187	30-Jun-16	\$1,545,244	4.1

# **New Leases**

ADDRESS	STATE	UNIT	BED/BATH	MOVE IN DATE	PREVIOUS RENT (US\$)	PRICE (US\$)	SQ. FT.	
244 1st St.	NJ	1	2/1.5	5/1/16	\$2,500	\$2,500	1062	
283 1st St.	NY	SF	4/4.5	8/15/16	\$12,900	\$13,795	2784	
232.5 3rd St.	NJ	2	1/1	6/1/16	\$1,995	\$2,195	503	
98 6th Ave.	NY	SF	6/7.5	9/1/16	\$-	\$21,818	3929	
318.5 7th St.	NJ	SF	2/2	5/8/16	\$2,995	\$3,805	1426	
81 E. 24th St.	NJ	3	1/1	6/25/16	\$865	\$1,095	410	
11 W. 28th St.	NJ	1	3/1	5/1/16	\$1,465	\$1,895	968	
11 W. 28th St.	NJ	2	3/1	5/1/16	\$1,255	\$1,695	1108	
149 37th St.	NJ	2	2/1	6/1/16	\$1,195	\$1,595	534	
465 W. 141st St.	NY	SF	6/4.5	7/1/16	\$-	\$11,500	4091	
10 Polhemus Pl.	NY	SF	4/4.5	6/15/16	\$15,995	\$19,695	3905	
132 Kane St.	NY	SF	4/4f; 2hb	6/1/16	\$-	\$19,000	3594	
150 Myrtle Ave.	NJ	1	3/1	5/1/16	\$1,095	\$1,195	945	
152 Bentley Ave.	NJ	2	2/2	4/9/16	\$1,400	\$1,495	784	
152 Sherman Ave.	NJ	2	2/1	6/1/16	\$1,395	\$1,745	845	
154 W. 29th St.	NJ	2	3/1	7/1/16	\$1,295	\$1,495	836	
167 Clinton Ave.	NJ	2	2/1	4/15/16	\$1,625	\$1,295	1420	
20 Lefferts Pl.	NY	2	2/1.5	7/1/16	\$4,145	\$4,355	1090	
202 MacDonough St.	NY	SF	6/6	6/15/16	\$-	\$10,900	3121	
203 Freeman Ave.	NJ	1	2/1	5/1/16	\$1,190	\$1,495	569	
203 Virginia Ave.	NJ	2	3/1	7/1/16	\$1,395	\$1,495	862	
219 Bidwell Ave.	NJ	1	3/1	5/15/16	\$1,095	\$1,295	771	
221 Brunswick St.	NJ	3	1/1	6/15/16	\$1,945	\$1,450	540	
222 Grant Ave.	NJ	1	1/1	6/16/16	\$995	\$1,290	640	
243 Cambridge Ave.	NJ	2	2/1	7/1/16	\$1,600	\$1,795	1086	
266 Barrow St.	NJ	2	2/2	4/9/16	\$3,635	\$4,110	1230	
282 Neptune Ave.	NJ	3	2/1	6/16/16	\$855	\$1,190	614	
29 Lincoln Pl.	NY	SF	4/4f; 2hb	8/15/16	\$-	\$17,990	2870	
295 Varick St.	NJ	2	1/1	6/1/16	\$1,625	\$1,995	571	
311 York St.	NJ	2	3/2.5	5/1/16	\$5,146	\$6,295	1714	
350 Pavonia Ave.	NJ	2	2/2	5/1/16	\$2,495	\$1,150	1193	
363 Woodlawn Ave.	NJ	2	3/1	6/1/16	\$1,700	\$1,695	978	
366 – 368 Avenue C	NJ	3	3/1	6/25/16	\$1,720	\$1,695	857	
39.5 Waverly St.	NJ	SF	3/3	6/15/16	\$-	\$4,490	1730	
397 Union St.	NJ	2	3/1	6/15/16	\$1,245	\$1,495	731	

ADDRESS	STATE	UNIT	BED/BATH	MOVE IN DATE	PREVIOUS RENT (US\$)	PRICE (US\$)	SQ. FT.
406 Monroe St.	NY	2	2/1	6/6/16	\$2,350	\$2,170	570
511 Manila Ave.	NJ	SF	3/2.5	4/15/16	\$4,465	\$5,120	1942
53 Condict St.	NJ	2	5/1	5/19/16	\$1,795	\$1,995	1330
58 Bergen Ave.	NJ	2	2/1	6/1/16	\$1,095	\$1,195	709
66 Gardner Ave.	NJ	2	2/1	5/6/16	\$954	\$1,295	682
66A Williams Ave.	NJ	SF	1/1	7/1/16	\$1,345	\$1,390	938
80 Hancock Ave.	NJ	1L	1/1	6/25/16	\$-	\$1,490	488
843 Prospect Pl.	NY	SF	6/5	7/1/16	\$-	\$9,800	3195
98 Randolph Ave.	NJ	SF	4/1.5	6/1/16	\$1,350	\$1,595	1136
997 – 999 Boulevard East	NJ	SF	5/4.5	5/16/16	\$-	\$11,905	3790
1 Hampton Court Tce.	NJ	SF	5/3.5	5/9/16	\$-	\$10,995	2553

This list contains only new leases signed during Q2, 2016. No lease renewal information has been included.

## **URF Fund Statistics**

	AUD\$
Market Capitalisation	544,763,806
Net Debt	470,341,653
Enterprise Value	1,062,352,328

	PROPERTIES	UNITS
Freestanding Holdings	581	1049
Multi-Family Holdings	17	508
TOTAL UNITS:		1557

#### URF Share Price Performance<sup>1</sup> AS AT 30 JUNE 2016

1M	3M	6M	1YR (PA)	2YR (PA)	3YR (PA)	SI (PA)
-5.7%	0.0%	4.9%	2.0%	13.3%	10.3%	11.1%

### URF Total Unitholder Returns<sup>1</sup> AS AT 30 JUNE 2016



### Important Information

This Quarterly Update (Update) has been prepared by Walsh & Company Investments Limited as the Responsible Entity for the US Masters Residential Property Fund (Fund). An investment in the Fund is subject to various risks, many of which are beyond the control of the Responsible Entity.

This Update contains statements, opinions, projections, forecasts and other material (forward looking statements), based on various assumptions. Those assumptions may or may not prove to be correct. None of the Responsible Entity, its officers, employees, agents, analysts nor any other person named in this Update makes any representation as to the accuracy or likelihood of fulfilment of the forward looking statements or any of the assumptions upon which they are based.

This Update may contain general advice. Any general advice provided has been prepared without taking into account your objectives, financial situation or needs. Before acting on the advice, you should consider the appropriateness of the advice with regard to your objectives, financial situation and needs, and consider obtaining advice from a financial advisor. You should obtain a copy of the relevant product disclosure statement or offer document before making any decisions to purchase the product. The past performance of the Fund is not a guarantee of the future performance of the Fund.

- 1 Returns are inclusive of dividends reinvested and adjusted for rights issues.
- 2 Inception date June 2011.

# **Board &** Management

### Board of the **Responsible Entity**

Alex MacLachlan Tristan O'Connell **Tom Kline** 

### **US Management Team**

Alan Dixon MANAGING DIRECTOR & CEO

David Orr EXECUTIVE DIRECTOR & COO

Dessie Neill CEO, RENOVATION AND RESTORATION

Paul McInerney Joint CHIEF FINANCIAL OFFICER

Kevin McAvey Joint Chief Financial Officer

Rebecca Symes LEGAL COUNSEL

**Ezequiel Ortiz** EXECUTIVE DIRECTOR

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