

REALM PURCHASES 5-PROPERTY HOTEL PORTFOLIO IN NORTH CAROLINA



REALM and its partner, Vivo Investment Group (Vivo), are excited to announce their recent acquisition of a 5-property portfolio of Extended Stay America hotels across the markets of Charlotte, Raleigh, and Durham, North Carolina. The portfolio was purchased off-market from Blackstone, and REALM plans to convert the properties into efficiency units for workforce housing. Given that all units already have kitchenettes and are zoned for multifamily use, the renovation process is expected to be much less intensive than other hotel to multifamily conversions. REALM has partnered with Vivo, one of the leading firms in hotel-to-multifamily conversions, with roughly 30 projects in the past 3 years. The properties are well positioned to thrive in the current market as demand for workforce housing increasingly outpaces supply.

Travis King, Founder and CEO of REALM, stated: "We are thrilled to enter the Charlotte and Raleigh/Durham markets as a provider of cost-effective housing. As interest rates and construction costs remain elevated and inflation remains sturdy, new development projects are too costly for most tenants with working-class or young professional incomes. So, being the low-cost provider of housing in growth markets, like Charlotte and Raleigh/Durham, where supply is constrained and demand is high, makes for an attractive value proposition and double bottom-line for a societal challenge as well."

REALM is also under contract to purchase an additional 189 units across two other multifamily conversion projects in Charleston, SC and Chattanooga, TN, and their 2024 pipeline contains up to \$70M of additional acquisitions in this strategy.

Well capitalized with discretionary capital and nearly \$6 billion of transactional experience, REALM is actively looking to acquire, either directly or in partnership with local operators, a wide array of property types across geographies and risk profiles.

To learn more about this portfolio, the efficiency unit investment thesis, or how to partner with REALM, please reach out to Will Moyer- wmoyer@realmlp.com.

