

Dream.  
Live.  
Prosper.

QUARTERLY  
**REPORT &  
OUTLOOK**

SUMMER  
2021



# Dream. Live. Prosper.

Having an affordable and safe home should be attainable for every American family. At DLP, we aim to make this a reality, while driving strong financial returns for our investors.

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**Just in June alone, DLP provided 10,430 solutions that positively impacted 54,404 lives.**

”

## A message from our CEO, Don Wenner

**It has been an incredible quarter at DLP. I have never felt more blessed than I feel at this moment for the opportunity and responsibility I have to lead this organization and make a meaningful impact.**

In June alone, DLP provided 10,430 solutions that positively impacted 54,404 lives. These solutions included investments provided to hard working families, loans to real estate sponsors, affordable safe housing to our residents, new memberships for operators who want to scale an impactful high-growth high-profit business, and opportunities to wealth creators who want to live and leave a legacy.

As I sit at my new home in Asheville, North Carolina (my primary home is still in St Augustine, Florida) overlooking the beautiful mountains, I can say unequivocally that DLP is a stronger company than we were just 90 days ago, and we have never been in a better position to make an impact.



We have achieved our targeted returns across all of our funds, and had a record-breaking quarter in almost all regards from loan origination, capital commitments, to overall revenue. In the pages ahead you will find more evidence for this statement, and I hope you enjoy the updated format, content, and look of this report.

We are very fortunate to be operating in the greatest country on earth, at the best time to ever be in business, and to be invested in an asset class that has never ever been in greater demand or in greater need. With the support of our investors, the sponsors who we partner with and lend to, as well as our team members and residents, we are in an incredible position to impact all four of the crises we have set out to make a significant dent in: workforce housing affordability, jobs, legacy, and happiness.

All of this positivity does not mean DLP is not vigilantly on guard for potential risks as well as opportunities that come from volatility.

In the first edition of “Don’s Thoughts” (a soon to be released newsletter where I share what is on my mind, what I am focused on, and what I am learning), I cover the “23 C’s of risk” that we at DLP are consistently monitoring and mitigating.

Thank you for your continued support—it’s an amazing privilege to work with you and for us to be able to help so many people to achieve their dreams, live more fulfilled lives, and achieve the prosperity they seek. Dream. Live. Prosper.

**Don Wenner**  
Chief Executive



### \$87m

Capital raised—best quarter to date



### 418

New units acquired



### +25,000

Provided with safe, affordable homes

# Who we are

DLP's record over the 15 years since our launch proves that investing for social impact is fully compatible with building wealth and prosperity, today and for future generations. And, as we and our influence grow, we aim to further maximize our powerful positive influence on the nation's happiness.



## +\$1.5bn

in assets under  
management



## 43

sustainable  
communities owned



## +1,700

investors



## +25,000

residents



## +420

brilliant DLP team members



## +12,000

rental housing units

## Strengthening communities and improving lives

When our CEO and founder, Don Wenner, created DLP Real Estate Capital in 2006, he based it on his passionate belief that everybody deserves a safe, affordable place to call home.

More than 20,000 real-estate deals later, DLP owns 43 sustainable communities housing more than 30,000 residents in over 12,000 units. We are a leader in real estate investment, asset, and property management, lending, construction, home building, and brokerage.

And we are progressing on our mission to tackle four interlinked crises facing America today: the affordability, jobs, happiness, and legacy challenges that are preventing millions from truly enjoying fulfilled and happy lives.

At the heart of our business is the realization that we can do good for society while empowering individuals and families to secure prosperity for themselves and future generations.

To accelerate this opportunity for communities and investors alike, we are sharing our learning and insight with other like-minded businesses to help them scale and grow.

As a result, we are enabling the replication of our positive social impact at a faster rate than we could achieve on our own. And we have built a significant business while doing so, with more than 420 brilliant team members, 1,700 investors, and over \$1 billion in assets under management.

## Don Wenner

Founder & CEO

Don is a visionary entrepreneur who combines a strong social conscience with proven entrepreneurial flair to build strong communities while delivering exceptional opportunities for investors and partners.

A finalist for the EY Entrepreneur of the Year, Don Wenner has 15+ years of experience including more than \$5 billion in transaction values, the acquisition of more than 17,000 homes and apartments, and the funding of over \$2.5 billion in loans and lines of credit.

Don is also the Amazon, Wall Street Journal, and USA Today best-selling author of the inspirational management book *Building an Elite Organization*.



# Making lives safer, fuller, and happier

**As socially focused entrepreneurs who aim to use our expertise in real estate to make the world a happier and more prosperous place for all, our mission is clear:**

To lead and inspire the building of wealth and prosperity in the lives of 5,000,000 people through 500,000 solutions.

**By setting an example that others can follow, we aim to touch lives and inspire others every day through living our purpose: Dream. Live. Prosper. Passionately creating prosperity and making an impact by investing in communities.**

### Staying true to our values

Achieving our mission and purpose takes grit and enthusiasm, as well as a consistent focus on innovation, execution, and excellence. We respond positively to leadership and stewardship challenges as we grow in scale and responsibility. Our drive to achieve greatness remains rooted in a humble confidence that motivates us to do better every day.



## CAPITAL INVESTED WITH DLP

Building legacies, families, and wealth for faith centered wealth creators



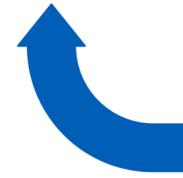
## CREATE PROSPERITY

For Residents, Team Members, Investors, & Operators  
Helping People Live Fully  
Building Elite Careers and Lives



## INVESTING IN HOUSING

Through: Debt & Equity  
For elite housing operators, developers, & builders



## SCALE COMPANIES THROUGH ELITE EXECUTION

Through DLP & the Operators with Whom We Invest  
Building Elite Organizations

**DRIVEN** for GREATNESS

**LEADERSHIP**

**GRIT**

enthusiastically DELIVERING **WOW**

**STEWARDSHIP**

living **FULLY**

innovative **SOLUTION FOCUSED**

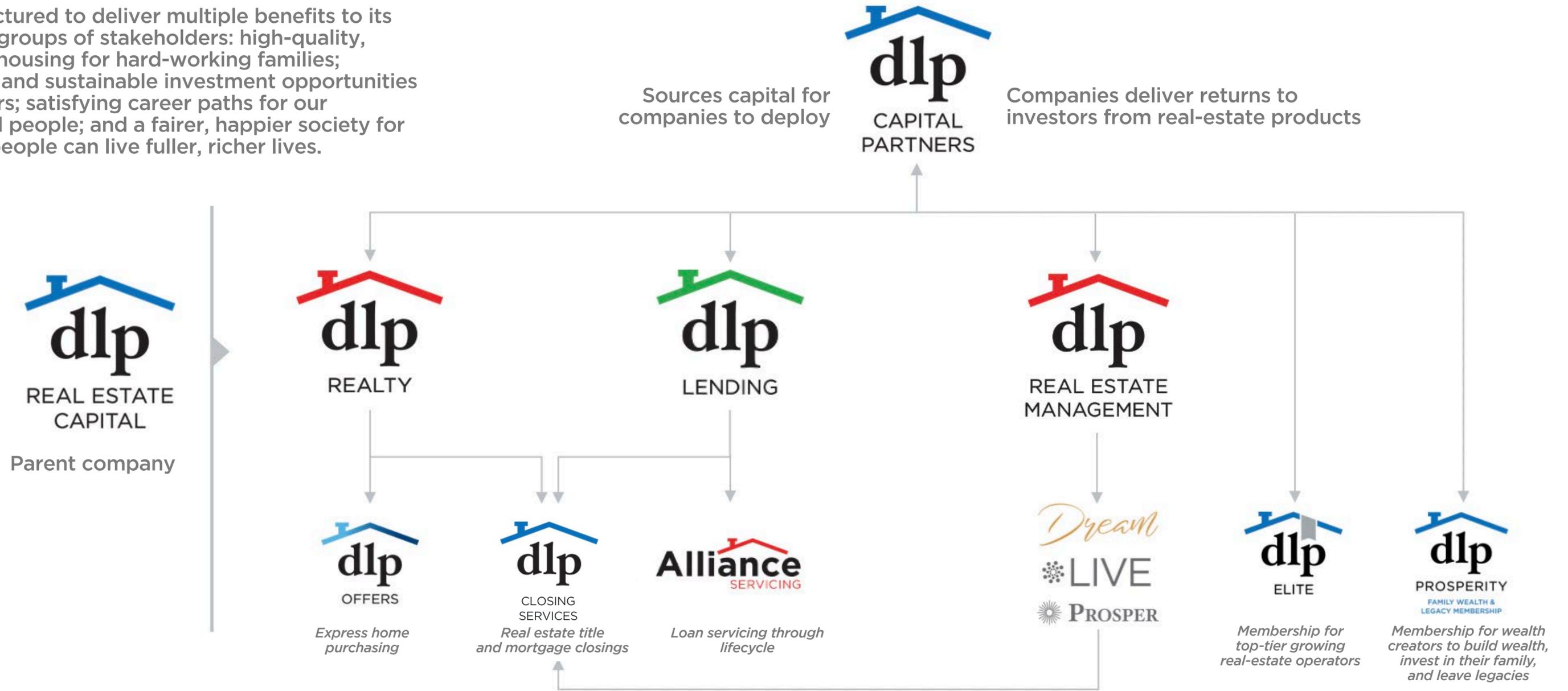
**TWENTY MILE MARCH**

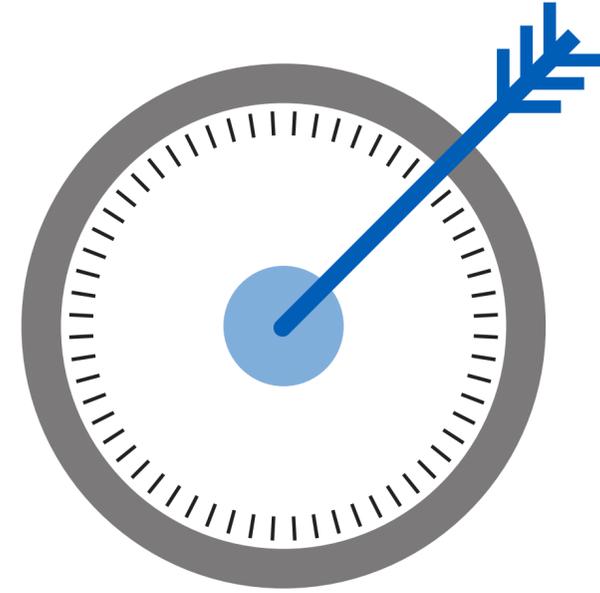
**EXECUTION & EXCELLENCE**

humble **CONFIDENCE**

# Our growth, our solutions, our affiliates

DLP is structured to deliver multiple benefits to its integrated groups of stakeholders: high-quality, affordable housing for hard-working families; productive and sustainable investment opportunities for members; satisfying career paths for our exceptional people; and a fairer, happier society for all, where people can live fuller, richer lives.





## The power of impact

As Impact Investors, we use capital to generate positive social results while providing high returns to our investors.

# investing



Our work centers on resolving the affordability crisis affecting America's workforce housing as wage growth lags behind the increasing costs of accommodations. It's estimated that close to 12 million Americans spend over half their income on rent, while nearly 40 million others use more than a third of their wages to keep a roof over their heads.

Such figures paint a picture of a society in which millions find life a daily struggle that prevents them from feeling as fulfilled and connected as they could.

In short, affordability issues are a major cause of the 'happiness crisis' our nation faces.

That's why we are committed to providing, preserving, creating, and managing workforce housing communities that working families can more easily afford. And we invest as an operator, equity partner, and lender—managing, leasing, sourcing, selling, and servicing investments in communities across America.

Today we are proud to provide more than 30,000 families with safe and comfortable homes that cost them an appropriate proportion of their income.

It's our way of helping families lead happier, more sustainable lives.

At the same time, we use our Elite Execution System and exclusive membership platforms to help our investment clients choose, create, grow, and preserve prosperity, today and for future generations.

It's a cyclical approach that means we can change lives for the better across many parts of society.

# 7 Thriving in a time of multiple crises

How we can help individuals, families, communities, and the nation as a whole reduce the impact of four interlinked crises...



## THE AFFORDABILITY CRISIS

Around 12 million Americans—more than a quarter of all renters—spend at least half of their income on rent. And more than half of all renters are ‘cost-burdened’, meaning they spend more than 30% for a roof over their heads. The situation’s getting worse, with ongoing declines in affordable property numbers and steep increases in rent (up by 70% in the last decade).

### Our response

We are investing in properties and communities that are both affordable and attractive for working families. We are empowering other businesses to replicate and accelerate the positive impact of our work on people and society as a whole.

## THE JOBS CRISIS

Since 2000, the US economy has lost around 240,000 jobs to automation, AI, and other technologies, equivalent to 2% of the country’s manufacturing workforce. Some 40 million American jobs were lost at the peak of the COVID-19 pandemic, with 43% predicted never to return. And looking ahead, more losses are anticipated by 2030, in areas ranging from manufacturing, hospitality, and security to driving jobs, call centers, and administration.

### Our response

By helping like-minded businesses to scale and replicate our positive impact on local economies across America, we are creating jobs and nurturing a positive environment for employment growth around our communities. Critically, the social dimension of our work that helps communities to flourish, supports essential roles that only humans can do.

## THE LEGACY CRISIS

Today, half of all Americans have not written a will. 70% of wealthy families lose their fortune by the second generation, increasing to a staggering 90% by the third generation. These are key aspects of a fast-emerging generational wealth crisis, in which the ‘baby boomer’ generation owns 10 times more wealth than millennials.

### Our response

Through our DLP Prosperity Family, Wealth and Legacy membership, we help families build and protect their wealth. Our workshops, education, advice and tools provide a long term vision around living and leaving a legacy that can grow and sustain for many generations.

## THE HAPPINESS CRISIS

Recent World Happiness reports have shown that Americans are less content than they have been for many years, with the US slipping to 19th place in the global happiness league table. There are various theories for the causes of this decline, but many believe that a fall in the quality of social capital and social support is leading to an increased sense of isolation and hopelessness for millions of people.

### Our response

We focus on helping people achieve prosperity through the pursuit of happiness. This starts with helping people build deep relationships with our creator. From there, establishing a connection to a clear purpose and the ability to make an impact. Finally, a holistic approach to “Living Fully” leads to achieving fulfillment, significance, and in turn happiness and prosperity.



“

## Having an affordable and safe home should

be attainable for every American family—and our work is making this a reality for thousands of American families. In doing so, we are also making an impact on the nation’s happiness crisis. We are committed to providing a safe and affordable home, and making sure we are providing a real community, with connection and a focus on the enrichment in the lives of our residents. Being able to do this, all while helping our investors to build their wealth, we are helping families secure prosperity, not only for themselves, but for their future generations as well.”

—Don Wenner

## Impact in action case study

# The importance of a truly positive **community impact**

Since DLP bought Prosper Orange Beach in December 2017, we've really become part of the community. And, in the words of our CEO and Founder Don Wenner, "the community has responded."

This is not surprising when you think of the experiences we've shared with the inhabitants of this bustling Alabama town. Not only have we been through COVID-19 together, in September 2020 Orange Beach was also hit by Hurricane Sally, flooding eight apartments and causing so much damage that every roof had to be replaced.

But when the winds died down, DLP's team and local residents worked together cleaning up and returning everything to normality. According to DLP Real Estate Management's Area VP Tameka Woods, "It showcased the true spirit of community."

This feeling is echoed by many residents, with one saying: "The staff members are like a friend—you can approach them and they'll help you, sometimes above and beyond."

Hearing such feedback is especially important to General Manager Michelle Aaron: "We are a big part of everyone's lives," she says. "We know their names, we know their pets' names. And we know what's going on in their lives."

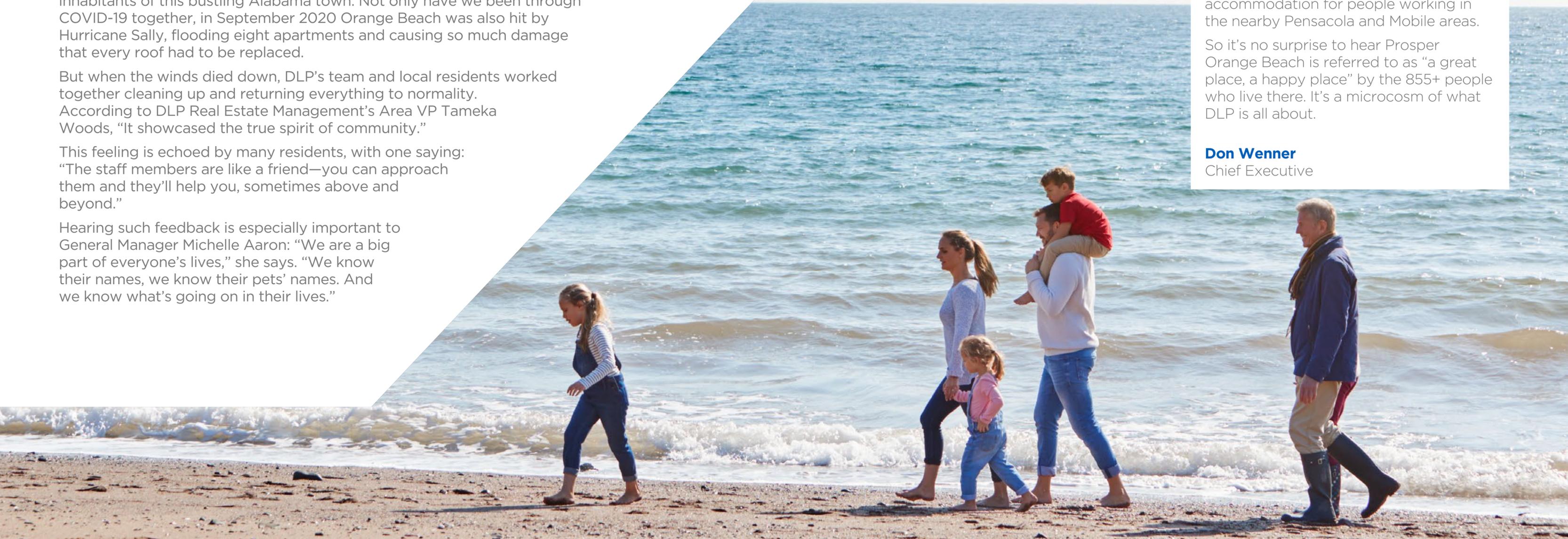
### Developing the right culture

Don Wenner is delighted to be able to report that such levels of care and duty pay off not only for the residents, but also for our business at DLP, for our partners, and for our team members. As he says, **"We've been rewarded and investors have been rewarded with record returns. And we're investing in our great team too, helping them develop and grow."**

The community is also having a positive impact on America's jobs crisis, providing accommodation for people working in the nearby Pensacola and Mobile areas.

So it's no surprise to hear Prosper Orange Beach is referred to as "a great place, a happy place" by the 855+ people who live there. It's a microcosm of what DLP is all about.

**Don Wenner**  
Chief Executive



# IMPACT

WITH **DON WENNER**

At DLP, we want to help others thrive and achieve the same positive social and business impact that we've delivered over 15 years of rapid, sustained, and accelerated growth.

As part of our commitment to share our experience and insight, DLP has recently launched a podcast—**'IMPACT with Don Wenner'**.



**IMPACT with Don Wenner** is a must listen for anybody looking for a unique perspective on how we can collectively help people to lead safer, happier, and more prosperous lives.



In each episode, Don will be joined by a national expert or thought leader to discuss the four major interlinked crises facing our nation today:

- The Jobs Crisis
- The Affordability Crisis
- The Legacy Crisis
- The Happiness Crisis

Season **1**

**Season One**, looking at America's jobs crisis and how best to tackle it, is out now and available on all major podcast platforms.

Subscribe wherever you get your podcasts or visit [impactwithdon.com](https://www.impactwithdon.com):



# Sharing the positive impact of the Elite Execution System

DLP's success has been exceptional and consistent, growing on average by more than 60% annually to achieve more than \$1.5 billion in assets under management and \$160 million in annual revenues.

This outstanding record is based on our proven and proprietary business methodology, the Elite Execution System.

Because we aim to help people everywhere realize their dreams, achieve their goals, and make a larger positive impact on the world around them, we want to share the power of EES with anyone who wants to dream big and live fully.

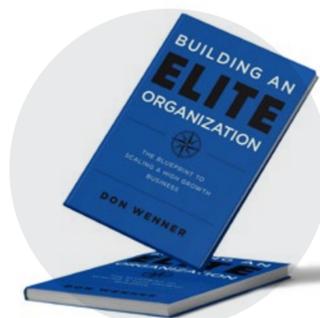
This includes all our ambitious and committed colleagues, helping them achieve their personal and professional goals. Our clients also use EES to revolutionize their businesses and to amplify their positive social impact.

And now, anybody can apply the secrets of EES to their own careers, lives, and communities. Building an Elite Organization is the new business guide written by our CEO, Don Wenner, published in May 2021 and already an established Wall Street Journal, USA Today, and Amazon best seller.

In it, Don provides proven, actionable ways to implement EES and drive rapid, sustainable business growth.

**Building an Elite Organization is a powerful and practical growth tool for generating social improvement.**

**All proceeds go directly to the DLP Positive Returns Foundation, which provides education, capital, housing, and grants to boost America's working communities.**



## Lending impact

# Making an impact on the jobs crisis



DLP Lending has been working closely with Texas-based private equity and wealth-acceleration firm KeyCity Capital for two years, building a strong and mutually beneficial relationship that's doing far more than simply delivering strong investor returns.

It's also showing how an alignment of attitude, culture, and purpose can have an important impact on America's jobs crisis.

KeyCity Capital tripled its employee numbers in 2020—and is on course to do so again in 2021.



# 3x

number of employees  
in 2020

## Developing the right culture

Founder and CEO Tie Lasater says his company's culture, fully aligned with our own at DLP, is at the heart of its ability to create employment opportunities at an exponential rate. He believes the right team, working together in the right way, can make a powerful positive difference that improves lives and helps people exceed their own expectations.

The way he puts it is simple: **“Without the culture we're creating, we couldn't sustain our rate of growth. To succeed, we need to take a structured approach to identifying problems, how to solve them, and who is responsible for what.”**

That way, with a can-do approach and positive approach to teamwork, anything is possible. And it extends to the relationship with DLP, which gives KeyCity Capital access to a like-minded partner that is equally committed to creating sustainable long-term employment opportunities for the good of communities everywhere.

### Tie Lasater

KeyCity Founder and CEO



## Investor focus

# Design the lifestyle you want with Real Estate Investing



Whether you're expanding your investment portfolio, establishing your legacy to last through generations, or just starting out in the world of investing in real estate, taking action each and every day, will get you closer to reaching your goals, a life by design."

That's according to Justin Donald—a close supporter of DLP, as well as a personal coach and bestselling author of *The Lifestyle Investor*. Justin continues to recommend DLP to many of his clients as an excellent opportunity to passively invest in real estate, make an impact for the greater good, and put your lifestyle aspirations first.

Justin expressed connecting with Don Wenner, Founder and CEO of DLP Real Estate Capital, as a meeting of kindred spirits. He said, "I felt very connected with Don, right from the start. We were both writing a book, coaching on growth and scale, and wanting to make significant and sizable contributions toward making a difference in our world, leaving it in a better place.

"We also grew up with a similar work ethic and actually went door to door in sales which taught so many important skills and lessons like communicating effectively, people skills, handling rejection, and perseverance. We also became interested in real estate and passive investing at an early age."



I see a lot of business owners trading time for money, or trying to, but it's important to realize the greatest resource we have is our time and it becomes less every single day"



# 76

countries  
visited

After reading *Rich Dad, Poor Dad* and having college professors who were involved in real estate, Justin knew he wanted to become an investor and got his start in mobile home parks about 15 years ago. He's since invested in every real-estate asset class, paying attention especially to multifamily properties.

Justin's first commandment is putting lifestyle first, something that doesn't happen by accident, but requires a comprehensive strategy. He says, "I see a lot of business owners trading time for money, or trying to, but it's important to realize the greatest resource we have is our time and it becomes less every single day."

So the question he's asking the world is this: "Are you done trading time for money?" With his work, he's opening eyes to another way of living: one in which people have the time to enjoy the wealth they can create from their assets. As Justin says, "It's about creating substantial passive income and long-term equity while achieving financial independence and total freedom from your job."

A major challenge he sees with his clients is how to get started making passive income when many make all-earned income, which also has the highest tax rate. Investing in DLP's fund opportunities offers tax sheltering, diversification and solid monthly distributions—an important aspect if you need the liquidity or you choose to re-invest.

Justin continues to help others map out the lifestyle they wish to live while making sure he, and his family, do the same. He's traveled to 76 countries so far, and is determined to get to all seven continents, including a trip with his young daughter, who will research and plan the itinerary.

**Justin Donald**

# DLP memberships: Helping people thrive and live fully

At DLP, we believe that being a success in business, in family life, in the community, and in society as a whole are all parts of 'living fully'. It's important to us that we share our insight and experience to help people be as successful as they can be in every aspect of their lives.



**The DLP Prosperity Family, Wealth & Legacy Membership** has a straightforward aim: to help people build wealth for their families and leave a legacy that lasts for generations. At its core is invaluable, practical advice and guidance on achieving financial freedom, covering tax, risk protection, investment, estate, and peer review session planning.

The membership also focuses on living fully, including the legacy of positive action, impact philanthropy, and family compass that lead to a sense of personal significance and fulfillment. It includes personalized tools to support planning, education and learning, investment, workshops, retreats, and more, all designed to help members achieve the success they're looking for in life.



ELITE REAL  
ESTATE PARTNERS

**The DLP Elite Impact Housing Membership** was specifically designed to provide real estate investors exactly what they need to maximize and sustain growth and profitability within their businesses. Most importantly, it is aimed at supporting our mission of making an impact on the jobs and affordable housing crises.

With mentorship and strategy at its core, the membership provides access to a variety of growth-centered resources, including full implementation of our Elite Execution System, intimate mastermind and networking events, and an unmatched capital partnership to name a few.

Developed for high-performing, high-growth real estate operators, the DLP Elite Impact Housing Membership gives exclusive access to the unmatched knowledge-base and resources DLP has meticulously crafted over the years.



# New acquisition delivers affordable housing for students and families

**“DLP Kutztown is a great example of how DLP is making an impact for our residents and investors alike. Our team remains bullish on the Greater Lehigh Valley area and we are committed to adding value in Kutztown through our regional expertise.”—Lou Davis, Managing Director of Investments**

We were delighted in early July to announce our acquisition of The Edge at Kutztown, a 184-unit student-housing property that we plan to evolve into a vibrant community providing affordable housing to students and local families alike.

Located in Kutztown, PA, in the Greater Lehigh Valley area, the property has already been renamed DLP Kutztown. An important addition to our portfolio, it continues our mission to have a positive impact on the housing affordability crisis that’s currently affecting families across the US.

DLP Kutztown is currently 94% occupied, largely by students, and is 60% pre-leased for the 2021-22 university season. It is also free of any major deferred maintenance requirements, allowing us to focus on delivering value and security while increasing its net operating income.

## According to our Founder and CEO, Don Wenner

This exciting acquisition again confirms our belief in the Greater Lehigh Valley, where I was born and raised.

“Transforming the community to a mix of student and multifamily units will enable more hardworking individuals and families to live here at an affordable price. It’s humbling to be able to make a social impact while continuing to deliver remarkable results for our investors.”

**Don Wenner**  
Chief Executive



# Key hires and promotions

We'd be nothing without our brilliant people. So it gives us great pleasure to welcome and congratulate those new and promoted colleagues who are helping us achieve so much for so many.



01

**Sandy Jacolow**  
Chief Information Officer

An industry-leading Chief Information Officer (CIO) with three decades' experience in the institutional investment, property management, and brokerage markets, Sandy joins our senior executive team to lead the high-performing Information Technology function across the DLP family of companies. He has previously served as CIO at several premier real-estate businesses, including Meridian Capital, Silverstein Properties, Newmark Knight Frank, Clarion Partners, and Jones Lang Wootton. At DLP, his main focus will be on further defining and implementing our technology roadmap, as well as developing and executing a data-focused strategy to support our rapidly growing businesses.

02

**Jeff Bray**  
Chief Operating Officer

Jeff Bray is DLP's Chief Operating Officer, responsible for overseeing the execution, enablement, and development functions. During his career, Mr. Bray has driven operational excellence for GE Appliances and worked in mergers & acquisitions with Capital One, Bank of America, DFC Global, and Seacoast Bank. He also established a successful digital lending arm for an international finance company. Mr. Bray holds a Bachelor of Science in Engineering from West Point. He is adept at driving efficiency across departments through tools like Six Sigma, Lean, and Robotic Processing Automation. Throughout his career, Mr. Bray has given back to his community; including 28 years' service in the Boy Scouts. Married with twins, he enjoys traveling and has attended over 200 concerts globally.



02

**Michael Cavenagh**  
VP of Service Quality,  
DLP Real Estate Management

Michael's key responsibility is to ensure we bring world-class customer service to our internal and external customers. With over 30 years' experience of working on contract bidding, capital needs assessments, developing maintenance operating procedures, implementing safety and preventative maintenance programs, he is responsible for ensuring his team works as a cohesive unit to meet all challenges head-on.

03

**Paul Wetmore**  
SVP Construction & Development,  
DLP Real Estate Management

Leading construction and renovation throughout DLP's multifamily portfolio, he is focused on building work processes and a highly skilled construction team focused on the creation of value with every project. Building on a degree in Construction Management from East Carolina University, prior to joining DLP Paul most recently spent six years with a leading investment organization building and preserving affordable multifamily housing across the country.



04

**Jennifer Paige**  
Area VP of Property Management,  
DLP Real Estate Management

Jennifer oversees the management of multifamily, single family rentals and commercial properties in PA, NJ, NC, KY, WV, and GA.

Having entered the property management industry after attending Greensboro College, she spent seven years growing her career with Gates Hudson as a Regional Manager and Regional Vice President.



05

**Scott Meyers**  
President, DLP Lending

Scott has been promoted to President of DLP Lending following a highly successful period as SVP of Sales. With more than 18 years of experience in real estate, mortgage note investment, servicing, and investment lending, Scott will drive the company's growth with innovative lending products and membership programs for DLP's clients and Elite Impact Housing Operators. He will also oversee the launch of the DLP Lending Affiliate Program and drive the development of DLP's loan servicing division.

# DLP in the news...

## DELIGHTED TO RECEIVE POSITIVE FEEDBACK

We are delighted to have received a significant amount of positive media coverage over recent weeks. Media coverage is an important building block in our ongoing journey to get our most essential messages read and understood by people across America which are that:

- Everyone deserves a safe, affordable place to call home
- We are focused on helping resolve the jobs crisis facing America today
- We aim to help our members, partners, and residents lead more connected and fulfilling lives.

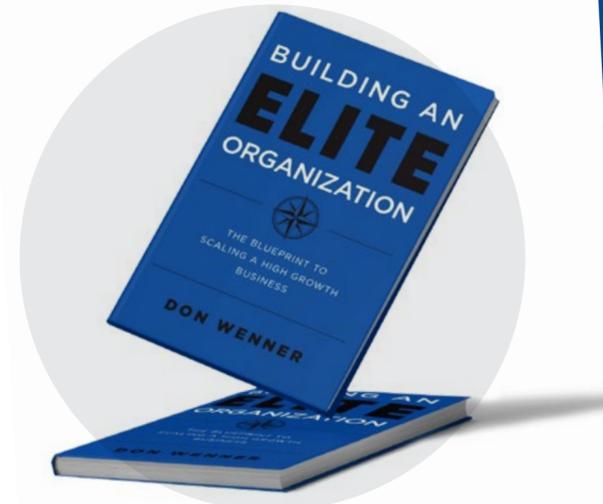


## BUILDING AN ELITE ORGANIZATION

A key tool for achieving these aims is CEO Don Wenner's book, *Building an Elite Organization*. On publication it immediately reached #1 on Amazon Kindle's Financial Risk Management, Entrepreneurship, and Business Systems & Planning charts, and also became an official Wall Street Journal and USA Today best-seller. An outstanding achievement in putting our voice and ethos in the public eye.

#1

Best seller *Building an Elite Organization* immediately reached #1 on Amazon



## MORE DLP EMPLOYEES FEATURED ACROSS THE NEWS...

Don wasn't the only DLP team member to be featured in the Wall Street Journal. Danny Hazim and Jonathan Campbell, both of DLP Realty, were the key interviewees in a feature on managing the challenges facing buyers.



Jonathan Campbell



Danny Hazim

## NEW ACQUISITIONS

We recently acquired Lafayette and Kutztown and received lots of coverage. You can read some example articles in the **Trusted Insight**, **Trading How** and **Pennsylvania News Today**.



# Learning, growing, and fun in Asheville, North Carolina

As we closed out 2021's second quarter, we kept up the momentum by kicking off the third quarter with an event to inspire, educate, empower and entertain everyone who attended.

Our DLP Prosperity Family, Wealth & Legacy and DLP Elite Mastermind events, held from July 8-11 in Asheville, NC were spectacular!

Every attendee had the opportunity to learn from world-class speakers and experts during a great line-up of inspiring keynotes, hands-on workshops, and empowering breakout sessions. It wasn't all about learning—we also enjoyed incredible dinners and entertainment throughout the weekend, as well as a host of fun leisure activities.

We hold these events throughout the year and look forward to seeing you at the next one, to be hosted at the Sawgrass Marriott Golf Resort & Spa in Ponte Vedra Beach, FL, from November 11-14.

Attend the Ponte Vedra Beach, FL event:

Prosperity: [dlpcapitalpartners.com/florida](https://dlpcapitalpartners.com/florida)

Elite: [dlplending.com/florida](https://dlplending.com/florida)



# DLP's accolades & awards



**Florida Inc 5000**  
DLP ranked 50th in the Florida region in the Inc. 5000 Regionals list of the Fastest Growing Private Companies

**50th**



**Honor Roll**  
DLP made the Inc. 5000 Honor Roll, of companies that have made the list five or more times.

**+5 times**



**Deloitte Fast 50**  
DLP made the Deloitte Fast 50 list of north-east Florida's fastest growers.



**RealTrends**  
DLP Realty was named market leader for homes sold in Philadelphia and New Jersey—and #12 across the whole US by RealTrends newsletter.

**#12**



**The Stevies**  
DLP won Gold in The Stevies as Large Real Estate Company of the Year

**Gold**



**The Morning Call**  
DLP was named as the 2021 Top Workplace by The Morning Call in Lehigh Valley.

**Top**



**Financial Times**  
DLP featured strongly in several key industry surveys and award schemes in recent weeks, with the Financial Times ranking us at #175 of the Fastest Growing Companies in the Americas.

**#175**

**Best of Bethlehem**  
We won the Real Estate category in the 2021 Best of Bethlehem.



**Won**

**Multifamily Leadership**  
Multifamily Leadership placed us among the Best Place to Work for Women.

**IT WASN'T JUST OUR COMPANY THAT WAS AN AWARD WINNER**

CFO Bob Petersen won two on his own: as the Jacksonville Business Journal's Ultimate Finance Executive; and as Global CFO's Best Real Estate Investment CFO in the US. Many congratulations to Bob and his team.




Bob Peterson

# Join our attempt to break the **GUINNESS WORLD RECORDS**<sup>®</sup> **TM** Title for longest line of backpacks!

DLP Realty is hosting its DLP 'Gives Back-Packs' Event on Saturday, August 7, at Coca-Cola Stadium, home of the Lehigh Valley IronPigs. We are partnering with the team and other local businesses for an exciting day of breaking a GUINNESS WORLD RECORDS title and most importantly, providing back-to-school backpacks for children throughout the Lehigh Valley.

The fun begins at 2 p.m. in the parking lot as we set out to break the GUINNESS WORLD RECORDS title for longest line of backpacks. The previous record of 3,318 backpacks was attained in September 2015 in Grand Rapids, Michigan. DLP wants to set a new record, aiming at a goal of 4,400 backpacks! And every backpack will be donated to children.

Stewardship is one of our Core Values and embodies the importance of giving back to the community in a tangible way.

**"As many children and families are looking forward to heading back to school post-COVID, we want to help and provide school supplies to support their needs. The chance to break a world record is just icing on the cake."**—Don Wenner

## And help us donate over 4,000 back-to-school backpacks to children



## Impact in action

# New ground-up development



DLP has accomplished a great milestone with the Grand Opening of Dream Lehigh Valley.

The community features 200 one- to three-bedroom apartments, townhomes, and cottages. The community is located in Wind Gap, PA and offers tremendous value to the residents.

Providing a strong sense of community with a clubhouse, pool, fitness center, movie theatre, lounge, business center, barbecue pavilion, dog park, and much more, the rents are still very much affordable to the local residents, at an average of \$1,750 per unit. With an area median income for Wind Gap, PA of \$84,900, the average resident is therefore paying 24.7% of their income on rent. This is well below our target of 30%.



## 200

one- to three-bedroom  
apartment homes  
available

As our founder and CEO Don Wenner puts it, "We are providing rental homes to hundreds of hardworking individuals and families, some of whom are employed by local organizations such as St. Luke's University Health Network, Sanofi Pasteur, Crayola, and Camelback Resort.

**"DREAM Lehigh Valley shows our impact in action and helps combat the housing crisis that continues not only across Pennsylvania but throughout the United States."**

**Don Wenner**  
Founder and CEO

### THE MORNING CALL

Philadelphia's **The Morning Call newspaper** has recognized **DLP's new Lehigh Valley community** as a Top Workplace 2021 following a third-party employee feedback survey. DREAM Lehigh Valley scored high in the survey, which uniquely measures 15 factors that drive organizational success including alignment, execution and connection. According to Don Wenner, **"This is truly an honor, particularly as Lehigh Valley is where I first started selling real estate and where I founded DLP."**

# Exceeding performance goals to increase our positive social impact

People are what matter most. And Productivity Per Person (PPP) is the only true test of how well we are performing.

PPP is defined by how much revenue that our companies generate divided by the number of people who are employed as DLP team members. It essentially measures the revenue-producing ability on a person-by-person basis.

People are what matter most. And Productivity Per Person (PPP) is the only true test of how well we are performing. Other measures can sometimes disguise a lack of personal discipline, focus, and productivity. But with PPP, you have absolute clarity about the personal contribution that every team member makes to our ultimate collective growth.

Achieving an increase in PPP also comes from embracing our 10 core values. Providing an optimal and valuable experience to both our current and potential clients is crucial to our growth and will ultimately lead to an increased PPP. Driving PPP increases the strength and the health of the organization.

It is a great testimony to the passion, commitment, and sheer hard work of our people that up to the end of April 2021, our team collectively smashed our \$200,000 PPP target! We achieved a 30%+ increase from the previous year, delivering an exceptional average of \$215,215 per person.

Our ability to return figures like these underpins the direct contribution we can make to society, helping more and more hard-working families every year gain safe and affordable homes while delivering consistent high-yield returns for investors.

These are our ultimate goals, and we can only achieve them thanks to the close working relationships between our interlinked businesses:

- **DLP Capital Partners** manages our funds on behalf of investors
- **DLP Lending** uses capital raised to lend to companies and individuals
- **DLP Realty** delivers a range of market-leading programs for home buyers and sellers
- **DLP Real Estate Management** addresses America's affordability crisis by buying, renovating, and building homes and apartments for working families.

Today, our strategy for growth is helping us work together to drive an ever-better performance. Focusing on our people, operations, and opportunities to accelerate growth even faster, it is designed to give all team members the working environment and tools they need again to exceed targets and maximize the positive impact of all our investments.

From a team member's 401k perspective, PPP has a significant impact. As PPP increases, so does DLP's 401k match. The match increases in increments from 2.5% to 5% as PPP increases. This essentially allows team members to earn an additional 2.5% annual compensation as part of their 401k, which would make a significant impact on their retirement account.

Don Wenner, Founder and CEO, states, "It doesn't matter if a team member is directly related to sales or in some other department such as accounting, marketing, or maintenance. Your involvement in the revenue growth of our company is vital. Everything we do provides a service that then, in turn, has the potential to generate revenue. Every single one of us makes a difference."

PPP Increase	401K DLP Match	Percentage Match
0%	2.5%	50%
7%	3.0%	60%
14%	3.5%	70%
21%	4.0%	80%
<b>25%</b>	<b>5.0%</b>	<b>100%</b>



# Our performance, Q2 2021

We are delighted to report that Q2 2021 was an excellent period for DLP when we continued to perform strongly across all key areas of our business.



**\$87m**

Capital raised in Q2



**241**

Number of loans deployed in Q2 for a total of **\$164.5 million**



**418**

Rental home units acquired in Q2 valued at **\$36.7 million**



**10.86%**

DLP Lending Fund annualized net return to investors



**11.12%**

DLP Income & Growth Fund annualized net return to investors



**6%**

DLP Housing Fund annualized preferred return to investors distributed monthly



**17.01%**

DLP Equity Fund II annualized return from operations achieved & distributed to investors



**11.61%**

DLP Fixed Fund annualized net return to investors



**3%–8%**

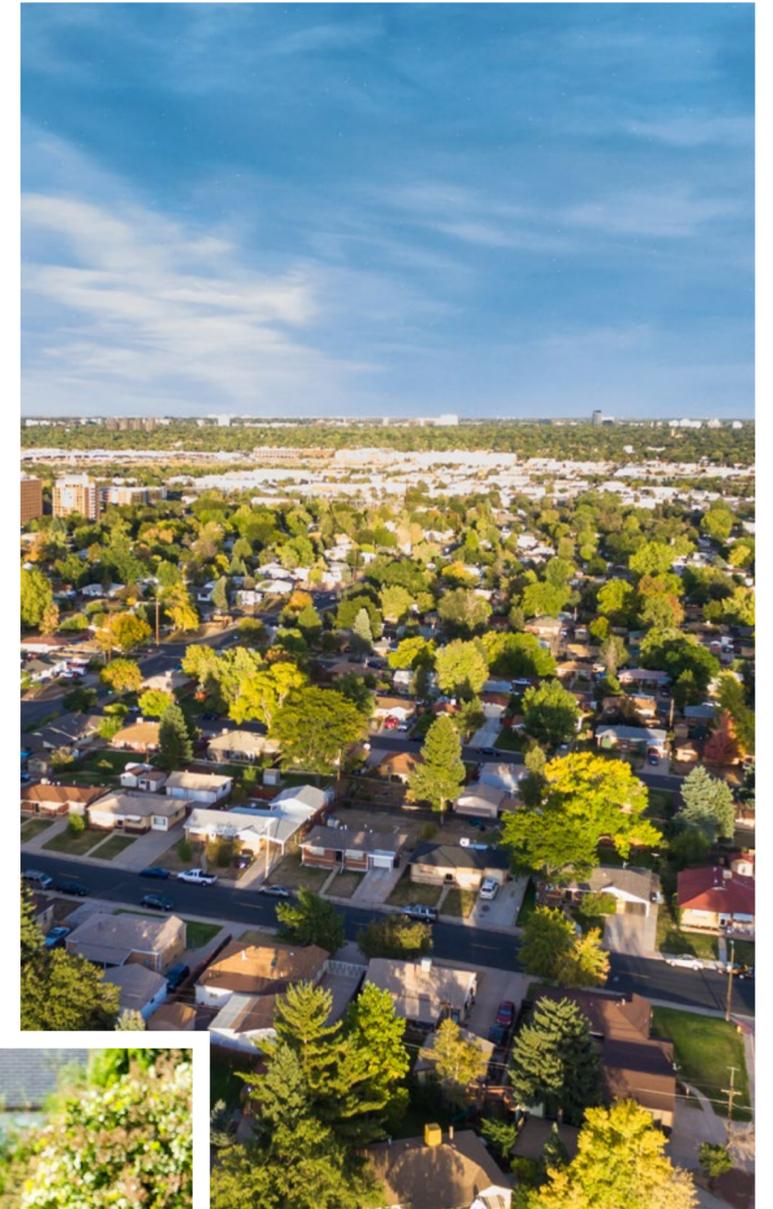
DLP Positive Note Fund fixed return to investors

Yet again, it was our investment funds that provided the most outstanding performance highlights.

Unlike many managers, we look beyond the capital alone to consider the good our funds can ultimately do through a positive impact on housing and jobs. But our immediate focus is on maximizing returns to attract investors who will trust us to grow their capital in line with their highest expectations.

And the results continue to be very strong. For example, to date in 2021 the DLP Lending Fund is maintaining its exceptional record of delivering annualized returns of well over 10%. Its performance is such that at this rate of return, an initial investment of \$250,000 made in 2015 will have more than doubled in value by the end of 2021 to nearly \$505,000.

At the same time, many thousands of American families are gaining from the fund's outperformance in the shape of affordable homes and sustainable employment.



**That's the power of impact investing.**



# Q2 review—Home buyers, sellers, renters, & investors

**According to The Wall Street Journal on April 3, 2021, “The housing market is crazier than it’s been since 2006. Limited inventory, low interest rates, and bidding wars are driving prices sky high.” (Friemdan, Nicole, WSJ) <sup>1</sup>**

This seems to be a fair summary of the situation in Q2 2021, with a raft of statistics to support the argument. Home prices rose by 16.6% with the year ending in May according to the S&P CoreLogic Case-Shiller U.S. National Home Price NSA Index, which measures average home prices in major metropolitan areas. This result was up from an annual rise of 14.8% in April.

The figure marked the highest rate of price growth in any year since the index launched 34 years ago. According to the National Association of Realtors (NAR) this has contributed to a 23.4% year-over-year June increase in the median existing-home sales price across the United States to a record \$363,000. Despite such rises in pricing, NAR also reports that the COVID-driven buying frenzy helped to drive a 22.9% year-over-year increase in existing home sales to 5.86 million units in June.

## Home buyers & sellers

These price increases are negatively impacting the ability of first time home buyers to enter the housing market. According to Freddie Mac, the supply of homes under 1,400 square feet is nearing a five-decade low with only 65,000 new entry-level units built in 2020, compared with an average of 418,000 per year in the late 1970s.

Across the market, active listings have steadily decreased; the past quarter saw a 42% drop in active listings from a year earlier, and

60% of properties for sale received an accepted offer within two weeks. As a result, pending sales were 47% higher than a year earlier.

High levels of competition for available units is driving an increase in construction activity as well. According to the US Census Bureau in June, builders broke ground on 1.64 million new homes, a 6.3% increase from the previous month’s figure. This was a 29% increase from June 2020.

## Renters

While accelerating construction starts will eventually help address the inventory crisis, low-income and minority households are increasingly at risk of losing their homes. A report from the Consumer Financial Protection Bureau (CFPB) found that 11 million renters and homeowners are finding it increasingly difficult to keep up with rent and mortgage payments, placing 10% of American families in real danger of homelessness. The continuing limited supply of affordable homes will only increase the cost of renting for many families, as demand outpaces supply.

We welcome the National Multifamily Housing Council’s publication of their list of principles designed to help renters as the country transitions back to normality. These include recommendations that apartment firms encourage residents to seek rental assistance, offer solutions to avoid eviction, and identify supportive governmental and community resources such as CFPB’s rent help website.

Over the last quarter, meanwhile, there has been a marked shift in rental patterns and pricing. According to the National Multifamily Housing Council, average rental costs for one-bedroom apartments have increased by 2.9% over the previous month to \$1,711 (up 5.2% year-over-year), and for two-bedroom apartments by 1.9% to \$1,972 month-over-month and 4.8% year-over-year. Rents for



studios, however, fell by 3.1% year-over-year to \$1,641, although they rose by 0.6% from the prior month. And three-bedroom properties saw a 2.8% decline from the previous month to \$2,012 as well as a 1.4% drop year-over-year.

There has also been a major disparity in rental patterns, depending on geography. For example, while rental costs of a one-bedroom apartment have risen significantly over the last year in Las Vegas (+42.1%), Jacksonville (+35.5%), and Tucson (+32.5%), they have fallen in Washington, DC (-20.3%), Fort Wayne, IN (-19.8%), and San Francisco (-18.2%).

## Investor focus

The market is expected to remain very strong for at least the foreseeable future over the next year to eighteen months. With rising rents and incredible demand, especially in the workforce housing segment, investor appetite for rental housing as arguable never been higher, and we do not expect this to slow down. Cap Rates will remain compressed at current levels, with a strong possibility of a slight increase in compression IE increased values.

A significant percentage of seasoned investors are concerned about some form of volatility that will decrease property values, bringing cap rates back closer to what we have seen even just a couple of years ago. Values do change based upon investor confidence, but the fundamental demand for the rental homes from residents and the undersupply of housing that is not going anywhere anytime soon in a lot of the country, including most of the Sunbelt, will lead to strong income and cash flow, even if there is a decline in property values at some point over the next couple of years. Many investors, such as DLP are paying close attention to any volatility, looking for opportunities to find value.

<sup>1</sup> <https://www.wsj.com/articles/the-housing-market-is-crazier-than-its-been-since-2006-11617422403>

# Q3 2021 housing market outlook

Signs of an impending slowdown in the rise of US property prices are starting to emerge. These include indications that sellers are coming back to the market, with 6.7% more homes for sale in early June 2021 than a month earlier. As a result, according to the American Action Forum, housing inventory is predicted to rise, allowing supply to come closer to demand.

However, we cannot expect any levelling off in prices in the near future. According to Laurence Yun, Chief Economist at the National Association of Realtors (NAR), “High home prices are here to stay, which means that those people who purchased last year or are long-time homeowners, are seeing a sizable gain in their wealth.”

This in turn is encouraging homeowners to invest in their properties, driving a faster increase in the US remodelling industry than the construction sector as a whole. With a 2021 valuation of \$11.5bn, market growth for the year is estimated at 8.6%, compared with an average annual increase of 2.5% from 2016 to 2021.

This is not to say that the news is all good for all homeowners. The cessation of pandemic aid packages such as the foreclosure moratorium, which ceased at the end of July, and the ending of the mortgage forbearance program due on September 30, could drive foreclosures to levels above those seen in recent years. In early July, 1.75 million borrowers (3.5% of US mortgages) were still enrolled in the forbearance program.

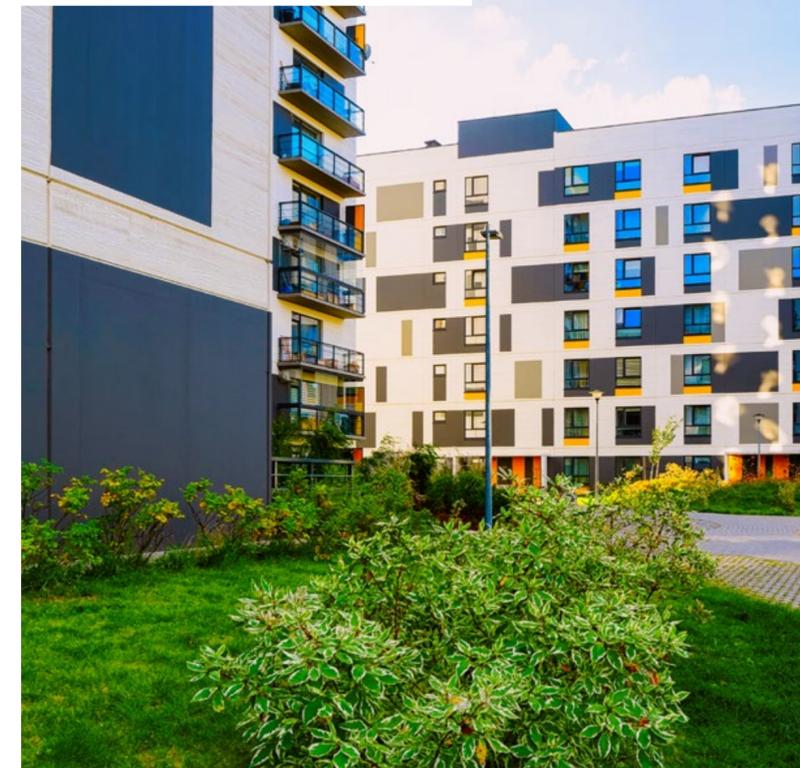
Inventory growth may look like great news for buyers, many of whom at the lower end of the market have seen prices move beyond their grasp. However, following an 18% year-over-year rise in median new home prices across the US,<sup>1</sup> it's expected that would-be buyers will see only slight relief. In addition, observers including Logan Mohtashami, Lead Analyst at Housing Wire, expect millennials to power unprecedented demand during the next three years, again driving a gap between supply and demand.

## 2%

slowdown in the pace of  
house-price appreciation

## 6.7%

more homes for sale in early June  
compared to previous month



1. <https://www.forbes.com/sites/greatspeculations/2021/06/29/are-the-cracks-beginning-to-show-in-the-us-housing-market/?sh=1bd2d1131929>

# Q3 2021 housing market outlook

## continued

### Rental housing

This will also have an impact on rental prices, as would-be buyers are forced to remain renters. According to Apartment List, rental costs have already risen by 9.4% in the first half of 2021<sup>1</sup>. However, the seasonality of rental prices means that they might contract slightly during the fall and winter, although they are expected to keep climbing in major cities.

In the medium term, rising values will mean that affordability for renters will continue to be squeezed and the proportion of cost-burdened families and individuals will continue to increase.



# 9.4%

Rental costs have already risen by 9.4% in the first half of 2021<sup>1</sup>

### Investor focus

These market conditions will continue to drive a fast-growing and dynamic industry serving those who cannot own due to increase in value, or who are renters by choice. However, while this would appear to be good news for investors, and the market continues to look hot, at least in the short term, there are economic factors at play that potentially carry some degree of risk.

As a result, there is likely to be a divergence in investor viewpoints in a market where there is a clear divide between those seeking to maximize short-term rental values and those impact investors, such as DLP, who are eager to provide a service delivering sustainable social benefits.

However, increased real estate exposure is widely seen as a sound investment strategy, with urban life set to return, occupancy levels rebounding, demand rising and leasing activity improving.



1. <https://www.apartmentlist.com/research/national-rent-data>

# Q2 Fund Performance

Passionately creating prosperity for our investors

## Contents

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Risk Disclaimer: Investing in private real estate funds and notes secured by real estate has certain inherent risks, which could result in the loss of some or all of your principal investment. Your decision to purchase and invest should be based on your own particular financial circumstances and investment objectives. DLP Capital Partners, LLC (formerly known as DLP Capital Advisors, LLC), its officers, and representatives can in no way guarantee or warrant your success. Consult your tax advisor or financial advisor before investing. Past performance does not guarantee future performance. Please see fund offering documents for full details & disclosure.

# DLP Lending Fund, LLC | Fund overview

## Fund strategy

The DLP Lending Fund is a direct real estate backed fund focused on originating 1st position loans to professional real estate investors. Through our Lending strategy we are providing capital to top-tier operators and builders to create, improve, and preserve affordable workforce housing while actively helping our sponsors scale their businesses and make an impact. They are hiring more people, and by scaling their businesses they are creating jobs in their communities through their vendors.



# \$46 million

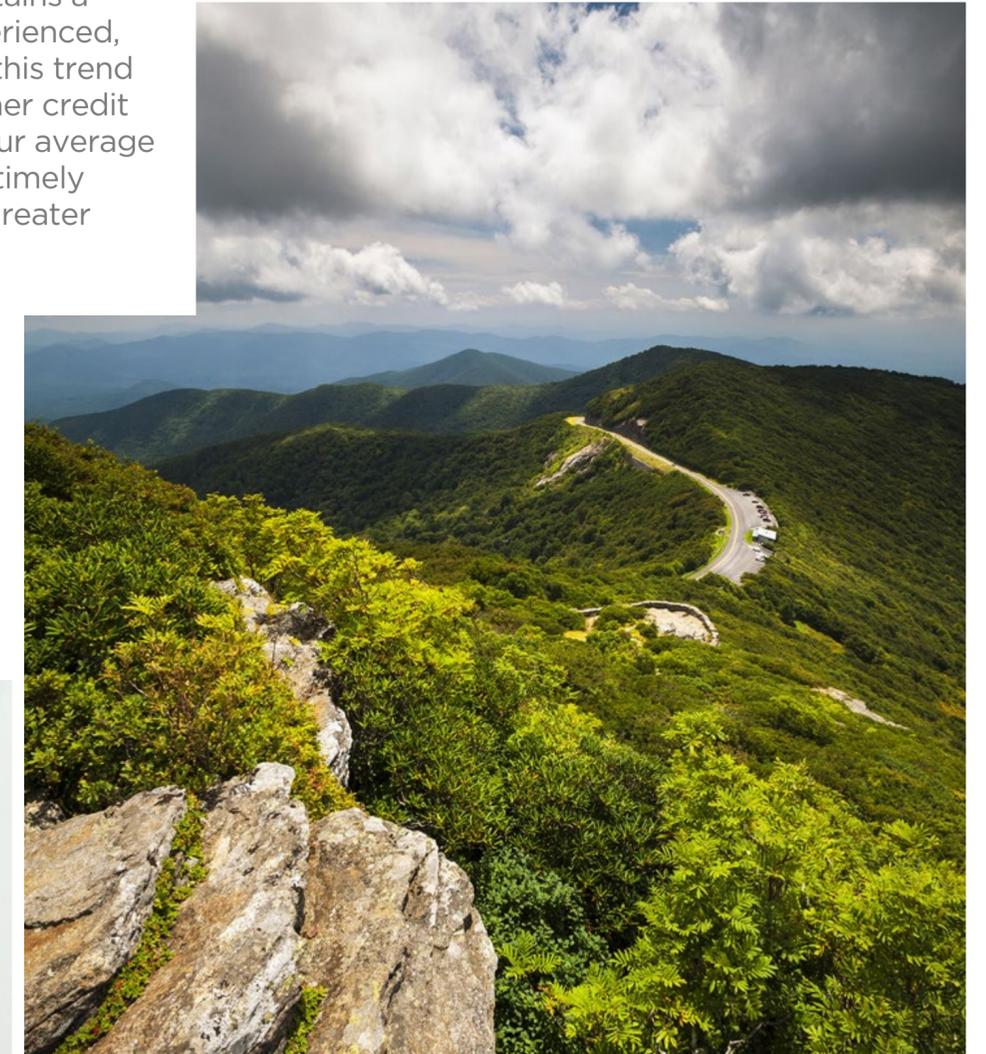
in new loans

## Monthly fund overview and future outlook

June was another outstanding month for the DLP Lending Fund, fueled by strong loan origination volume. The Fund originated over **\$46 million in new loans**, which brings the total volume in 2021 over **\$200 million in total originations!** At the close of the month, the loan portfolio consisted of **501 loans totaling \$362,155,192 with an average interest rate of 9.67%**. Our return was consistent with last month at an **annualized return of 10.47%** to investors for June, which continues to exceed the Fund's 10% targeted return.

In June 2021, DLP Lending Fund saw a large increase in multi-family loan closings. In addition, the Lending Fund closed a notable \$9 million bridge loan, with \$7 million allocated to construction reserves, to facilitate the refinance and rehabilitation of the Ambassador Hotel in Jacksonville, FL. The loan encumbers two parcels, featuring a vacant 1923 construction building which will be restored to the historic Ambassador Hotel and an adjacent parking lot. Construction plans and specs to a tune of \$15.1MM have been drawn up in conjunction with the TRYP Wyndham flag.

The Lending Fund continues its steady growth in total equity investments and maintains a commitment to partnering with experienced, proven borrowers. We will continue this trend towards top-tier borrowers with higher credit ratings, and seek to gradually raise our average loan amounts for more efficient and timely deployment of investor capital into greater housing and community projects.



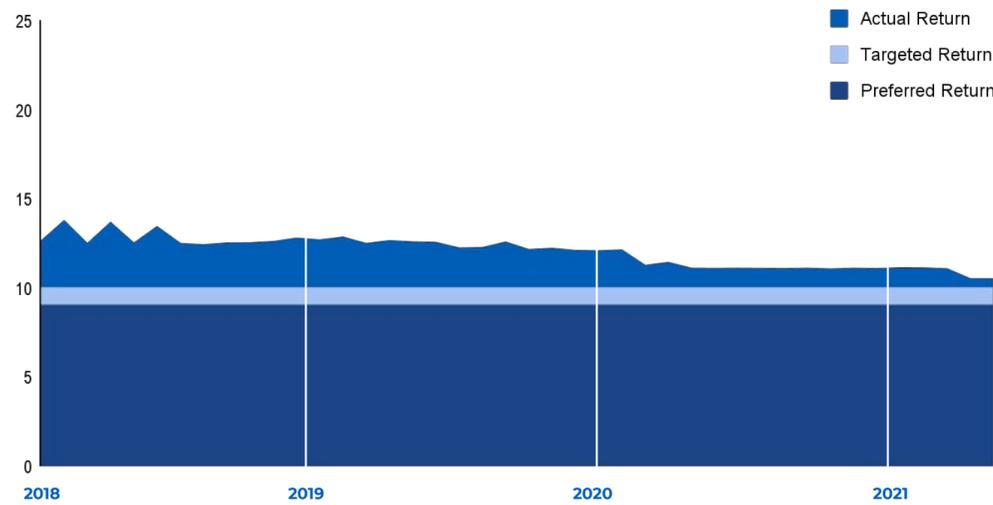
# DLP Lending Fund, LLC | Fund overview

## continued

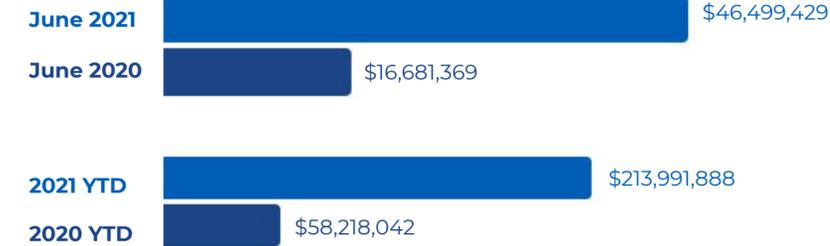
### Monthly return performance annualized continued

(Net of Fees and Expenses)

Since inception 13.29%



### Loan origination volume



### Loan snapshot

**\$362,155,192**

Total Volume of Loans:

**\$722,865**

Average Loan Balance:

**6.62 Months**

Average Duration of Loan on Tape:

**10.44 Months**

Average Duration of Loans Paid Off:

Year	January	February	March	April	May	June	July	August	September	October	November	December	Annualized
2021	11.04%	11.09%	11.08%	11.03%	10.47%	10.47%							10.86%
2020	12.04%	12.09%	11.22%	11.39%	11.06%	11.05%	11.06%	11.05%	11.04%	11.06%	11.02%	11.06%	11.26%
2019	12.65%	12.81%	12.45%	12.61%	12.54%	12.51%	12.20%	12.22%	12.53%	12.11%	12.18%	12.06%	12.41%
2018	12.57%	13.72%	12.43%	13.62%	12.46%	13.39%	12.45%	12.38%	12.48%	12.49%	12.56%	12.75%	12.76%
2017	14.02%	15.35%	15.47%	14.28%	13.07%	13.09%	12.42%	13.23%	13.61%	13.01%	13.48%	13.64%	13.71%
2016	13.22%	12.68%	14.06%	13.85%	14.89%	13.66%	14.63%	12.33%	17.73%	13.03%	13.93%	14.40%	14.03%
2015	18.70%	19.49%	20.51%	13.71%	16.82%	16.41%	14.83%	15.52%	15.15%	14.68%	14.25%	16.18%	16.34%



# DLP Lending Fund, LLC | Fund overview

continued

## Lending Fund characteristics

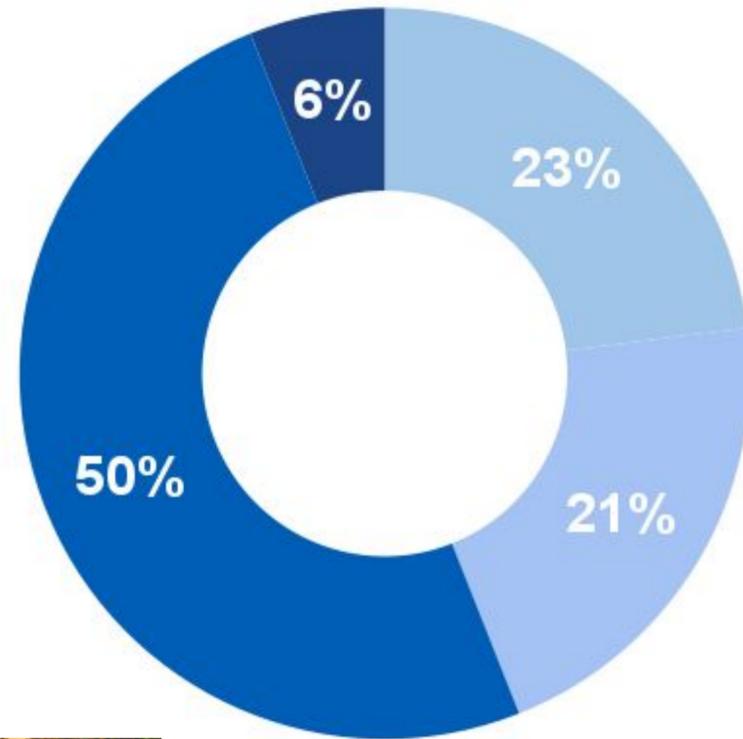
### TOP 5 STATES:

- FL** 28%
- PA** 18%
- IN** 10%
- GA** 8%
- OH** 7%

#### LOAN LOCATIONS:

(percentage by number of loans)

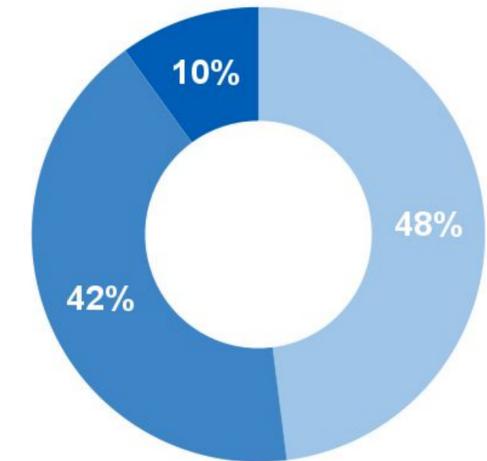
- Northeast
- West
- Midwest
- Southeast
- Southwest



### Asset type by percentage

(based on loan volume)

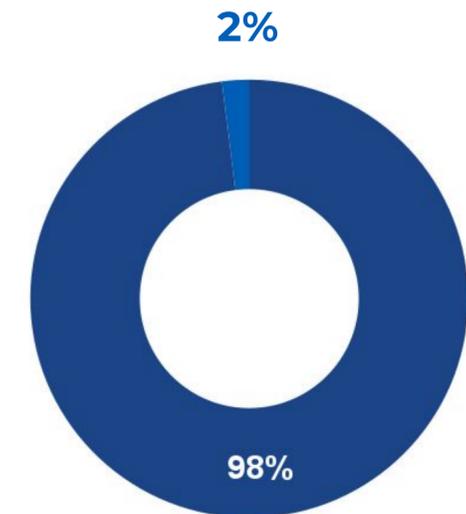
- Single Family Loans
- Multi-Family Loans
- Commercial Loans



### Loan performance

(based on loan volume)

- Current
- 31-90 Days Delinquent
- 91+ Days Delinquent



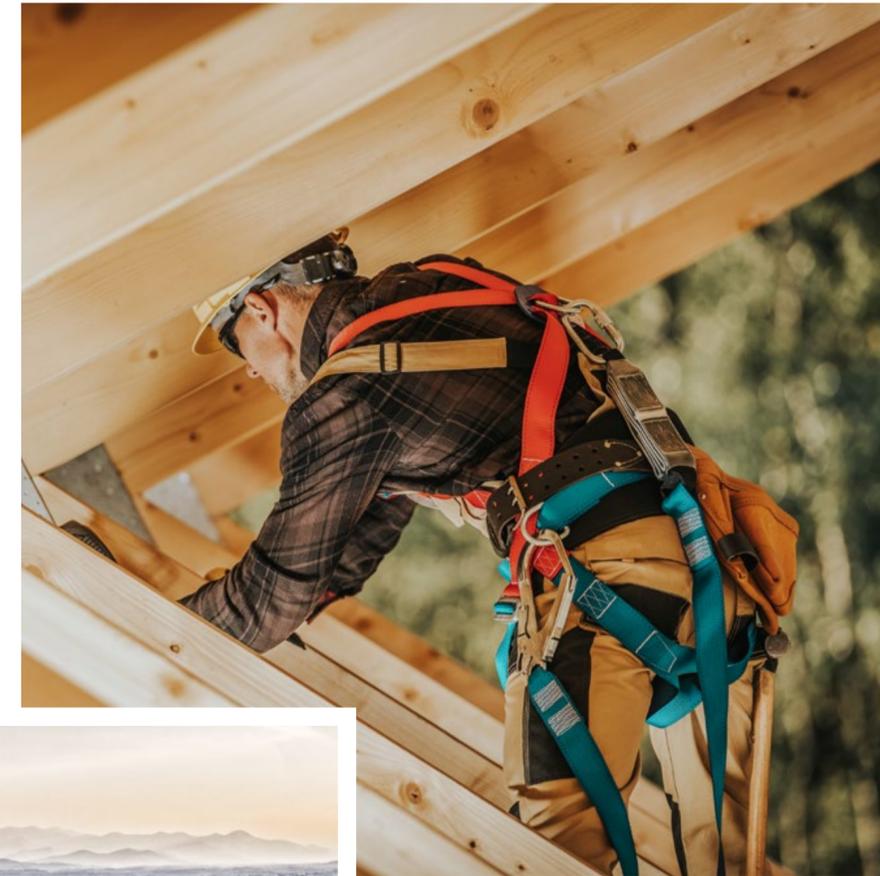
# DLP Lending Fund, LLC | Fund overview

## continued

### Loans originated June 2021

City	State	Zip	Asset Class	Amount
Bath	PA	18014	Single Family	\$78,302
San Antonio	TX	78223	Single Family	\$62,335
Jacksonville	FL	32218	Multi-Family	\$2,643,524
San Antonio	TX	78203	Single Family (2-4 Unit)	\$133,250
Houston	TX	77033	Single Family	\$165,000
Phenix City	AL	36867	Single Family	\$51,000
Charlotte	NC	28269	Single Family	\$159,888
Pascagoula	MS	39567	Multi-Family	\$1,690,852
Conyers	GA	30012	Single Family	\$703,200
Charlotte	NC	28269	Single Family	\$169,367
Bristol	CT	06010	Single Family	\$154,000
Columbus	GA	Multiple	Single Family	\$255,000
Cincinnati	OH	45237	Single Family	\$107,255
Middleton	OH	45044	Single Family	\$75,600
Bethlehem	PA	18015	Single Family (2-4 Unit)	\$303,705
Hammond	IN	46323	Single Family	\$114,525
San Antonio	TX	78225	Single Family	\$96,525
St. Petersburg	FL	33710	Single Family	\$270,000
Gary	IN	46406	Single Family	\$86,625

City	State	Zip	Asset Class	Amount
Greenwood	SC	29646	Multi-Family	\$7,875,000
East Stroudsburg	PA	18301	Single Family	\$149,544
Pocono Summit	PA	18346	Single Family	\$294,000
Port LaBelle	FL	33935	Single Family	\$157,482
Port Labelle	FL	33935	Single Family	\$138,506
St. Augustine	FL	32084	Single Family (2-4 Unit)	\$825,962
Pocono Summit	PA	18346	Single Family	\$123,200
Greensboro	GA	30642	Single Family	\$1,495,000
Wilmington	NC	28401	Commercial	\$2,938,361
Nashville	IN	47448	Mixed Use	\$2,376,000
Chicago	IL	60628	Single Family (2-4 Unit)	\$182,000
Michigan City	IN	46360	Single Family	\$82,125
Pocono Lake	PA	18347	Single Family	\$179,370
Tallahassee	FL	32301	Commercial	\$1,696,423
Charlotte	NC	28211	Single Family	\$560,475
Cape Coral	FL	33993	Single Family	\$361,773
High Point	NC	27260	Multi-Property	\$662,175



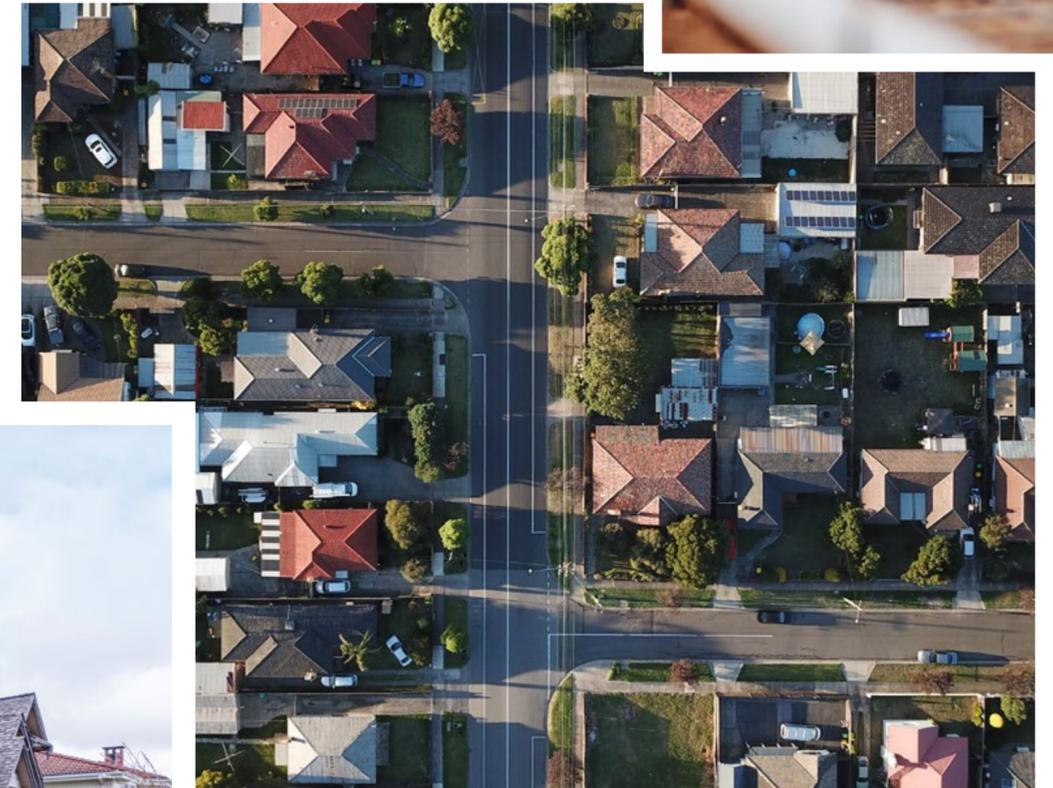
# DLP Lending Fund, LLC | Fund overview

## continued

### Loans originated June 2021 continued

City	State	Zip	Asset Class	Amount
<b>Seminole</b>	FL	33778	Single Family	\$191,750
<b>East Greenville</b>	PA	18041	Single Family	\$97,708
<b>Houston</b>	TX	77006	Multi-Family	\$2,587,500
<b>Merrillville</b>	IN	46410	Single Family	\$115,500
<b>Panama City Beach</b>	FL	32407	Multi-Family	\$1,055,820
<b>Crown Point</b>	IN	46307	Single Family	\$176,750
<b>Lehigh Acres</b>	FL	33976	Single Family	\$164,031
<b>Lehigh Acres</b>	FL	33976	Single Family	\$164,031
<b>Lehigh Acres</b>	FL	33976	Single Family	\$168,843
<b>Gary</b>	IN	46404	Single Family	\$75,555
<b>San Antonio</b>	TX	78213	Single Family	\$68,250
<b>Lago Vista</b>	TX	78645	Single Family	\$529,379
<b>Gary</b>	IN	46406	Single Family	\$85,500
<b>Hollywood</b>	FL	33019	Single Family	\$875,000

City	State	Zip	Asset Class	Amount
<b>Roselle</b>	NJ	07203	Single Family	\$162,500
<b>Bethlehem</b>	PA	18018	Multi-Family	\$903,049
<b>Gary</b>	IN	46409	Single Family	\$40,500
<b>Gary</b>	IN	46408	Single Family	\$87,570
<b>Macon</b>	GA	31211	Single Family	\$1,051,166
<b>San Antonio</b>	TX	78202	Single Family	\$81,250
<b>Miami</b>	FL	33168	Multi-Family	\$1,135,548
<b>Jacksonville</b>	FL	32202	Commercial	\$9,000,000
<b>Cincinnati</b>	OH	45219	Single Family	\$138,000
<b>Cincinnati</b>	OH	45207	Single Family	\$126,880



# DLP Lending Fund, LLC | Fund overview

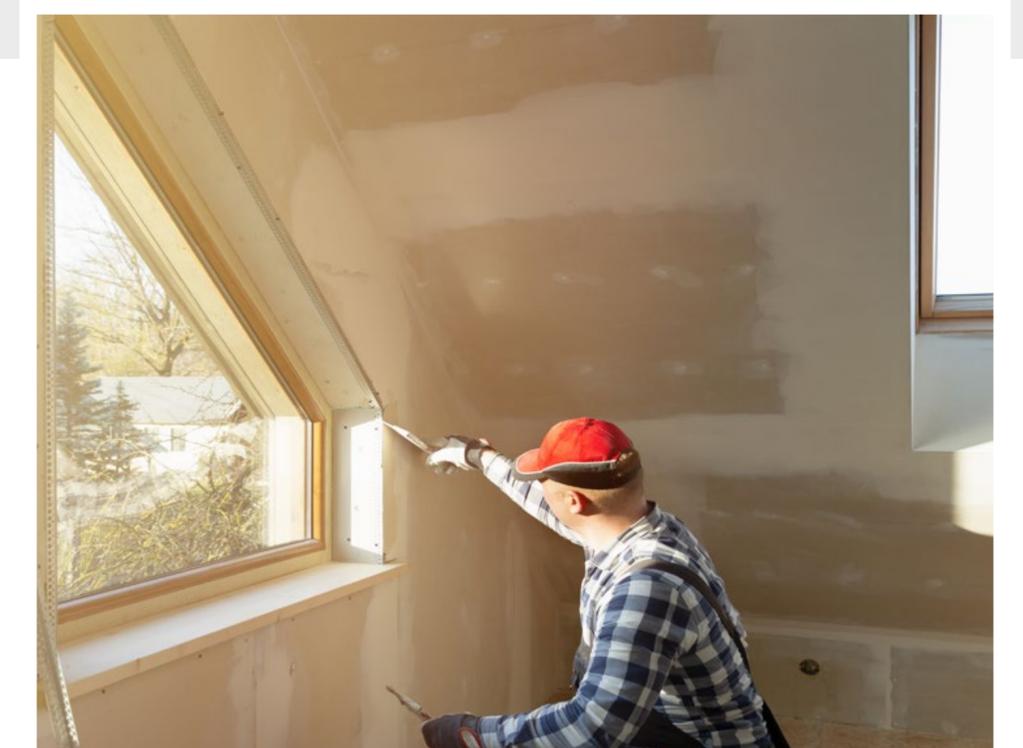
## continued

### Loans paid off June 2021

City	State	Zip	Asset Class	Amount
<b>Canal Point*</b>	FL	33755	Multi-Family	\$1,194,800
<b>Multiple</b>	FL	Multiple	New Construction	\$454,465
<b>New Orleans</b>	LA	70125	Single Family	\$210,000
<b>Saint Augustine</b>	FL	32084	Commercial	\$1,752,000
<b>Pascagoula</b>	MS	39567	Multi-Family	\$1,155,000
<b>Palm Bay</b>	FL	32909	Single Family	\$184,440
<b>New Orleans</b>	LA	70113	Single Family (2-4 Unit)	\$226,440
<b>Chicago</b>	IL	60643	Single Family	\$84,000
<b>Baltimore</b>	MD	21229	Single Family	\$75,746
<b>Fort Myers</b>	FL	33901	Single Family	\$252,000
<b>Cape Coral</b>	FL	33914	Single Family	\$774,907
<b>Philadelphia</b>	PA	19124	Single Family	\$47,250
<b>Baltimore</b>	MD	21229	Single Family	\$79,650
<b>Frisco</b>	TX	75034	Single Family	\$2,262,675
<b>Lago Vista</b>	TX	78645	Single Family	\$279,016
<b>St. Cloud</b>	FL	34769	Single Family	\$174,070
<b>Center Valley</b>	PA	18034	Single Family	\$148,995
<b>Hixson</b>	TN	37343	Single Family	\$441,667
<b>Washington</b>	DC	20002	Single Family	\$531,726
<b>Wheat Ridge</b>	CO	80033	Single Family	\$355,600

City	State	Zip	Asset Class	Amount
<b>Cape Coral</b>	FL	33990	Single Family (2-4 Unit)	\$157,500
<b>Hollywood</b>	FL	33020	Multi-Family	\$605,000
<b>Belle Vernon</b>	PA	15012	Single Family	\$86,700
<b>East Chicago</b>	IN	46312	Single Family	\$112,275
<b>Lubbock</b>	TX	79423	Single Family	\$164,150
<b>Washington</b>	DC	20032	Single Family	\$519,750
<b>Allentown</b>	PA	18013	Single Family	\$63,720
<b>Osawatomie</b>	KS	66064	Single Family	\$102,700
<b>Hallandale Beach</b>	FL	33009	Single Family (2-4 Unit)	\$269,500
<b>Pocatello</b>	ID	83202	Single Family	\$136,080
<b>East Chicago</b>	IN	46312	Single Family	\$78,480
<b>Waterbury</b>	CT	06704	Single Family	\$122,500
<b>Gary</b>	IN	46407	Single Family	\$73,710

\* Loan was in default and was purchased by an affiliate of DLP



# DLP Housing Fund, LLC | Fund overview

## Fund strategy

The DLP Housing Fund's primary strategy is to positively impact the workforce housing crisis in America. Our goal is to provide safe, clean, affordable housing to 250,000 residents through 100,000 affordable workforce housing units while providing these families with a path to prosperity. The \$1 billion Fund will make this impact through its investment in the acquisition, management, and improvement of income producing rental communities. The Fund is structured to provide consistent monthly returns, strong growth, limited volatility, and tax shelter to its investors. Our focus is primarily in secondary and tertiary markets in the sunbelt region.



## \$1 Billion

DLP Housing Fund  
will allow for key benefits

## Monthly fund overview and future outlook

During Q2 2021, the Fund's total capital grew an **additional \$30 million to \$133.15 million**. The Fund completed the acquisition of **DREAM Oxford**, a 366-unit apartment community in Mississippi and **DLP Kutztown**, a 180-unit complex of residential and student housing in Pennsylvania, bringing the Fund's **total unit count to 7,157**. Once again the Fund met its 6% annualized preferred return in every period, bringing the year to date annualized return to investors participating in the **Fund's Dividend Reinvestment Program (DRIP) to 6.30%**.

As we move into the second half of 2021, our focus continues to be on value-add portfolios where we can grow our assets under management in a way that has proven to be effective over the last several years and will continue to allow us to deploy capital into the Fund. We are under agreement to acquire Stadium Place, a 200-unit garden-style apartment community located in Jonesboro, Arkansas. The asset is situated in the highly desirable Jonesboro submarket, three miles from

Arkansas State University and close to an excellent employment base centered around Caraway Plaza. Stadium Place exhibits robust investment fundamentals and strong demographics, with a significant amount of underlying value and future value creation opportunities.



## Equity investments in affordable multifamily rental communities

Investments in improving, preserving and creating housing that is and will remain "affordable" to the local workforce

Primarily Class B, Income Producing, Value-Add

# DLP Housing Fund, LLC | Fund overview

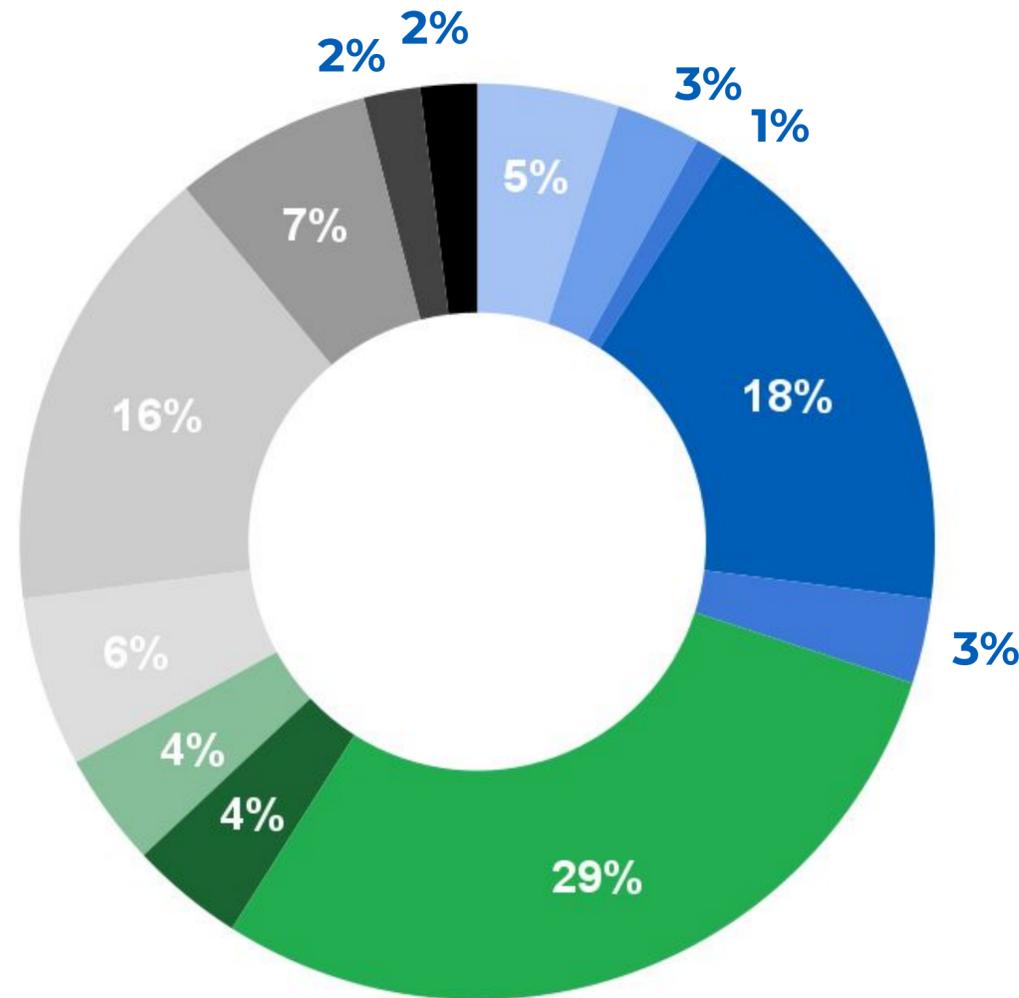
## continued

### Housing Fund characteristics

#### ASSET LOCATIONS:

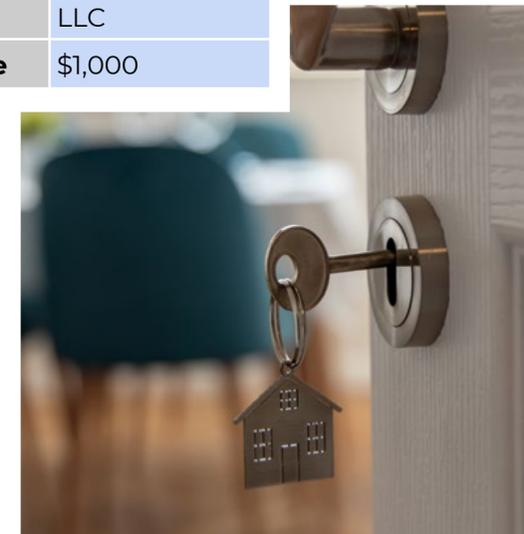
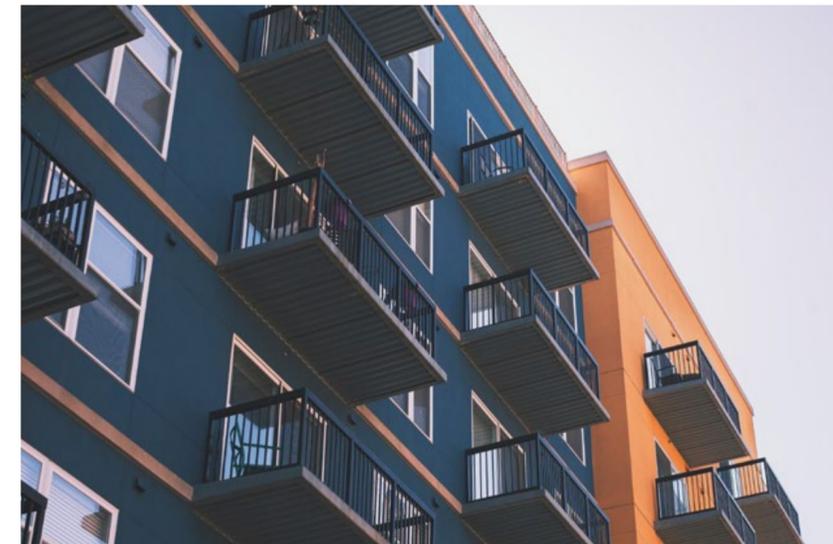
(Based on Investment Volume)

Arkansas	5%
Arizona	3%
Indiana	1%
Kentucky	18%
Louisiana	3%
Mississippi	29%
Ohio	4%
Oklahoma	4%
Pennsylvania	6%
South Carolina	16%
Tennessee	7%
Utah	2%
West Virginia	2%



### Fund Information

<b>Inception Date:</b>	01.01.2020	<b>Periods of Missed Preferred Return</b>	Zero
<b>Capital Commitments</b>	\$133,153,283	<b>Management Fee</b>	1.5% Subordinate to Preferred Return
<b>Target Annual Return:</b>	12%	<b>Management Promote</b>	80/20 Upon Achieving 6% Preferred Return
<b>Preferred Return:</b>	6%	<b>Redemption Notification</b>	Annual Redemption
<b>Year to Date Preferred Return (DRIP Program):</b>	6.30%	<b>Management</b>	DLP Housing Fund Manager, LLC
<b>Most Recent Full Year Return (DRIP Program):</b>	14.50%	<b>Unit Price per Share</b>	\$1,000



# DLP Housing Fund, LLC | Fund overview

continued

## Portfolio snapshot

Community Name	Address	# of Units	Original Purchase Price	Acquisition Date	As of Acquisition Date					Current Financial Performance			Performance vs Original Business Plan	Approx. Value	Housing Fund Ownership %	Total Fund Investment Amount \$
					T3/T12 NOI	Acquisition Cap Rate	Physical Occupancy	Target IRR	Stabilized Cap Rate	Current T3/T12 NOI	Current Cap Rate	Current Physical Occupancy				
PROSPER Azalea City	1503 E Park Ave, Valdosta, GA	300	\$10,850,000	7/31/2018	\$565,375	5.20%	93.00%	23.70%	11.40%	\$1,345,263	12.40%	97.70%	Performing	\$22,900,000	7.41%	\$816,611
Park East & Belmont Victoria Apartments	4 Property Portfolio, Baton Rouge, LA	687	\$34,250,000	10/26/2018	\$2,639,830	7.70%	90.40%	24.10%	8.60%	\$2,278,113	6.70%	92.10%	Performing	\$47,110,000	5.55%	\$983,799
PROSPER South Bend	3001 E Jefferson Blvd, South Bend, IN	739	\$41,500,000	12/31/2018	\$2,690,661	6.50%	90.70%	24.80%	9.30%	\$2,360,821	5.70%	78.90%	Underperforming	\$52,890,000	8.88%	\$1,403,701
LIVE Shreveport	4223 Lakeshore Dr, Shreveport, LA	248	\$4,700,000	5/20/2019	\$123,413	2.60%	36.30%	29.30%	11.30%	\$276,930	5.90%	74.60%	Underperforming	\$9,385,000	75.00%	\$1,626,709
PROSPER Pleasant Valley	1602 Green Mountain Dr, Little Rock, AR	239	\$10,550,000	7/16/2019	\$1,207,945	5.70%	87.80%	19.50%	7.70%	\$32,908	0.30%	83.30%	Underperforming	\$15,083,556	55.00%	\$4,379,902
PROSPER Valley Crossing	1502 Green Mountain Dr, Little Rock, AR	211	\$10,550,000	7/16/2019	\$54,278	-0.50%	65.40%			\$13,316,444	-0.50%	65.40%	Underperforming	\$13,316,444	55.00%	\$3,484,099
DREAM Aspen Creek	1100 W Tucson St, Broken Arrow, OK	240	\$29,875,000	8/13/2019	\$1,014,303	3.40%	93%	21.40%	6.00%	\$1,319,201	4.40%	100.00%	Performing	\$29,400,000	52.70%	\$2,670,463
PROSPER Sierra Vista	409 S Lenzer Ave, Sierra Vista, AZ	192	\$13,250,000	9/26/2019	\$945,602	7.10%	98.40%	20.20%	7.70%	\$1,139,101	8.60%	96.40%	Performing	\$15,200,000	41.94%	\$2,091,169
Trinity Lakes	600 Trinity Marsh, Columbus, OH	240	\$20,570,000	12/13/2019	\$985,984	4.80%	95.00%	18.20%	6.20%	\$949,306	4.60%	97.00%	Performing	\$22,660,000	76.00%	\$4,638,808
PROSPER Willow Park	210 E 600 S & 100 N 2500 W, Vernal, UT	224	\$12,992,000	12/27/2019	\$771,258	4.50%	94.30%	20.60%	7.30%	\$802,708	6.20%	97.30%	Performing	\$13,257,000	36.09%	\$1,525,765
PROSPER Ashley Creek	176 E 600 S, Vernal, UT	72	\$4,176,000	12/27/2019	\$302,958	7.30%	94.40%			\$302,958	7.30%	94.40%	Performing	\$4,243,000	25.70%	\$369,887
PROSPER Huntington Park	8100 Pines Rd, Shreveport, LA	192	\$9,365,000	1/29/2020	\$648,202	6.90%	86.50%	21.80%	7.80%	\$545,353	5.80%	91.10%	Performing	\$10,630,000	60.00%	\$2,051,059
DREAM Devonshire	98 Devonshire Dr, Scott Depot, WV	340	\$43,000,000	2/28/2020	\$2,999,345	7.00%	89.40%	20.20%	7.20%	\$3,108,979	7.20%	96.80%	Performing	\$44,840,000	23.81%	\$2,588,357



# DLP Housing Fund, LLC | Fund overview

continued

## Portfolio snapshot

Special Purpose Entity (SPE)	Address	# of Units	Original Purchase Price	Acquisition Date	As of Acquisition Date					Current Financial Performance			Performance vs Original Business Plan	Approx. Value	Housing Fund Ownership %	Total Fund Investment Amount \$
					T3/T12 NOI	Acquisition Cap Rate	Physical Occupancy	Target IRR	Stabilized Cap Rate	Current T3/T12 NOI	Current Cap Rate	Current Physical Occupancy				
<b>DREAM Port Royal</b>	1 Preserve Ave, Port Royal, SC	400	\$54,100,000	8/7/2020	\$2,872,383	5.30%	86.50%	21.70%	6.30%	\$3,504,234	6.50%	96.60%	Performing	\$60,700,000	72.00%	\$7,760,684
<b>Peppertree Apartments</b>	4640 Forest Hills Dr, North Charleston, SC	353	\$27,100,000	10/20/2020	\$1,911,146	7.10%	96.60%	18.00%	8.50%	\$1,962,310	7.20%	81.30%	Performing	\$29,660,000	72.00%	\$10,274,050
<b>PROSPER Gulfport</b>	980 Courthouse Rd, Gulfport, MS	426	\$39,681,500	12/31/2020	\$2,535,180	6.40%	94.60%	17.50%	6.80%	\$2,934,915	7.40%	93.90%	Performing	\$46,150,000		
<b>PROSPER Senatobia</b>	200 Moore Ave, Senatobia, MS	80	\$7,136,650	12/31/2020	\$430,421	6.00%	95.00%	17.50%	6.80%	\$452,443	6.30%	95.00%	Performing	\$8,300,000	90.00%	\$26,100,000
<b>PROSPER Orange Beach</b>	6870 Foley Beach Express, Orange Beach, AL	300	\$35,511,300	12/31/2020	\$2,210,082	6.20%	99.70%	17.50%	6.80%	\$2,250,627	6.30%	100.00%	Performing	\$41,300,000		
<b>PROSPER Jackson</b>	51 Northtown Drive, Jackson, MS	280	\$25,021,300	12/31/2020	\$1,621,703	6.50%	95.70%	17.50%	6.80%	\$1,795,084	7.20%	97.50%	Performing	\$29,100,000		
<b>DREAM Owensboro</b>	3750 Ralph Ave, Owensboro, KY	320	\$35,410,000	3/15/2021	\$2,322,149	6.60%	97.00%	22.70%	5.50%	\$1,874,726	5.30%	96.30%	Performing	\$36,547,127	90.00%	\$11,340,000
<b>DREAM Paducah</b>	2651 Perkins Creek Dr, Paducah, KY	240	\$25,680,000	3/15/2021	\$1,759,804	6.90%	96.00%	25.00%	5.80%	\$1,338,647	5.20%	98.80%	Performing	\$26,538,530	90.00%	\$6,660,000
<b>DREAM Germantown</b>	7885 Silver Spur Circle, North Dr, Memphis, TN	288	\$42,912,000	3/26/2021	\$2,816,935	6.60%	99.00%	24.80%	5.50%	\$2,277,354	5.30%	99.00%	Performing	\$42,900,000	70.53%	\$6,700,000
<b>DREAM Oxford</b>	1711 Anderson Rd, Oxford, MS	366	\$16,200,000	5/17/2021	\$855,605	5.30%	21.80%	21.90%	6.80%	\$1,262,181	7.80%	89.50%	Performing	\$16,600,000	90.00%	\$3,600,000
<b>DLP Kutztown</b>	2200 Lifestyle Ln, Kutztown, PA	180	\$20,451,750	6/30/2021	\$1,217,990	6.00%	66.30%	27.20%	7.80%	\$1,217,990	6.00%	72.20%	Underperforming	\$21,200,000	90.00%	\$5,850,000



# DLP Income & Growth Fund, LLC | Fund overview

## Fund strategy

The DLP Income & Growth Fund is a lending fund focused on providing real estate backed loans to DLP owned and non-DLP owned investments, with a concentrated focus on DLP properties.

## Quarterly fund Overview and future outlook

The second quarter of 2021 was another good quarter for the DLP Income and Growth Fund. The fund originated **\$48,585,840 in new loans** throughout the quarter. The fund exceeded the target of 10% annualized returns once again, with an **annualized return of 11.11%**.

With the large loan origination volume the fund has already surpassed last years total loan originations with **\$77 million originated in the first half of this year!**



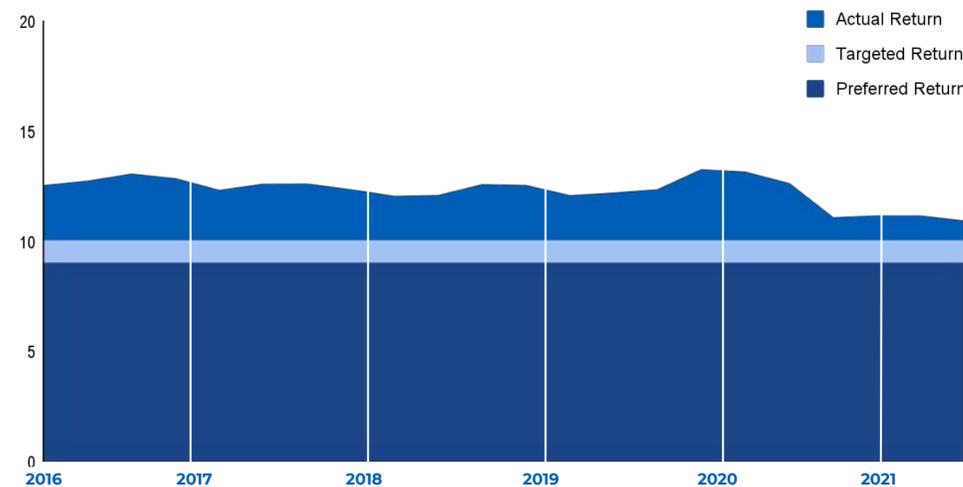
**11.12%**

annualized return

## Quarterly return performance annualized

(Net of Fees and Expenses)

Since inception **11.95%**



Year	First Quarter	Second Quarter	Third Quarter	Fourth Quarter	Annualized
2021	11.12%	11.11%			<b>11.12%</b>
2020	13.11%	12.59%	11.04%	11.12%	<b>11.96%</b>
2019	12.04%	12.16%	12.31%	13.22%	<b>12.43%</b>
2018	12.01%	12.05%	12.54%	12.50%	<b>12.28%</b>
2017	12.28%	12.56%	12.57%	12.31%	<b>12.43%</b>
2016	12.50%	12.70%	13.02%	12.81%	<b>12.76%</b>

## Fund Information

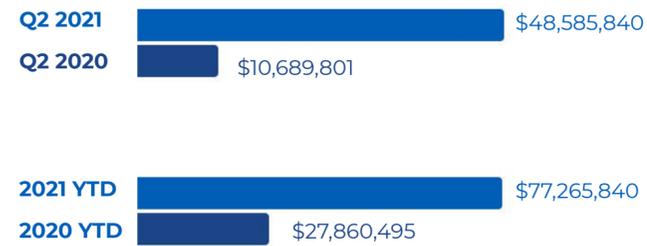
<b>Inception Date</b>	01.01.2016	<b>Management Fee</b>	1%, Subordinate to Preferred Return
<b>Fund Term:</b>	Evergreen	<b>Management Promote</b>	20%
<b>Fund AUM:</b>	\$113,579,532	<b>Redemption Notification:</b>	90 days
<b>Equity Commitments:</b>	\$98,315,970	<b>Management:</b>	DLP Capital Partners, LLC
<b>LTV Average:</b>	N/A		
<b>LTC Average:</b>	N/A		
<b>Average Return Since Inception:</b>	11.95%		
<b>Target Return:</b>	10%		
<b>Preferred Return:</b>	10%		
<b>Periods of Missed Preferred Return</b>	0 Months		



# DLP Income & Growth Fund, LLC | Fund overview

continued

## Loan origination volume



## Loan originations

Month	2021	2020	2019	2018
January	\$5,725,000	\$5,960,624	\$9,350,000	\$1,960,000
February	\$12,110,000	\$7,021,580	\$12,350,000	\$695,322
March	\$10,845,000	\$4,188,490	\$3,300,000	\$4,850,000
April	\$33,000,000	\$1,367,543	\$2,390,000	\$4,300,000
May	\$1,000,000	\$1,433,050	\$2,804,000	\$4,835,250
June	\$14,585,840	\$7,889,208	\$9,217,132	\$4,950,000
July		\$1,750,000	\$3,806,156	\$8,634,000
August		\$2,700,000	\$9,307,745	\$8,730,000
September		\$3,850,000	\$13,240,945	\$1,600,000
October		\$6,250,000	\$4,795,775	\$8,524,320
November		\$3,000,000	\$6,220,465	\$1,200,000
December		\$5,900,000	\$14,393,786	\$12,347,600
	<b>\$77,265,840</b>	<b>\$51,310,495</b>	<b>\$91,176,004</b>	<b>\$62,626,492</b>

## Loan origination volume

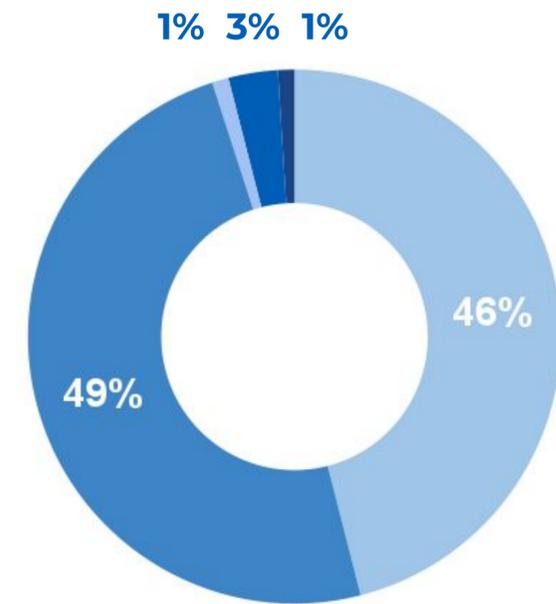
### INCOME & GROWTH FUND CHARACTERISTICS

#### TOP 5 STATES:

- FL** 40%
- PA** 32%
- GA** 11%
- SC** 6%
- IN** 3%

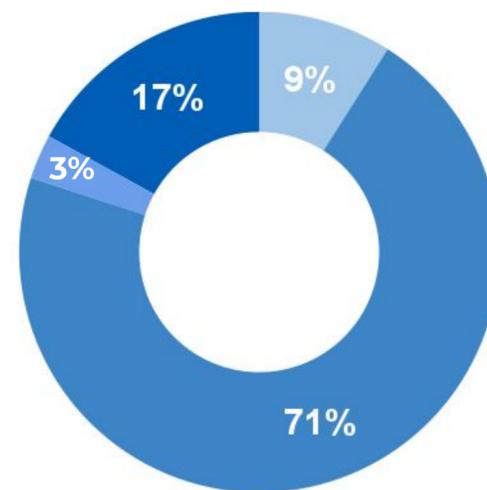
#### LOAN LOCATIONS:

- (percentage by number of loans)
- Northeast
  - West
  - Midwest
  - Southeast
  - Southwest



#### Asset type by percentage (based on loan volume)

- Single-Family Loans
- Multifamily Loans
- New Construction
- Commercial Loans



#### Loan snapshot

**\$114,077,890**

Total Volume of Loans:

**\$991,982**

Average Loan Balance:

**15.65 Months**

Average Duration of Loan on Tape:

# DLP Positive Note Fund, LLC | Fund overview

## Fund strategy:

DLP Positive Note Fund LLC is a (debt) investment opportunity fund which provides 3-7.5% FIXED returns. Returns to Note investors are paid prior to equity members and in effect provide a lower risk opportunity to investors.

## Quarterly Fund Overview

Q2 was a solid quarter for the DLP Positive Note Fund. The Fund **originated \$2,900,000 in new loans** during the quarter increasing the total loans receivable to **\$11,900,136** while Investor Notes increased by **\$2,726,108 to a total of \$11,192,255**. The Fund received \$264,225 in income from borrowers during Q2 and returned **\$149,695 in interest payments to its Note Investors**. At the close of the quarter, the loan portfolio consisted of 7 mortgage loans with unpaid principal balances totaling \$10,328,551 earning an **average annual interest rate of 9.63%**. The Fund Manager, through its affiliates, had a \$700,000 equity investment in the Fund at the end of the quarter. The Fund had approximately \$1.6 million cash on hand.

Looking forward, as new Investor Notes and equity capital increase, Management will continue to deploy funds into additional mortgage loans consistent with the Fund's strategy.

## 3-7.5% Fixed Returns

Annualized Rates Paid Monthly	Current Term Tiers		
	Note Principal / Liquidity Tiers	1 year	3 years
\$50,000-\$99,999	3.0%	3.5%	4.0%
\$100,000-\$249,999	5.0%	5.5%	6.0%
\$250,000-\$499,999	5.5%	6.0%	6.5%
\$500,000-\$999,999	6.0%	6.5%	7.0%
\$1,000,000-4,999,999	6.5%	7.0%	7.5%

\* Open-Ended with 90-day liquidity.  
Past performance is not a guarantee of future performance.

## Our 1 + 1/4 + 1/4 pledge

At DLP, we are committed to making a positive difference in the lives of others. To make this impact, we pledge to give: 1% of our time: Our team members contribute 1% of their paid time toward philanthropy; 1/4% of our capital raised will be donated to the DLP Positive Returns Foundation; 1/4% of our net revenue will be donated to the DLP Positive Returns Foundation

The offering is available to both accredited and non-accredited investors. For non accredited investors, the total invested in the Fund may not exceed more than 10% of the greater of the investor's annual income or net worth.

## Fund Information

<b>Fund Type</b>	Real Estate Loan Fund
<b>Fund Investments</b>	Primarily Real Estate Loans
<b>Direct/Indirect Security</b>	Real Estate Mortgages
<b>Note Term</b>	1 Year to 5 Years
<b>Distribution Frequency</b>	All Distributions Paid Monthly
<b>Redemptions</b>	Upon Note Maturity
<b>Minimum Investment</b>	\$50,000
<b>IRA Investment Option</b>	Yes
<b>Dividend Re-Investment Program (DRIP)</b>	Yes
<b>Audited Financials</b>	Yes
<b>Reporting Frequency</b>	Quarterly
<b>Management:</b>	DLP PNF Manager, LLC



# 41 DLP Upcoming Events

## AUGUST

**DLP Gives Back-Packs**  
8/07/2021

**Capital Webinar**  
8/19/2021

**Elite Membership Call**  
08/26/2021

**Prosperity Membership Call**  
08/26/2021

## SEPTEMBER

**Capital Webinar**  
09/16/21

**Lending Webinar**  
09/16/2021

**Elite Membership Call**  
09/23/2021

**Prosperity Membership Call**  
09/23/2021

**Prosperity Legacy Builder**  
St. Augustine, FL  
09/30/21 & 10/01/21

**Capital Dinner**  
St. Augustine, FL  
9/30/2021

**Elite Accelerator Event**  
St. Augustine, FL  
09/30/21 & 10/01/21

## NOVEMBER

**Elite Mastermind Event**  
Ponte Vedra Beach, FL  
11/10/2021-11/14/2021

**Prosperity Family, Wealth  
& Legacy Event**  
Ponte Vedra Beach, FL  
11/11/2021-11/14/2021

JOIN US FOR ONE OF OUR UPCOMING EVENTS: [DLPREALESTATE.COM/EVENTS](https://dlprealestate.com/events)





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