



Real Estate Group

Corporate Profile



Company Overview

At Endeavor, we've built our continued success on a simple formula. Approach every relationship with integrity, and treat every project like it's in our own backyard. With this formula, we've grown steadily since 1999, through some of history's most turbulent market conditions. It's the foundation for projects that are built to last, and for a company dedicated to the needs of property owners, investors, tenants, and the community. It's doing the right thing, for the right reasons.

It's our Endeavor.

Endeavor Real Estate Group is a full-service commercial real estate company headquartered in Austin, Texas. From developing placemaking high-rise multifamily throughout the nation to owning and operating some of Austin's largest outdoor shopping centers and office buildings in downtown Austin, Endeavor creates value through the development, acquisition, management and leasing of mixed-use, multifamily, retail, office and industrial properties. Since its inception, Endeavor has developed and/or acquired over 16 million square feet of realized commercial real estate. With 168 employees, 6,250 multifamily units under development, 8 million square feet of office, industrial and retail space under management and 3.4 million square feet currently under construction, Endeavor is the largest full-service commercial real estate firm in Austin and a premiere, award-winning firm nationally.



Our Portfolio

Endeavor and its partners have acquired or developed over \$3.2 billion of real estate assets, capitalized with \$2.0 billion of debt and \$1.2 billion of equity.

Current Holdings

- 6,250 multifamily units under development, construction or leasing
- Over 8 million sf owned, leased or managed
- Over 3.4 million sf under construction

Since Our Founding

- 8+ million sf acquired
- 8+ million sf developed

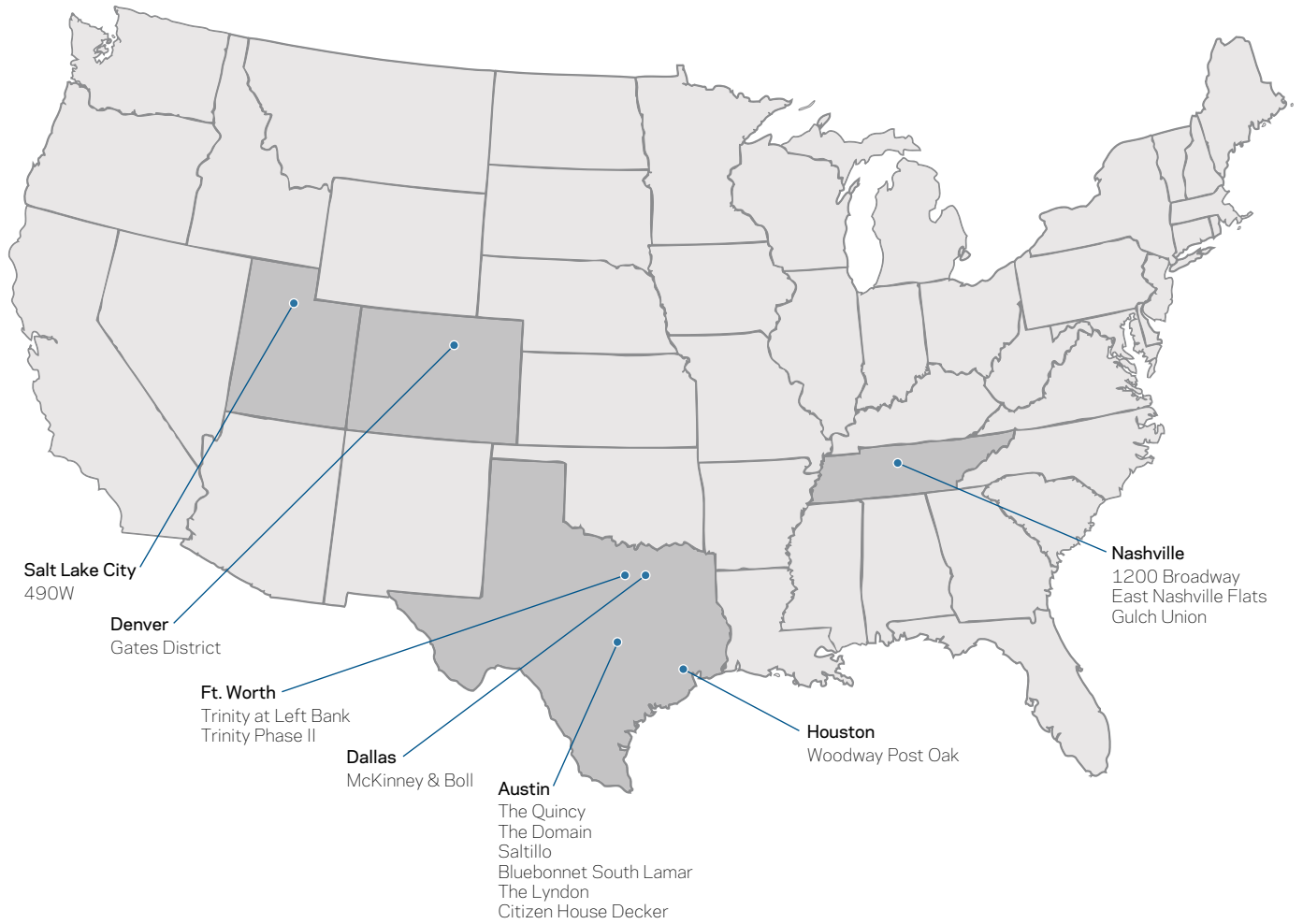
Property Types

- Multifamily, office, retail, industrial, mixed-use, self-storage and land

Markets

Properties Owned and/or Developed

- Texas
- Tennessee
- Colorado
- Florida
- Kansas
- Oklahoma
- New Mexico
- Utah

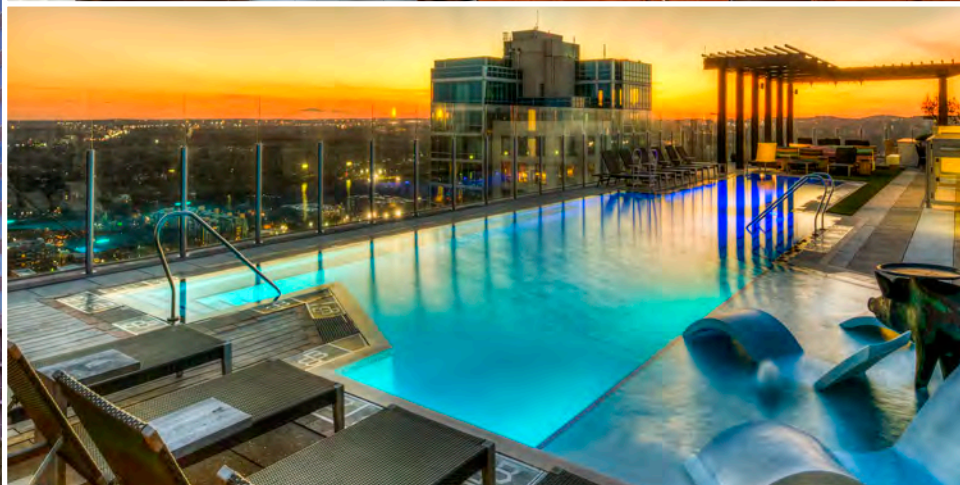




Mixed-Use Projects



The Bowie



Project Details

The Bowie is a 36-story mixed-use high-rise in the market district of downtown Austin, Texas. The site is directly located next to the flagship store and headquarters for Whole Foods Market. The building features a 7-floor parking garage, 358 luxury apartment units, 41,000 SF of Class-A office space, leased to Whole Foods Market, and 3,884 SF of retail on the ground floor.

Endeavor and the Lynd Group co-developed this asset.

Location

- Austin, Texas

Product

- 358 Multifamily Units
- 41,000 SF Office
- 3,884 SF Retail

Status

- Completed in 2014
- Sold 2016



1200 Broadway



Project Details

Endeavor is under construction on a 26-story mixed-use tower with approximately 313 apartments, a 41,500 square foot Whole Foods store (announced), 65,000 SF Class-A office space and another 5,000 square feet of retail/restaurant space. This project is at the intersection of 12th and Broadway, providing walkable access to the Gulch, downtown Nashville, and Midtown. Amenities will include a resort style swimming pool, a 26th-floor sky lounge, fitness studio, dog park, bicycle shop, 24/7 concierge and an indoor-outdoor club lounge with a staffed bar.

Location

- Nashville, Tennessee

Product

- 313 Multifamily Units
- 41,500 SF Whole Foods Grocer
- 64,000 SF Creative Office
- 5,000 SF Retail

Status

- Completed 2020



The Quincy - 93 Red River



Project Details

Endeavor is under construction on a 30-story high-rise mixed-use project that includes 347 luxury apartments, 77,540 square feet of office (three floors) and 10,359 square feet of ground level retail/bar/restaurant space. The site is located at the north end of the Rainey Street District, just south of Cesar Chavez. It is within one-half block of many of the bars and restaurants within the district, directly across the street from the new Van Zandt Hotel, and within a two minute walk to Lady Bird Lake, the Hike & Bike Trail, and the Austin Convention Center.

Location

- Austin, Texas

Project Size

- 77,540 SF Office
- 10,359 SF Retail
- 347 Multifamily Units

Status

- Under Construction



Gates District at Broadway Station



Project Details

Endeavor, in joint-venture with Denver-based Legend Partners, is in design on a dense and vibrant mixed-use development 3.5 miles south of downtown Denver at the intersection of Interstate I-25 and Broadway. The site is adjacent to and within walking distance from the second busiest commuter rail stop (Broadway Station) in Denver.

Endeavor envisions Gates District at Broadway Station becoming a dense and vibrant mixed-use development. Broadway Station rail stop has both north/south and east/west railways running through it. The Denver market has seen and embraced successful transit-oriented developments, such as Union Station in the “LoDo” submarket of Downtown. The recent developments surrounding Union Station have transformed LoDo, making it the most desirable submarket in Denver.

Location

- Denver, Colorado

Project Size

- 380,000 SF Office
- 180,000 SF Retail
- 887 Multifamily Units (approx)

Status

- In Design/Planning



The Domain



Project Details

Endeavor recently completed and sold Phase III, which includes 610,000 square feet of retail space, 563 multifamily units, and the 173 room Archer Austin boutique hotel, in a joint venture with Columbus Realty and Northwood Investors. This phase's Rock Rose dining and entertainment district has created intense local interest in the project by prominently featuring local culinary favorites. With this latest phase of the project, Endeavor has now master-developed 1.2 million square feet of retail space and 1.7 million square feet of office space at the Domain, and held a limited partner interest in 1,650 multifamily units developed by Columbus Realty.

Location

- Austin, Texas

Product

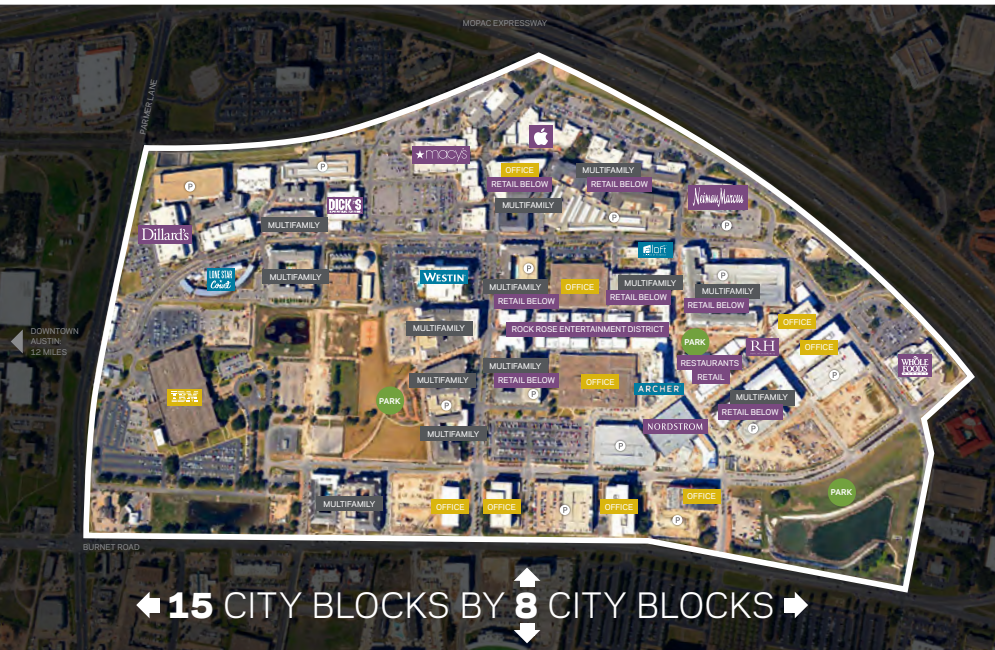
- 1,650 Multifamily Units
- 1.7mm SF Office
- 1.2mm SF Retail
- 303 acres

Year Built

- Phased 2006-Present



The Domain





McKinney + Boll



Project Details

The planned McKinney+Boll project sits on a 1.14 acre site on the corner of McKinney Avenue and Boll Street, one block from Whole Foods in Dallas' thriving Uptown market. The intended program, upon successful rezoning, consists of 21 stories above grade with 5 levels parking below grade, 290 multifamily units, 60,000 SF of office, 15,000 SF of retail. Construction could potentially commence Q4 2020

Location

- Dallas, Texas

Product - *planned*

- 290 Multifamily Units
- 60,000 SF Office
- 15,000 SF Retail

Status

- In Design/ Planning



Saltillo



Project Details

Saltillo is under construction on 5 of the 6 contiguous city blocks (10.15 ac) located on 5th street adjacent to the east side of I-35. Endeavor secured the development site through a competitive RFP process run by Capital Metro (Austin's public transportation agency), which will continue to own the site and has ground leased the property to the Sponsor for 99 years. Saltillo will consist of 120,000 square feet of office, 116,600 square feet retail space and 700 apartment units.

Endeavor and Columbus Realty are co-developing this asset.

Location

- Austin, Texas

Product

- 700 Multifamily Units
- 120,000 SF Office
- 116,600 SF Retail

Status

- Completed 2020



Austin American-Statesman Site



Project Details

Endeavor was selected by The Cox family as their partner to develop the future for the Statesman property, with a goal of ultimately creating a destination that enhances the community and improves the quality of life for future generations in Austin. The Statesman site is 18.9-acres, located on South Congress Avenue just south of Lady Bird Lake.

Location

- Austin, Texas

Project Size

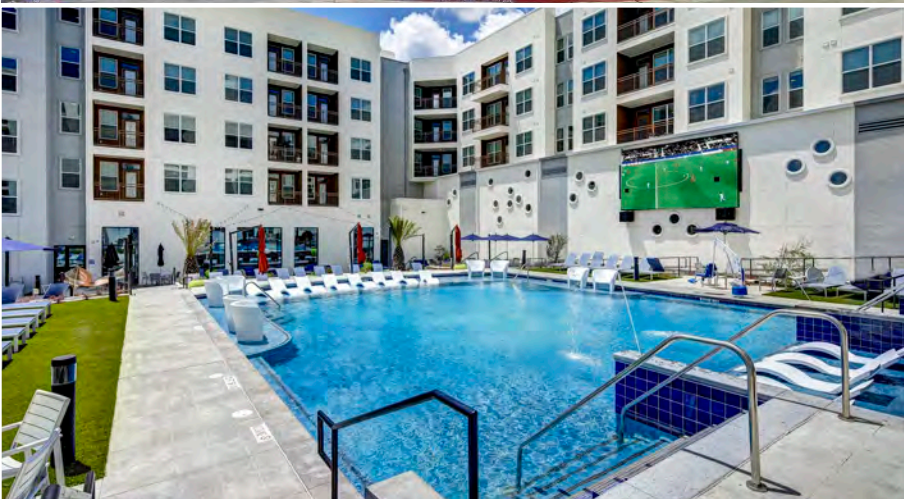
- 18.9 acres

Status

- In Design/Planning



The Lyndon at Springtown



Project Details

Endeavor has completed construction of The Lyndon at Springtown, a 215,907 SF student housing mixed-use project adjacent to the Springtown Shopping Center in San Marcos, TX. With 32,000 SF podium-style retail on the ground floor and a parking deck behind the center, the 233unit/515 bed student housing project will become a naturally integrated part of the shopping center.

Location

- San Marcos, Texas

Product

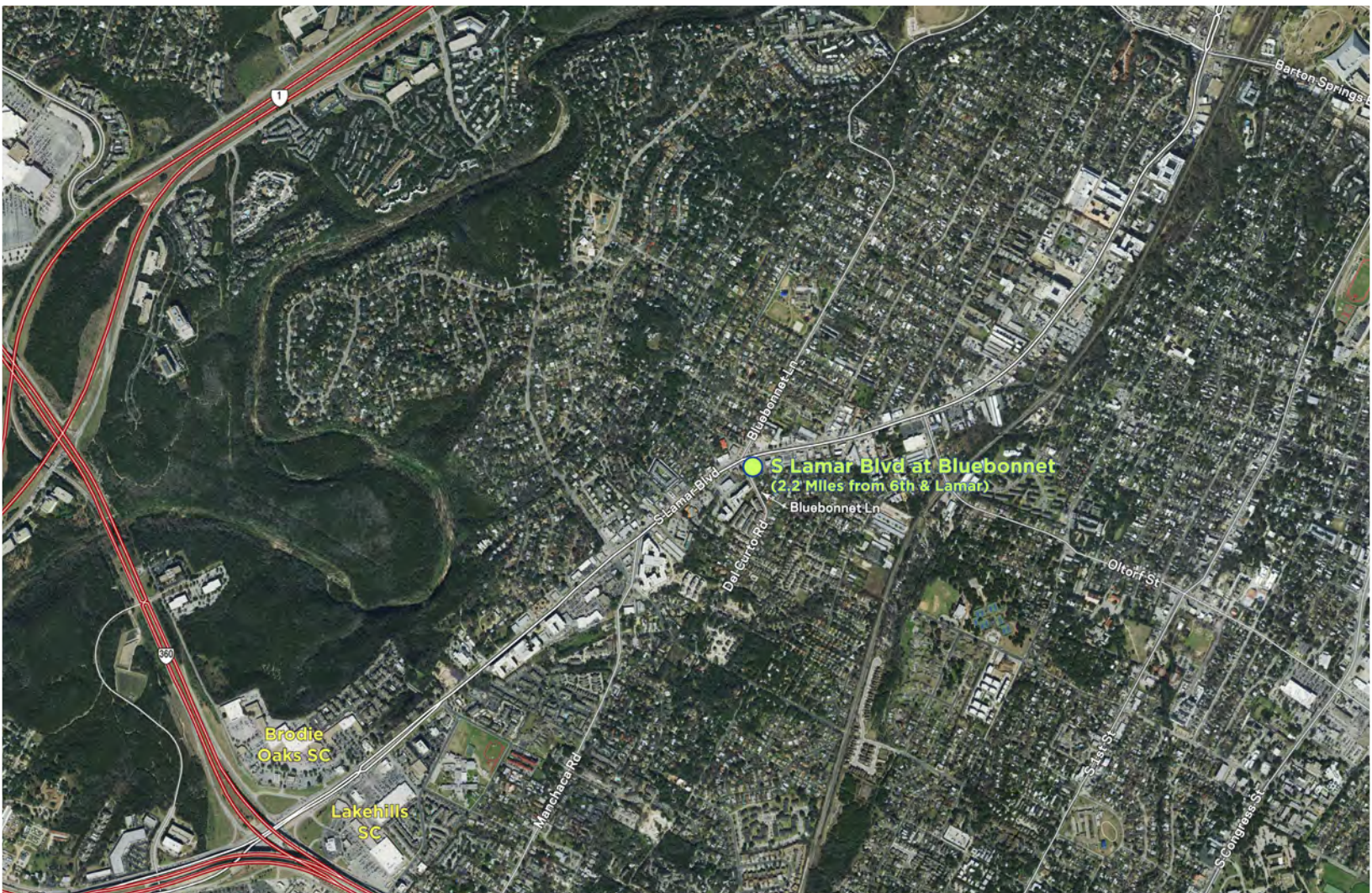
- Student Housing
215,907 RSF
233/515 Multifamily Units
- Retail
32,000 RSF
- 6.5 Acres

Status

- Sold 2019



Bluebonnet at Lamar



Project Details

In September 2018, Endeavor acquired a 1.86 acre tract of land located at the intersection of South Lamar & Bluebonnet in Austin, Texas. The site is planned for 200+ Multifamily units with ground floor retail in the growing submarket of South Lamar. The property sits approximately 2.2 miles south of downtown Austin, 1.5 miles from HWY 290 and is close to popular South Lamar attractions such as Barton Creek Greenbelt, Zilker Park, Lamar Union Retail, including Alamo Drafthouse, and Brodie Oaks Shopping Center. Endeavor is currently seeking zoning approval and anticipates starting construction within the next year.

Location

- Austin, Texas

Project Size

- 201 Multifamily Units (approx.)
- 25,000 SF Retail

Status

- In Design/Planning



Gulch Union Phase II



Project Details

Endeavor is in predevelopment of a 28-story residential tower at the NW corner of 12th Avenue and Demonbreun street in the heart of the Gulch. This will be Phase II of Gulch Union, a transformative three-phase mixed-use development in the booming urban core neighborhood of Nashville known as The Gulch. Phase I is 1222 Demonbreun, a striking 20-story, 324,254 SF Class-AA office building, including 5,836 SF of retail, that will cater to the modern workforce with high-end amenities and walkable city conveniences. 1222 Demonbreun finished construction in Q3 2020. Phase III will be a future hotel and/or residential tower at 12th Avenue and McGavock.

Located between 12th & 13th Avenues and McGavock & Demonbreun Streets, Gulch Union will be the gateway into The Gulch, uniting South Gulch with Broadway and Music Row.

Location

- Nashville, TN

Product

- 28 story residential tower with 330+ units

Status

- In Design/Planning



Multifamily



Trinity at Left Bank



Project Details

Endeavor has completed construction of Trinity at Left Bank, a 337-unit Class A wrap conventional multifamily project in Fort Worth, Texas, located within the mixed-use Left Bank development. At a later date, Endeavor will begin plans on a second phase, which is anticipated to be another multifamily project of approximately 300 units.

Location

- Fort Worth, Texas

Product

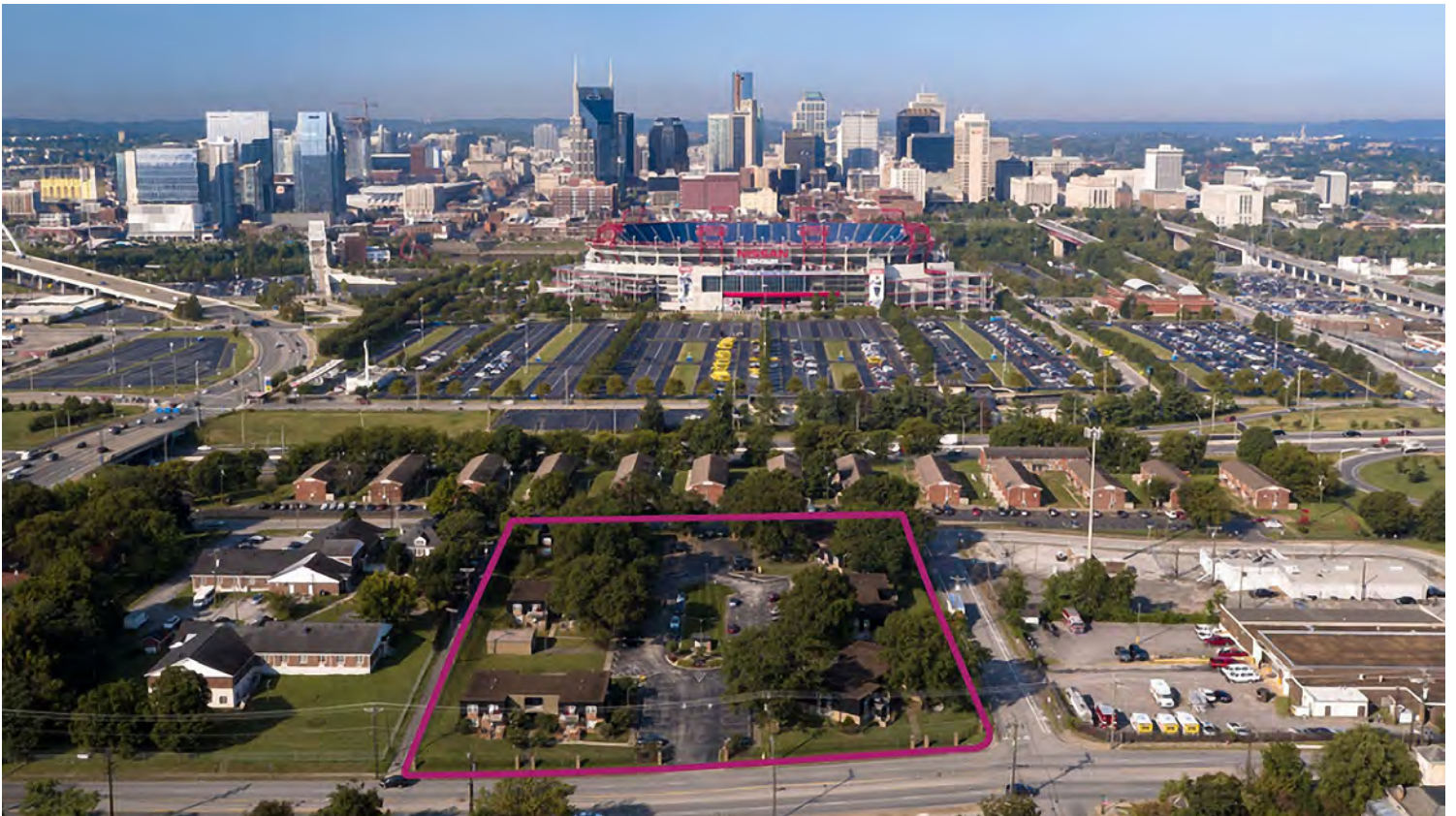
- 337 Multifamily Units

Status

- Completed 2019



East Nashville Flats



Project Details

In April 2018, Endeavor acquired a 3.3 acre 48 unit urban multifamily property in the growing submarket of East Nashville. Maintaining near 100% occupancy levels, the property is a stabilized multifamily asset with favorable zoning that allows for flexibility upon redevelopment. Endeavor anticipates redeveloping the site into a Class A multifamily and/or creative office project within 3-5 years. The property is less than a mile from downtown and overlooks Nissan Stadium, where Nashville's NFL team, the Tennessee Titans, play their home games. Over the last few years there has been significant revitalization and redevelopment along the east bank of the Cumberland River including Top Golf, WeWork (901 Woodland), East Side Heights, Stacks on Main, planned River North redevelopment, and The Cleo, making this neighborhood a more attractive place to live. The site is also located within a Qualified Opportunity Zone district, providing tax advantageous investment incentives.

Location

- Nashville, Tennessee

Product

- Existing:
 - 48-unit Class B apartment complex
 - 3.3 Acres
- Planned:
 - High-density Class A Multifamily and/or Creative Office

Status

- In Design/Planning



Citizen House Decker



Project Details

Citizen House Decker will be Endeavor's first multifamily development targeting Austin's "workforce" households. These households are defined by the Urban Land Institute as "households earning between 60 and 120 percent of Area Median Income." As class A product has become increasingly expensive in Austin, workforce renters are opting for older class B/C properties or to relocate to peripheral suburban locations where the cost of living is lower. The gap between luxury apartments and low-income affordable housing has widened, and Endeavor believes it can deliver a quality yet affordable product without rent restrictions in Decker Crossing to bridge the housing gap for workforce households.

Location

- Austin, Texas

Product

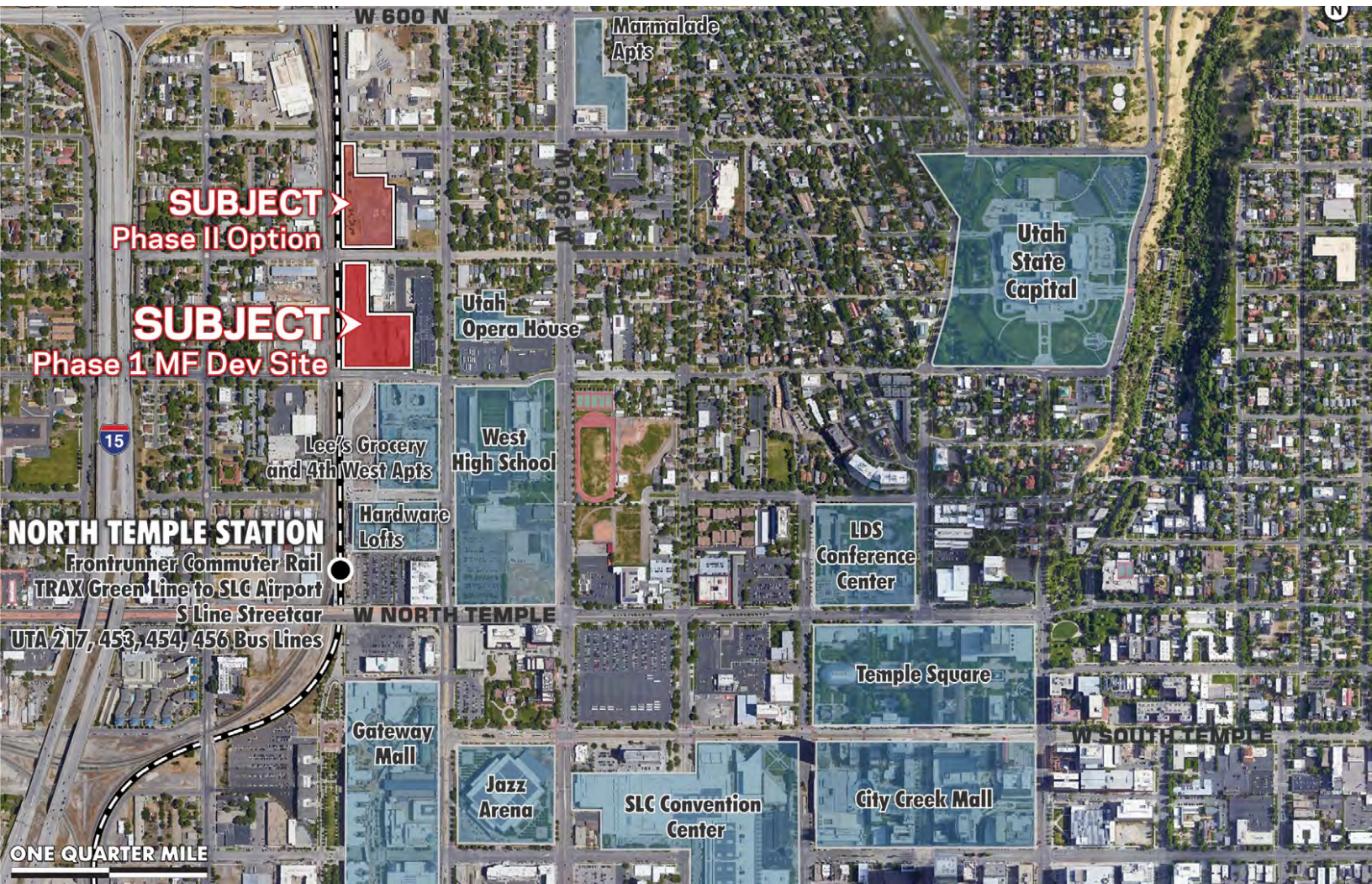
- 324 Multifamily Units

Status

- Construction Start Mid 2020



Salt Lake City - “Ice House”



Project Details

Ice House will be a class A multifamily development in downtown Salt Lake City, adjacent to the North Temple Station, which includes Commuter Rail, Light Rail and Bus Rapid Transit. It will be located within blocks of City Creek Mall, Temple Square, and the Utah Jazz Arena. Construction is expected to begin Q1 2021.

Location

- Salt Lake City, Utah

Product

- 378 Multifamily Units

Status

- In Design/Planning



PRINCIPAL

Began Real Estate
Career in 2005

EDUCATION AND CREDENTIALS

Southern Methodist University,
Cox School of Business,
Dallas, Bachelor of Business
Administration, Real Estate
Finance, 2006

Southern Methodist University,
Dedman College, Dallas, Bachelor
of Arts, Spanish, 2006

PROFESSIONAL AND COMMUNITY INVOLVEMENT

Real Estate Council of Austin –
Member of Executive Committee
and Board of Directors; Finance
Chair

Real Estate Finance and
Investment Center at McCombs
School of Business – Associate
Council

Austin Achieve Public Schools
– Vice Chairman of Board of
Directors; Facilities Chair

Urban Land Institute – Multifamily
Silver Product Council

National Multi Housing Council –
Member

Austin Ridge Bible Church –
Member

G. Nelson Crowe III

Endeavor Principal Nelson Crowe is responsible for leading the company's multifamily acquisition and development activities, including site selection, entitlements, design, consultant coordination, construction, project capitalization and asset management.

Relevant Experience

Currently, Nelson is working on the development of multifamily and mixed-use projects in Austin, Nashville, Dallas Fort Worth, Salt Lake City and Denver totaling 6,250 units and nearly \$1.3 billion in total capitalization.

Prior to joining Endeavor in 2016, Nelson spent eight years at Forestar Group, where he served as Vice President of Multifamily. In 2010, he was a founding member of the organization's multifamily group, which developed and/or

managed more than 4,000 units in Nashville, Austin, Dallas, Denver, Charlotte and Houston, with a total capitalization of \$600 million.

Nelson previously worked for Crow Holdings, a private equity firm that focuses on direct real estate investment through equity funds for the Trammell Crow family and its capital partners. While there, he worked on the capital placement of an \$850 million equity fund.



PRINCIPAL

Began Real Estate
Career in 2005

EDUCATION AND CREDENTIALS

University of Houston - Clear Lake,
Texas, BS Finance

PROFESSIONAL AND COMMUNITY INVOLVEMENT

Urban Land Institute - Member

National Multi Housing Council -
Member

Luke Phillippi

Endeavor Principal Luke Phillippi is responsible for leading the company's multifamily acquisition and development activities, including site selection, entitlements, design, consultant coordination, construction, project capitalization and asset management.

Relevant Experience

Prior to joining Endeavor, Luke spent nine years at Alliance Residential, where he served as a Development Director and Partner. In 2010, he joined the fully integrated multifamily organization, where he developed more than 13,000 units in Houston, Austin, San Antonio, and the Mid-Atlantic, with a total capitalization of \$2.2 billion.

Luke previously worked five years for Fairfield Residential, another fully integrated multifamily firm focused on development, acquisitions, construction and property management. While there, he worked as a regional manager focused on the operations of a 4,200 bed portfolio of student housing assets across the country.



**HEAD OF MULTIFAMILY
CONSTRUCTION**

Greg Schmittou

Greg joined Endeavor in May 2016 as Vice President of Multifamily Construction.

Relevant Experience

Greg has worked in the field of construction for over 30 years. He began his construction career in single-family and later transitioned to multifamily development. Shortly following this transition, Greg began building both corporate and personal investments. The opportunity to work with leaders in the multifamily industry for over twenty-five years has provided a solid foundation of experience which has allowed him to be involved in award winning projects across the country. Born and raised in Texas, Greg

has traveled to the east coast and back leading construction teams in both podium and garden style projects totaling over 10,000 multifamily units.

Experience building high density inner city and suburban garden style multifamily projects throughout his career has enabled him to work with city planners, other developers and officials in high profile settings. Greg has a proven track record in which he brings to Endeavor.



DEVELOPMENT ASSOCIATE

Collin Aufhammer

As an Endeavor Development Associate, Collin's responsibilities include acquisition, development and asset management for multifamily and mixed-use assets. Currently, he helps oversee and execute pre-development activities for all pursuit and pipeline projects including initial feasibility, planning and design, due diligence and financial evaluation.

Relevant Experience

Prior to joining Endeavor in 2019, Collin led all national underwriting processes, coordinated pre-development efforts, and managed lease-up and asset disposition activities at DFW-based DHI Communities, the multifamily development subsidiary of homebuilder D.R. Horton.

Collin began his real estate career as a financial analyst at StreetLights Residential where he spent four years helping manage development

projects through their entire life cycle. He underwrote mixed-use multifamily development projects totaling 2,200 units and over \$700M in total capitalization located in Dallas, Austin, San Diego and Irvine. He also coordinated lease-up and asset disposition efforts on three projects, including The Taylor (Dallas), The Catherine (Austin), and The Kenzie (Austin), totaling over 900 units and \$325M in gross sales proceeds.

EDUCATION AND CREDENTIALS

Southern Methodist University,
Dallas, Bachelor of Business
Administration, Accounting, 2011

PROFESSIONAL AND COMMUNITY INVOLVEMENT

The Real Estate Council (Dallas) –
Young Gun

Ambassadors Club – Member

All Saints Presbyterian Church –
Transferring Member



DESIGN DIRECTOR

EDUCATION AND CREDENTIALS

Colorado Christian University, Lakewood, CO, Bachelor of Arts in Communication, 2013

Brittany Draper

Brittany Draper is responsible for leading the multifamily team's efforts across interior design, branding and marketing, signage, and more. Currently, Brittany is working on the development of multifamily and mixed-use projects in Austin, Denver and Salt Lake City.

Relevant Experience

Brittany's prior experience in both commercial and resident real estate marketing has given her an eye for beautiful, well-branded developments.

Prior to joining Endeavor in 2019, Brittany worked as the Senior Client Success Manager at Threshold Agency, a full-service marketing and branding agency specializing in real estate.

During her time at Threshold, she handled all new developments, branding projects and websites.

Brittany previously worked in the commercial real estate world at Lincoln Property Company Commercial (LPC). There, she was the Marketing Manager for commercial developments and led all efforts to brand and market LPC's office, retail and industrial spaces.



MULTIFAMILY ANALYST

EDUCATION AND CREDENTIALS

University of Texas, Austin, Texas, Bachelor of Business Administration, Finance, 2015

PROFESSIONAL AND COMMUNITY INVOLVEMENT

Real Estate Council of Austin - Member

Texas Cowboys Alumni Association - Member

Matt Johnson

Matt Johnson is a Multifamily Analyst on Endeavor's development and acquisitions team. Working exclusively with multifamily, his responsibilities include financial modeling, market research, due diligence, raising debt and equity, and investor relations.

Relevant Experience

Prior to joining Endeavor in 2020, Matt worked with Student Mobilization (StuMo) where his responsibilities centered on faith and leadership development, fundraising, and community partnership expansion. He also interned with JLL Capital Markets and Stream Realty Partners

where he gained experience in multifamily investment advisory, debt placement, and leasing. Matt graduated with a degree in Finance from the McCombs School of Business at The University of Texas in 2015.



Quality. Community. Integrity.
It's our Endeavor.