

CORPORATE PROFILE









## **ABOUT ZOM**

ZOM was founded in 1977 by Joost P. Zyderveld, a Dutch oil company executive who targeted Florida for real estate investment opportunities. ZOM's investment activities were initially broad in scope. The company invested in land and developed single-family residential, as well as commercial, office, and retail projects.

Throughout the '90s, ZOM focused on multifamily development in the state of Florida and branched out to other major metros including Orlando, Tampa, St. Petersburg, Naples, Miami, and Fort Lauderdale. In 2000, ZOM expanded its geographical focus outside of Florida and rebranded as ZOM Living, with regional development offices now in Texas, Phoenix, Washington D.C., Nashville and the Carolinas.

ZOM Living has grown into one of the most highly regarded luxury apartment development companies in the United States. ZOM has joint ventured or developed nearly 24,500 apartment units, and has garnered nearly 200 industry awards, including the prestigious National Multifamily Development Firm of the Year award (NAHB).





#### **OUR HERITAGE**

#### - THE YEARS TEACH US MUCH WHICH THE DAYS NEVER KNEW -

ZOM's roots in the Netherlands run long and deep. Our founder, Joost Zyderveld, built a successful energy business in Rotterdam in the 1960s, funded by local Dutch investors. He then turned to real estate, and moved to Central Florida in 1977, carrying over the ZOM name, and investing in local projects with his loyal Dutch partners. Zyderveld sold the company in 1997 to Hans van Veggel, another successful Dutchman, and ZOM's apartment production and industry reputation grew quickly. ZOM's investor base transitioned from private Dutch capital to U.S. institutional investors, solidifying a foundation for future growth.

ZOM's success through the years is largely owed to the trust placed in us by our shareholders and capital partners. This trust was built project by project over decades, with our first priority being to preserve the capital entrusted to us, and ultimately to deliver above average risk-adjusted returns to our owners and partners. The lessons of our day-to-day experience have accumulated over the years, bringing us a good measure of both wisdom and perspective. This has enabled further expansion of our capital relationships to include the leading investment firms and banks in the industry.

As we enter ZOM's fifth decade in real estate, we are optimistic about the future. We have re-branded the company to ZOM Living, as our projects are more about experience and emotion than bricks and mortar. Demographic trends continue to deliver a steady flow of new renters into the housing market, primarily millennials and aging baby boomers, who find rental housing more attractive than homeownership. Recent changes in U.S. tax law will further encourage renting instead of owning.

We have also moved confidently into senior housing, as the leading edge of the baby boomers are now in their 70s. These aging seniors are also attracted to urban living, and are looking for higher levels of service and lifestyle amenities, which is what ZOM Senior Living is all about.

We are proud of our Dutch roots and grateful to our shareholders, employees, and capital partners, each of whom has played an important role in ZOM's success. We strive to reach higher, and to enhance ZOM's tradition of delivering well-conceived, design-driven living spaces that stir the emotions of our residents.







## BETTER LIVING BY DESIGN

"We shape our buildings; thereafter they shape us." Winston Churchill

We continually strive to enhance the ZOM Living experience. Innovative project design is at the core of this process, from the exterior elevations and building elements to the amenity spaces and private living areas. We constantly stretch our developers, architects, interior designers, and consultants during the design process, while giving them creative freedom to surprise and inspire. As a team, they shape our building spaces with colors, textures, furnishings, and art. Art in all forms is a key ingredient that completes the design equation and stirs the emotions of our residents. Working together, we can elevate the living experiences of our residents and add long-term value to our projects and our partners.

The benefits are enormous. Surveys by ZRS, our management affiliate, indicate that upon arrival at our projects, two-thirds of our future residents have already decided to live there, even before engaging with the leasing team to tour the property. This Living.

emotional connection translates into higher rents. Our project rents and resident retention levels exceed those of our competitors. Higher rents translate into higher project values, and this has led to a number of record-setting sales. Our projects consistently garner industry recognition as well, with nearly 200 awards accumulated through the years, including many national Project of the Year

In the end, our projects make a lasting contribution to the cultural fabric of the neighborhoods where our residents live and work. We invite you to visit the Gallery section of our website to see examples of the inspired art that add a unique and powerful dimension to the ZOM Living experience.

Our work is not finished. We long for fresh ideas and new ways of thinking about our world and our craft in order to deliver the next generation of ZOM





# RECENT PROJECTS













## LAS OLAS WALK

#### LIVE-PLAY-WORK LIFESTYLE IN THE HEART OF FORT LAUDERDALE

Las Olas Walk is on a 3.16 acre site located on Federal Highway, one block north of Las Olas Boulevard. The site is home to two 8-story Mid-Rise buildings connected over the street by two air-conditioned walkways. The 456 units cater to the affluent downtown demographic and allow residents to enjoy the live-work-play lifestyle. Residents are steps from 5.8 million square feet of office space and only one block away from the world-famous Las Olas Boulevard. New restaurants and shops continuously open along the boulevard and serve as a consistent entertainment destination for the region. Las Olas Walk features 14,000 square feet of amenities on the ground floor. Adjacent to the amenities is the waterfront courtyard and resident pavilion with outdoor lounge. First units delivered Q3 2020.



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#### ACTIVE LIVING ON MIAMI'S LUDLAM TRAIL

Miline Ludlam Trail is a 338-unit, 6-story Mid-Rise, located on the intersection of Bird Road and the soon-to-be-redeveloped Ludlam Trail. The Ludlam Trail, long used as a freight railway, will be converted into a beautiful linear park that spans 6 miles, running right through our new neighborhood, creating a one-of-a-kind amenity for our residents. The project's exterior amenities include a half-mile long biking/walking trail, dog park, pool deck with cabanas and BBQ area, a Zen garden, and several thousand square feet of outdoor plaza area with gaming and shaded seating. The plaza area will be adjacent to a craft beer brewery, as well as chef-inspired food and beverage containers that will serve as the communal landmark for patrons of the Trail.

Residents of MiLine also enjoy interior amenities, including a techadvanced fitness center, a VIP lounge, private work and conference rooms, and a social gaming area that opens onto the lushly landscaped pool deck. Well-appointed units feature quartz countertops, exposed concrete ceilings, upgraded lighting, walk-in closets, mud rooms, and private patios and balconies. First units were delivered in Q2 2022.













## **ATELIER**

#### LAVISH LIVING IN THE DALLAS ARTS DISTRICT

Located in the heart of the Dallas Arts District, adjacent to Uptown and Klyde Warren Park, Atelier is a mixed-use community comprised of 53 loft units and 364 luxury residential tower units with unmatched panoramic views of both Uptown and Downtown. Atelier is one of the tallest rental towers in the Dallas area at 41 stories. Residents enjoy over 26,000 square feet of amenity space and 15,000 square feet of onsite retail. In addition, there are 157 hourly fee public parking spaces in the underground structure and 553 resident spaces in a 10-story parking garage. One-, two-, and three-bedroom units range from 697 to 2,273 square feet, and the 11th floor amenity deck features a spacious open lounge area, membership-quality fitness center and lushly landscaped deck surrounding the resort-style pool. First units delivered Q4 2020.















#### MAIZON DURHAM

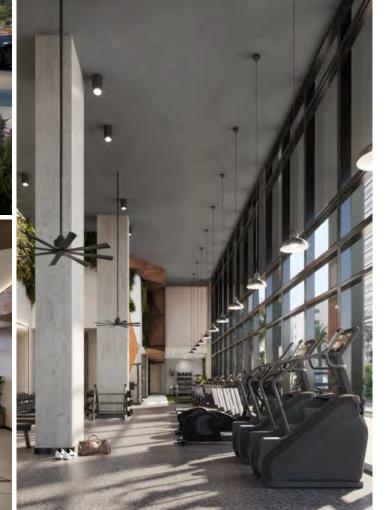
#### URBAN LIVING IN THE HEART OF DURHAM

Maizon Durham is a six-story midrise community in downtown Durham, North Carolina. The property will consist of 248 rental apartments in a variety of one-, two-, and three-bedroom configurations – all featuring premium finishes and designed for urban living. The project will also feature over 12,000 of retail featuring BullCityBurger and Brewery.

Maizon Durham is also within walking distance to a variety of entertainment options, including the Durham Bulls Stadium, the American Tobacco Office and Entertainment Complex and the Durham Performing Arts Center. Nearby dining options include some of the best restaurants in the city, several of which have received national accolades from publications such as The New York Times, Southern Living Magazine and Bon Appétit. In addition, the site is proximate to Duke University, NC Central University, and The Research Triangle Park.









#### MAIZON BILTMORE

#### HIGH-STYLE LIVING IN THE UPSCALE BILTMORE NEIGHBORHOOD

Maizon Biltmore is a 5-story, 341-unit midrise community coming to the upscale Biltmore neighborhood of Phoenix, Arizona. The project will feature a range of studio to two-bedroom units appointed with luxury finishes, a resort-style pool, a modern fitness and wellness center, coworking spaces and other luxurious amenities.

The community offers easy accessibility to The Esplanade, a mixed-use development with nearly one million square feet of office space, Biltmore Fashion Park, a 611,000-square-foot lifestyle center, and the Town and Country Shops, home to Whole Foods Market and Trader Joe's. In addition to the employment and shopping conveniences, the Biltmore neighborhood is also home to the Frank Lloyd Wright-designed Arizona Biltmore, a luxury Waldorf Astoria resort with a renowned spa and golf course.















## HAZEL SCOTTSDALE

#### MODERN UPSCALE LIVING IN SCOTTSDALE'S POPULAR OLD TOWN DISTRICT

Hazel Scottsdale is a 362-unit luxury midrise community in Scottsdale's lively Old Town waterfront district. Slated to become a defining landmark in the city's famous downtown area, the highly anticipated 8-story project will feature thoughtfully designed floorplans with highend finishes and sweeping views of Camelback Mountain.

Additional amenities include an elevated resort-style pool area, a membership-grade fitness center, and numerous co-working spaces and conference rooms. In addition to its multiple outdoor courtyards, on-site coffee shop and ground-floor retail space, Hazel Scottsdale places residents within a short walk to the area's vibrant nightlife, restaurants and boutiques that draw visitors from around the country.













## AZURE SCOTTSDALE

#### VIBRANT WATERFRONT LIVING IN OLD TOWN SCOTTSDALE

Azure Scottsdale is a 170-unit luxury highrise community that will become a central component of Scottsdale's desirable Waterfront District. Located just one block from the two-million-square-foot Scottsdale Fashion Square Mall, the project offers premier walkability to dozens of dining and nightlife venues in Scottsdale's lively Old Town district. In addition to its proximity to one of the nation's largest shopping destinations, Azure Scottsdale is close to numerous corporate employment hubs, including those of GoDaddy, Massage Envy, Discount Tire, and HonorHealth.

The 12-story project will feature generously-sized floorplans with contemporary finishes and uninterrupted views of Camelback Mountain from its scenic rooftop pool area. Resort-style amenities include a spa-inspired wellness studio and fitness center as well as direct access to the pedestrian and bike-friendly Arizona Canal Trail.















## MAIZON BETHESDA

#### LUXURY URBAN LIVING IN THE MOST WALKABLE LOCATION OF BETHESDA

Located in the affluent, amenity-rich community of Bethesda and only two blocks from the Metro Station, Maizon Bethesda is a 229-unit Class A luxury urban Mid-Rise community. The site boasts an impressive 99 Walk Score with pedestrian access to a variety of dining, entertainment, and retail venues, as well as 14 million square feet of Class A office space. Maizon Bethesda features a mix of studio; one-, two-, and three-bedroom; and terrace floorplans. Units offer sophisticated chef-inspired kitchens featuring movable islands, quartz countertops, Italian-style cabinetry, floor-to-ceiling windows with roller shades, wide plank flooring, private balconies or terraces in many units, and a keyless entry system. Terrace floorplans feature European appliances and an upgraded finish package. Unit sizes range from 500 to 1,800 square feet. First units delivered Q3 2021.



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SOUTHPARK

UPSCALE LIVING IN CHARLOTTE'S AFFLUENT SOUTHPARK DISTRICT

Hazel SouthPark is a 6-story, 203-unit Class AA luxury rental Mid-Rise located in a superior walkable location at the center of the SouthPark submarket of Charlotte. The project is comprised of larger than average units in a distinctive Mid-Rise structure, with attached, secured structured parking. The ground floor hosts 14,000 square feet of retail space and 9,400 square feet of leasing and amenity space. A luxurious pool and a resident clubhouse are located on the 5th floor. Hazel SouthPark offers residents a variety of spacious, functional floor plans ranging from 664 square feet to 2,009 square feet. First units delivered Q4 2020.











#### **BEZEL AT MWC**

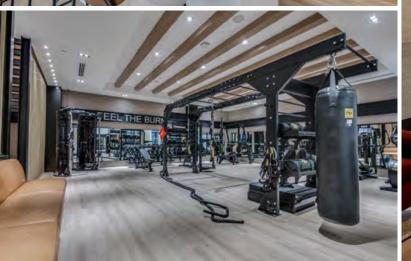
#### HIGH-ENERGY MIAMI HIGH-RISE OVERLOOKING BISCAYNE BAY

Bezel at Miami Worldcenter is a 43-story, 434-unit, Class A luxury rental High-Rise in a commanding, high-visibility location in the heart of Miami's new world-class mixed-use project. Situated among one of the most exciting urban developments in the United States, Miami Worldcenter will offer over 400,000 square feet of best-in-class "highstreet" retail, destination dining and entertainment venues, including the 7th Street Promenade, outdoor cafes, bars, restaurants and boutique retail shops. Bezel is only steps from Miami's most important cultural and entertainment venues, including the Perez Art Museum, the Frost Museum of Science, and FTX Arena. Residents are a short drive away from world-class shopping such as the Miami Design District which is home to more than 170 brands, including flagships stores for Louis Vuitton, Cartier, Chanel, Balenciaga, Fendi, and more. Also west of the site is the new Miami Central downtown terminal, housing 163,000 square feet of retail as well as a convergence of the Metrorail, Metromover, Tri-Rail, and Brightline train station. Bezel features 13th- and 14th-floor amenity levels which include an open lounge area adjacent to a progressive restaurant, landscaped deck surrounding the resort-style pool, and a wellness center complete with treatment rooms, fitness club, and classroom. First units delivered Q4















## HAZEL BY THE GALLERIA

#### HIGH-STYLE LIVING IN THE HEART OF THE DALLAS GALLERIA DISTRICT

Hazel by the Galleria is a 398-unit, five-story upscale rental project located immediately adjacent to the Galleria in North Dallas. The immediate area features more than 1.4 million square feet of retail, a 432-room Westin Hotel, and three integrated office buildings. Hazel is also conveniently situated at the intersection of I-635 and Dallas North Tollway, offering convenient accessibility, excellent visibility, and proximity to local employers, as well as Dallas Midtown and multiple other retail and lifestyle developments.

Hazel by the Galleria will feature best-in-class resident amenity space, including a resort-style pool deck, fitness and wellness center, pet spa, and co-working area.











## AZOLA AVERY CENTER

#### LUXURY LIVING IN A GROWING SUBMARKET

Azola Avery Centre is a 359-unit luxury garden-style community to be developed on 13.5 acres within the Round Rock submarket of Austin, Texas. The site is located within the 1,200-acre Avery Centre master-planned community, which is currently home to Texas State University Round Rock, Austin Community College, Texas A&M University Health Science Center, and a number of medical facilities. The community will not only benefit from the growing employment nodes within Avery Centre, but it is also only fifteen minutes north of the employment hub at the Domain, and thirty minutes north of downtown Austin.















LUXURY LIVING NEAR PREMIER HEALTHCARE AND LIFESTYLE AMENTITIES

Azola Desert Ridge is a garden-style community to be developed on 12 acres of land in Phoenix, Arizona.

Located near the Mayo Clinic healthcare and educational facilities and within the expanding Loop 101 corridor, Azola Desert Ridge features 416 apartments in five, 4-story elevator-serviced buildings.

The community's one- to three-bedroom units have been thoughtfully designed and appointed with market-leading finishes. Onsite amenities will include a resort-inspired pool/deck, premium fitness center, pet grooming salon, makerspace and a self-service market.

Just minutes away, residents will find numerous dining and entertainment options, including the 1.2-million-square-foot Desert Ridge Marketplace lifestyle center, the 500,000-square-foot High Street Office and retal center, and the under-construction City North mixed-use project, which will include office, retail, hotel, and residential spaces.











## HAZEL AND AZURE NATIONAL LANDING

#### SMART AND STYLISH LIVING IN NORTHERN VIRGINIA'S TECH CORRIDOR

Hazel National Landing is a unique pair of upscale high-rise towers in Arlington, Virginia, which will be joined by a thoughtfully landscaped open-air plaza. The 15-story, Hazel hosts 302 residences, and the 11-story Azure contains 189 slightly larger units featuring elevated finishes. Unit offerings include studio, one-, two-, and three-bedroom floor plans, as well as townhome-style living - all boasting chefinspired kitchens, floor-to-ceiling windows with roller shades, wide plank flooring, and private balconies or terraces. Select units offer expansive views of the DC skyline.

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Azure will host in its lobby a signature Verza brand cafe with breakfast and coffee in the morning followed by craft cocktails in the evening.













## AZALEA EAST TAMPA

#### MARKET LEADING LUXURY IN BRANDON SUBURB

Azalea East Tampa is a 289-unit luxury apartment community under construction on 13 acres within the Brandon submarket of Tampa. With excellent access to the Selmon Expressway and Interstate 75, residents will have quick access to major employment hubs in the Tampa metro area. The project offers a variety of spacious one-, two-, and three-bedroom apartments featuring contemporary finishes and unique design ideas. Project amenities include a resort-style pool and a large clubhouse complete with a game room, cyber lounge, membershipgrade fitness center, and dog salon. The property will also feature an after-hours co-working hub.













## **SEAZEN**

#### LUXURY WATERFRONT LIVING ON TAMPA BAY

Seazen is a 323-unit, three- and six-story Mid-Rise, Class AA luxury waterfront apartment community in Tampa, Florida. Located in the island community of Rocky Point, the 4.7 acre site boasts over 750 linear feet of direct waterfront on the pristine Tampa Bay. Seazen is comprised of spacious and well-appointed one-, two-, and three-bedroom units in floor plans ranging from 647 to 1,669 square feet. Seazen's amenity package features a 12,000 square foot clubhouse, membership-grade fitness center with dedicated yoga/spinning classroom plus on-demand virtual fitness trainer, two resort-style pools, four waterfront courtyards, pet salon, bark park, aqua lounge, a waterfront amenity center featuring paddleboards and kayaks, and on-site boat slips.











## AZOLA SOUTH TAMPA

#### LUSH LIVING IN SOUGHT-AFTER SOUTH TAMPA

Azola South Tampa is an upscale, garden-style apartment and townhome community in the highly desirable South Tampa/West Shore neighborhood. The project is a short drive to the downtown Tampa and West Shore business centers and just five minutes from MacDill Air Force Base.

Azola's 214 one- to three-bedroom apartments and six two-story townhomes are located on a 9-acre site with eight grand Oak trees and a flowing canal. Onsite amenities include a lush pool area with adjacent resident pavilion, and a clubhouse complete with a game room, cyber lounge, fitness center, and dog salon.













#### **BALDWIN HARBOR**

#### UNPARALLELED LOCATION IN ORLANDO'S PREMIER NEIGHBORHOOD

Baldwin Harbor is the crown jewel of Baldwin Park. Developed on the only remaining waterfront parcel in Baldwin Park's Village Center, Baldwin Harbor is just steps from an exceptional array of shopping and dining venues in one of the most desirable neighborhoods in Orlando. Housed in architecturally distinctive 4-story buildings with integrated and secure parking, Baldwin Harbor boasts an elaborate suite of amenities, including two private, resort-style, saltwater pools with expansive views of Lake Baldwin, a membership-quality fitness center, and lushly landscaped terraces and open space for the exclusive use of Baldwin Harbor residents. The project was completed in Q1 2017 and has received 8 industry awards, most notably the prestigious NAHB Multifamily Pillars of the Industry national award for Best Low-Rise Development, and the NAHB Best of American Living, as well as platinum honors for Land Planning and Pool Design in Florida's 2016 BEST Awards.











## **MEZZO DALLAS**

#### MARKET LEADING LUXURY IN EXPANDING NORTH DALLAS

Located within the heart of the rapidly growing U.S. 380 corridor north of Dallas, Mezzo is proximate to several major employment nodes, which collectively house over 23 million square feet of Class A office space, including Legacy Business Park and the North Frisco Platinum Corridor. Mezzo includes thirteen three-story buildings, with both surface parking and private tuckunder garages. The community features market leading amenities with coworking office space, a demonstration kitchen, game room, membership quality fitness center, yoga studio, and dog salon. Unit finishes include stylish quartz countertops and island kitchens, vinyl wood flooring, stainless steel appliances, illuminated mirrors at vanities, and more. First units delivered Q1 2022.













## **KINSTEAD**

#### SUBURBAN STYLE IN NORTH DALLAS

Located in the heart of the rapidly expanding Highway 121 Corridor of Dallas, this distinctive 376-unit, 3-story, garden-style property offers both surface parking and attached private garages. Kinstead benefits from a top-rated school district and is proximate to multiple corporate office relocations, which have spurred the nation's strongest high-wage job growth. Kinstead is also convenient to numerous retail and entertainment venues and the highest concentration of suburban corporate employers in Texas. Kinstead offers a new level of quality, unit features and amenities to this highly desirable McKinney market in north Dallas. First units delivered Q3 2019.











#### **UNION WEST**

#### HIGH-STYLE LIVING IN CHICAGO'S WEST LOOP

Union West is a 357-unit, 15-story, Class A luxury rental High-Rise located in the affluent and emerging West Loop area of Downtown Chicago. Located one block from the high-energy Randolph Street corridor, Union West provides unparalleled access to highly valued neighborhood amenities, including the most popular restaurants, hip social clubs, art galleries, top-tier grocery shopping, and convenient transit access. The West Loop neighborhood has recently attracted several blue chip employers, including Google, advertising giant WPP Group, and Mondelez International (maker of Oreo cookies, Triscuit crackers, and Trident gum), along with McDonald's new global headquarters just one block away. Union West includes over 12,500 square feet of ground level retail and 15,000 square feet of best-in-class resident amenity space, including an indoor/outdoor aqua lounge, pool deck with fire pits and grilling stations, penthouse-level fitness club, and resident flex office space. First units delivered in Q4 2019.







## SOLITAIR BRICKELL

#### LUXURY LIVING REDEFINED IN THE BRICKELL SKYLINE

ZOM broke ground on a 438-unit, 50-story luxury High-Rise in the heart of the booming Miami Brickell Corridor in 2015. The site is on the block between Swire's new \$1.05B City Centre project and Mary Brickell Village, an established retail landmark. The iconic tower is directly across the street from a primary pedestrian entrance into Brickell CityCentre through which our residents enjoy over 500,000 square feet of dining and high-fashion retail venues, plus an extraordinary covered walkway to Miami Metromover service. Residents enjoy the most expansive and cutting-edge amenity-rich package in the Brickell market, in Solitair's design-driven, high-finish spaces. The project was completed in Q1 2018.







#### **BANNER HILL**

#### A NEW LEVEL OF LIVING IN THE HEART OF BALTIMORE'S INNER HARBOR

Banner Hill, a 349-unit, 6-story Mid-Rise, is situated between Baltimore's historic Federal Hill neighborhood and scenic Inner Harbor, surrounded by an exciting array of retail, restaurants, museums, and sporting/entertainment venues. The neighboring Harbor East is home to high-end retailers, eateries, and a Whole Foods grocery, with the famed Camden Yards and M&T Bank Stadium also nearby. The Banner Hill community has easy access to both I-95 and MARC Rail, providing convenient commuter access to Washington, D.C. Amenities include ample below-grade parking, a first floor e-lounge with Wi-Fi, computer stations and café seating, fitness club-quality exercise center, sports simulator, a resort-style infinity pool, bocce court, and lush landscaped courtyards. Interior features include island kitchens, hard-surface countertops throughout, custom walk-in showers, walk-in closets, and private balconies. Banner Hill was completed in Q1 2018.











#### **DELRAY PRESERVE**

## LUXURY LIVING NEAR ONE OF PALM BEACH COUNTY'S MOST COVETED ENTERTAINMENT DISTRICTS

This garden-style development has two- and three-story buildings spread across 8.5 acres, featuring breezeway and direct access one- and two- car attached garages on select units. A large community center contains a leasing office and on-site amenities include a club room, cyber café, and fitness center. The clubhouse overlooks the tranquil and lushly landscaped grounds which features a resort-style pool with beach entry and private cabanas. Residents further enjoy a children's oversized tot lot, bark park, and bocce ball court. The project was completed in Q1 2017.











## MUZE

#### FINAL CRESCENDO IN THE MET MIAMI NEIGHBORHOOD

Muze is the final chapter of the Metropolitan Miami development which already includes 800,000 square feet of office, JW Marriott Marquis Hotel, Whole Foods Market, 1,200-space public parking garage, and over 30,000 square feet of restaurants and retail. Muze is in a well-established neighborhood with an array of retail, public parks, fine dining, and convenient public transportation. The site has a Walk Score and Transit Score of 95 and 100, respectively. The distinctive 43-story High-Rise structure features two levels of retail below a 19-screen luxury theater - the Silverspot, an upscale, reserved seating, boutique cinema. Residents of Muze at Met enjoy 24-hour complimentary valet service, an amenity level located on the ninth floor featuring a resort-style pool and well- ness center including treatment rooms, sauna, steam room, relaxation area, fitness club with classroom, business center, and dog salon. The project was completed in Q3 2019.



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With the leading edge of the baby boom generation now passing age 70, the 65+ population is projected to increase by more than 30 million people by 2035, with more than half of that growth occurring in the next decade. ZOM Living is well established in Florida, Texas, Arizona, Tenessee, the Carolinas, and the D.C. region, where a significant amount of this growth will occur.

Proximity to culture, entertainment, retail, and restaurants is also important to our aging population, and the propensity to live in urban multifamily housing increases with age. ZOM Senior Living will capitalize on these demographic trends, focusing primarily on the independent living segment of the market, where we see opportunity to offer more livable, walkable housing products.

Three Senior Living projects are currently operating. Wellington Bay is a 424-unit resort-style project in western Palm Beach County, and first move-ins occurred in Q3 2022. The Watermark at Coral Gables is an 8-story, 196-unit mid-rise in Coral Gables. Watermark at West Palm Beach is an 8-story, 154-unit mid-rise being developed in the heart of downtown West Palm Beach. Both Watermark properties welcomed residents in Q1 2023.







## O2 SENIOR LIVING **PROJECTS**















## **WATERMARK AT** WEST PALM BEACH

#### URBAN SENIOR LIVING IN SOUTH FLORIDA'S MOST LIVEABLE DOWNTOWN

Watermark at West Palm Beach is an 8-story, Class AA luxury senior living community in a walkable downtown location. Situated in the heart of downtown West Palm Beach, with an array of shopping, dining, arts, entertainment, and museums just steps from the front door, Watermark at West Palm Beach represents the new standard in the next generation of senior living. Half a block to our north, Clematis Street, the primary entertainment corridor through downtown, is undergoing a multi-million dollar makeover, creating a much more European-inspired, people-friendly streetscape. Directly across the street to our west is the Brightline train station, which currently operates from Miami to West Palm Beach with future expansion northward to Orlando. Just a few blocks south, you will find the upscale lifestyle center Rosemary Square (formerly known as CityPlace), which houses nearly 1,000,000 square feet of dining, shopping, and entertainment. Just a short pedicab or golf cart ride away lies the world class Kravis Center for the Performing Arts. A perennial destination playing host to many of the top national and international artists, the Kravis Center is a landmark for the arts in the region. First units delivered in Q1 2023.













#### WELLINGTON BAY

#### RESORT-STYLE SENIOR LIVING IN PALM BEACH COUNTY

Wellington Bay is a 45-acre, 424-unit, Class AA luxury senior living rental community, located within the Village of Wellington, designed specifically for today's most discerning adults. Residents enjoy easy access to a wide assortment of dining, shopping, and entertainment immediately adjacent to the site at The Mall at Wellington Green. Nearby grocery options include Whole Foods and Trader Joe's (300 yards), as well as Publix (1 mile). In addition to shopping and dining, the area surrounding the site offers residents a vast array of community amenities, including championship golf and country clubs, worldrenowned polo clubs, and easy access to major transportation. The Wellington Bay campus offers a variety of product types, ranging from detached villas with garages, Mid-Rise active adult apartments with resort-style amenities, as well as accommodations for higher levels of care, including assisted living and memory care. The project will include 300 independent living units, 100 assisted living units, and 24 memory care units when all phases are complete. First move-ins occurred in Q3 2022.













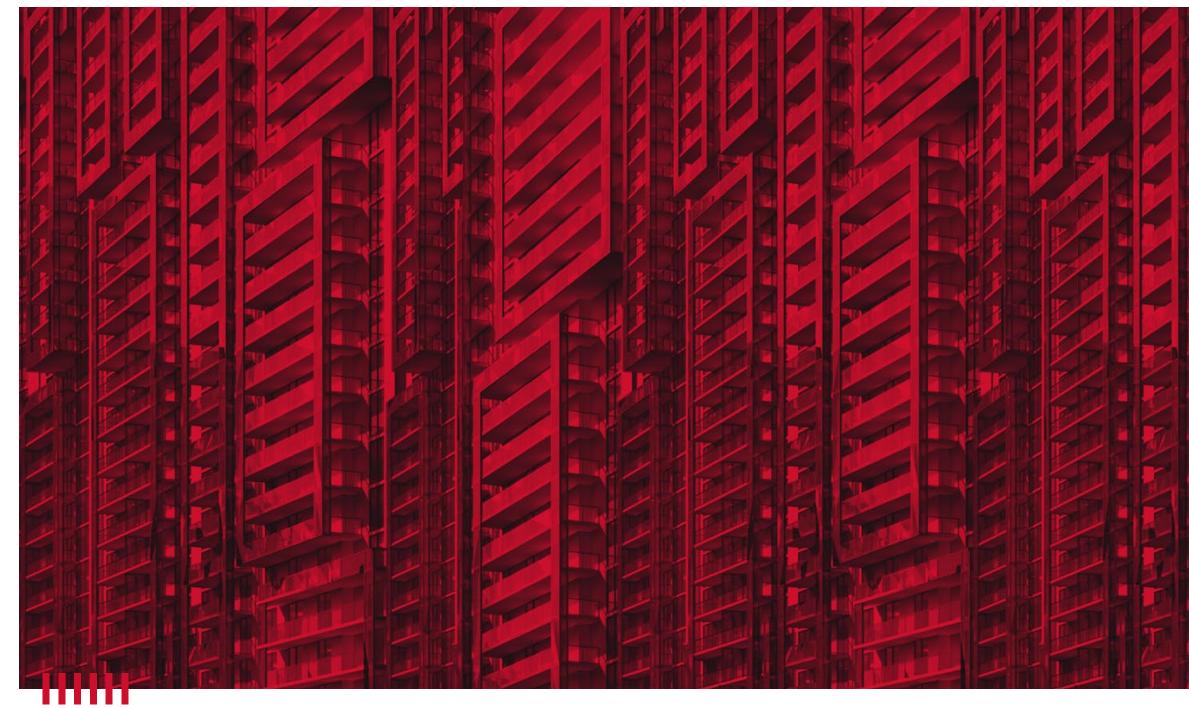
## WATERMARK AT CORAL GABLES

HIGH-STYLE SENIOR LIVING IN MIAMI'S MOST COVETED URBAN NEIGHBORHOOD

Watermark at Coral Gables is an 8-story, Class AA luxury senior living community in a coveted downtown Coral Gables location. Situated immediately next to the Shops at Merrick Park, residents of this community will enjoy a variety of shopping, dining, arts, and entertainment just steps from their front door. Watermark at Coral Gables represents the new standard in the next generation of senior living. Bound by Le Jeune Road to our west and Ponce de Leon Boulevard to our east, Watermark at Coral Gables is nestled in to one of the most affluent and sought after submarkets within South Florida. One block south of the site is Gables Station, which features a Trader Joe's and is a large-scale development adjacent to the Miami Metrorail and the Underline Park. It will feature 504 multifamily units, 105,000 square feet of ground floor retail, and is centered around an open inviting 'Urban Living Room'. Finally, just 1 mile to our north lies the renowned Miracle Mile. Host to a multitude of retail and dining venues, Miracle Mile is a destination within South Florida. First moveins occurred in Q1 2023.







# O3 EXECUTIVES



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## GREG

#### **GREG WEST**

CHIEF EXECUTIVE OFFICER

Greg is Chief Executive Officer of ZOM Living and is responsible for all aspects of the company with particular focus on development activities nationally. He joined ZOM in 1997 and has since been involved with all aspects of the development process including identifying new opportunities, compiling due diligence and underwriting parameters. Greg is also responsible for project design, permitting, and construction. He plays a key role in business development and investor relations as well. Greg has been directly responsible for the development of over 20,000 multifamily units. Presently ZOM has over 5,400 units under construction and in predevelopment in Florida, Texas, Arizona, the Carolinas, Tennessee, Massachusetts and the Mid-Atlantic. He received a Bachelor of Arts in Accounting from Southern Methodist University and has two Master of Science degrees from Texas A&M University in Land Development and Construction Management. He serves on the Board of Directors of the National Multifamily Housing Council. Greg also serves on the ULI Americas Executive Committee as the Networks Chair and is ULI Global Governing Trustee. He additionally serves on the Advisory Board of the ULI Randall Lewis Center for Sustainability in Real Estate. Before relocating to Texas Greg additionally served on the Advisory Board of the Master of Construction Management program at the University of Miami and on the Board of the Miami Downtown Development Authority.



#### **MATTHEW W. ADLER**

CHIEF INVESTMENT OFFICER

Matt serves as the Chief Investment Officer of ZOM Living and leads the capitalization and financing efforts for all new developments across the company. He is responsible for establishing and maintaining relationships with equity partners and lenders, overseeing the company's asset and portfolio management functions, and directing the disposition of completed developments. Matt has extensive experience in real estate capital markets and has led the capitalization or development of over 6,000 multifamily units with a cost of \$3 billion over the course of his career.

Prior to joining ZOM Living in 2021, Matt served as the Chief Investment Officer of Mast Capital, an institutional developer and operator of residential, hospitality, retail, and office projects in South Florida. Before joining Mast, he was head of East Coast Acquisitions for MacFarlane Partners, an investment management firm with more than \$5 billion under management. At MacFarlane, Matt led all of the firm's investment activities in New York City and South Florida. Prior to this, he was an investment banker in the Real Estate and Lodging Group at Salomon Smith Barney. Matt graduated Phi Beta Kappa with a Bachelor of Arts degree in Economics from Cornell University and a Master of Business Administration degree from Columbia Business School. He is a member of the Urban Land Institute and serves on ULI's national Mixed Use Product Council and Florida's statewide Multifamily Product Council. He is also a member of the National Multifamily Housing Council.

#### **BRIAN J. WARNER**

CHIEF FINANCIAL OFFICER AND TREASURER

Brian is responsible for accounting and financial reporting as well as risk management, human resources, and information technology management for the ZOM group of companies. He first joined ZOM in 1995 and worked for the company for nearly ten years. During his prior tenure as Senior Vice President/Treasurer, he instituted the processes that are the foundation of the financial management of the development function currently in place today. Prior to rejoining ZOM in 2013, Brian was the Chief Accounting Officer for the Ginn Companies, a national single-family golf resort developer and operator, and then the Director of U.S. Corporate Real Estate for Hannover Life Re, a global reinsurance company. Brian received a Bachelor of Science degree in Commerce with a concentration in Accounting from the McIntire School of Commerce at the University of Virginia. He is also a licensed Certified Public Accountant.



#### REGIONAL DEVELOPMENT EXECUTIVES

#### REGIONAL DEVELOPMENT EXECUTIVES





**ANDREW CRETAL** SENIOR VICE PRESIDENT, MID-ATLANTIC AND NORTHEAST

Andrew joined ZOM in 2011 and directs multifamily development activities in the Mid-Atlantic and Northeast regions. He began his real estate career in the development and construction industry in 1999 and has been involved in the origination, development. and renovation of over 5,000 multifamily units. Prior to joining ZOM, Andrew served as Senior Vice President of AIMCO. He was also previously Vice President of multifamily development and acquisitions for Gables Residential Trust after a six-year career at IPI. Andrew received a Master of Business Administration degree from the Kellogg School of Management at Northwestern University and Bachelor of Science degree in Mechanical Engineering from the University of Missouri. He is a member of The Urban Land Institute and serves on the Washington DC Housing Council. He also sits on a regional board of a non-profit organization.



**KYLE CLAYTON** SENIOR VICE PRESIDENT, FLORIDA

Kyle joined ZOM in 2003 as an Investment Analyst and was integrally involved in the market research and underwriting of ZOM development projects in various regions, as well as the conversion and sale of multiple apartment communities throughout Florida, In 2005. he relocated to Fort Lauderdale to join the development team and has been involved in the capitalization and development of over 9,800 multifamily units. As Senior Vice President, Kyle currently oversees the development aspects of all projects within the state of Florida. Prior to ZOM, Kyle initially worked within the audit group of a Big Four accounting firm, and subsequently worked for Paradigm Properties where he leased and managed student housing. He earned a Bachelor of Science degree in Accounting and a Master of Science degree in Business Administration with a concentration in Real Estate Studies, both from the University of Florida. He is a member of the Builders Association of South Florida, and the Urban Land Institute where he sits on their Multifamily Product Council. Kyle's projects have garnered various industry awards including three separate national of the project of the year awards from the NAHB. His projects span a wide range within the multi-family rental housing industry that include the market rate, mixed-use, senior, workforce.



**JASON HAUN** SENIOR VICE PRESIDENT, SOUTHWEST

lason is responsible for overseeing ZOM's multifamily development activities in the Southwest region. During his career, he has been involved in the investment and development of over 10.000 residential units and over one million square feet of commercial space. Prior to joining ZOM, Jason developed affordable housing projects for a large LIHTC developer and, earlier in his career, developed shopping centers for one of the largest privately held shopping center owners in the country. He holds dual degrees in Finance and Entrepreneurship from the University of Arizona, where he graduated magna cum laude, and is also an alumnus of Harvard's Graduate School of Design.

lason is a member of the National Multifamily Housing Council and the Urban Land Institute where he serves on the Dallas/Fort Worth Advisory Board, Multifamily and Mixed-Use Product Councils, and is a graduate of the Center for Leadership Program. He is an active member of The Real Estate Council where he has served on the Board of Directors and is a graduate of the Executive Leadership Program. Jason also serves on Klyde Warren Park's Corporate Council, is a board member for Friends of The Commons, and is a member of Oak Lawn Committee and Downtown Dallas Inc.



JIM DUNLOP

MANAGING DIRECTOR, BOSTON

lim joined ZOM in 2022 and is Managing Director of Development for the Boston Metro Area. Jim has over 25 years of experience developing multifamily and commercial projects in the northeastern markets. Prior to joining ZOM, lim held several regional leadership positions at Charles E. Smith, Archstone and Hines where he was responsible for multifamily real estate development in the metropolitan areas of New York City, Boston, and Chicago.

lim is a graduate of North Carolina State University (BS Civil Engineering), the University of Texas at Austin (MS Civil Engineering) and Johns Hopkins University (MS in Real Estate Development).



**GRAHAM D. HATCHER** 

SENIOR VICE PRESIDENT - CONSTRUCTION

Graham oversees all construction related activities company wide, from conceptual estimating through project close-out, with an emphasis on contract negotiations and dispute resolution. He originally worked for ZOM from 1999 to 2005 and supervised numerous infill projects, including the construction of ZOM's first two high-rise developments in Florida. He also assisted ZOM's expansion into Texas in 2003 and the Mid-Atlantic region in 2008 when he rejoined the company; he oversaw ZOM's first high-rise and podium projects in both markets. Graham began his career with Campeau Corporation of Toronto, overseeing the development of 68, 26, and 18-story office buildings. He has overseen the construction of projects with an aggregate value in excess of \$4.2 billion, including over 16,000 multifamily units. Graham graduated with Honors and earned a Bachelor of Science degree in Engineering from Queen's University, Ontario, Canada.



**NICK RAHMAN** SENIOR DEVELOPMENT MANAGER, ARIZONA

Nick joined ZOM Living in 2014 and is responsible for pursuing and implementing ZOM's multifamily development activities in Arizona. During his tenure with ZOM, Nick has been involved in the structuring and capitalization of nearly 5.500 units with an investment value in excess of \$1.5 billion. He moved from capital markets to ZOM's development team in 2018, and has been directly involved in the development of four projects in Dallas, totaling 1,569 units and approximately \$400 million in aggregate cost. Nick's commercial real estate career spans over 13 years, and prior to joining ZOM, he served as Acquisitions Associate for Boston Financial Investment Management, where he assisted in identifying and structuring low-income housing acquisition and development opportunities, including the placement of \$285 million in institutional LIHTC equity. ZOM's current Arizona development pipeline consists of six projects and over 1,650 units.

Nick holds a Bachelor of Science degree in Real Estate from Virginia Tech. He is an active member of the National Multifamily Housing Council and the Urban Land Institute, where he serves on the local Multifamily Product Council.



#### **DEVELOPMENT STANDARDS**



**BEN STEVENS** DIRECTOR OF DEVELOPMENT STANDARDS

Ben Stevens is a Development Manager in our Raleigh office, where he is involved in all aspects of the development process in the Carolinas. He also serves as Director of Development Standards, overseeing the implementation of design standards throughout the firm and with our design partners. He is the author of the widely used college textbook The Birth of a Building: From Conception to Delivery and leads a local developer meet-up attended by leaders from two dozen firms. At the request of the City of Raleigh, he's currently assisting with local zoning reforms to support housing affordability. Ben holds an MBA from the University of Wisconsin-Madison and a Bachelor's in German from Missouri State University.

#### SENIOR LIVING



**STEPHEN ORDWAY** SENIOR VICE PRESIDENT, SENIORS HOUSING

Steve joined ZOM in 2022 as Senior Vice President of the company's senior housing division. In his role, Steve spearheads the nationwide growth strategy for ZOM Senior Living and pursues opportunities to partner with best-in-class operators and develop communities that cater to today's more active and independent senior resident profile. He brings over 17 years of commercial and hospitality real estate experience to ZOM with the last 10 years dedicated to seniors housing. In his previous roles, Steve participated in the execution of over \$1 billion of seniors housing development, acquisition, and disposition activity. Prior to joining ZOM, Steve served as Senior Vice President of Investments for Bridge Investment Group Seniors Housing Strategy. Prior to Bridge, he served as Director of Acquisitions and Development for Northbridge Communities. Steve earned his bachelor's degree from Colgate University in New York.







KHRIS PASCARELLA

PEARL STREET PARTNERS, NASHVILLE

Khris is a 34 year veteran of the real estate industry with a focus on the creation of best of class multifamily, single family and mixed use communities. Khris started his career with Arvida/IMB Partners working on a 10,000 acre master planned community in Fort Lauderdale, Florida called Weston. From this experience in 1993 he transitioned into a role with the Walt Disney Company on the well-known town of Celebration in Orlando, Florida. Khris was part of the original team of "cast members" that envisioned the community and was part of the ground breaking on the first phase of the community. While involved with various aspects of the community's development, his focus and main responsibility was over the community's multifamily land assets. Following a four year term with Disney, Khris became a Regional Vice President with Gables Residential Trust in Atlanta, a multi-billion dollar REIT based in Atlanta, Georgia. Khris' responsibilities covered acquisitions and development of multifamily investments in the Atlanta metro area and in Central Florida. Then in 2002 Khris was recruited to create a multifamily division within Southern Land Company based in Nashville, Tennessee. While there he identified and entitled several investments in Nashville and also into Texas where he grew the division. Then in 2005 Khris started Pearl Street Partners. Over the past 18 years Khris and his team have sourced and developed over \$1 billion in multifamily and single family communities throughout the middle Tennessee region.















### VAN VEGGEL FAMILY

ZOM Living is majority owned by the van Veggel family, through their family office, Timeless Investments. Based in Amsterdam, Netherlands, Timeless was founded in 2000 by family patriarch, Hans van Veggel. Its foundation is rooted in the creation of MultiDevelopment Corporation 15 years before, which developed over 180 design-driven and award winning shopping centers throughout Europe. Sons Bas van Veggel and Tim van Veggel are active in all of the family businesses and serve on the Board of Directors of ZOM Living.

In addition to various non-real estate private equity investments, Timeless is predominately active in direct real estate investments and development through various affiliate companies. Major affiliates include COD, which for several years has ranked as the largest development firm in the Netherlands. Timeless focuses on concept and design, with a long term strategy driven by dedicated entrepreneurship.





### ZOM'S TRACK RECORD

Since 1977, ZOM has raised nearly \$1.6 billion in equity capital for ZOM-sponsored projects, including sixty-seven residential projects.

A commitment to quality, prudent investment structures, and reliable sources of capital has allowed ZOM to continue development efforts through the real estate cycle's ebbs and flows. ZOM sources equity capital from a large and diverse pool of private and institutional investors.

ZOM has joint ventured or developed nearly 24,500 apartment units nationwide with total capitalization of nearly \$5.1 billion. ZOM has developed and sold fifty multifamily rental projects since 1991, generating a 19.1% return to the venture over a 4.6-year average holding period.















### **COMMUNITY**

We are committed to being a responsible corporate citizen by supporting and adding value to the communities where our residents and employees live and work, and providing personal services and financial support to the organizations where the needs are greatest.

We encourage our employees to build on their passion for assisting those in need. We believe that supporting the personal charitable endeavors of our employees increases morale, contributes to overall job satisfaction, and fosters a generous spirit and healthy work-life balance.

Organizations that we serve and support include Coalition for the Homeless of Central Florida, The Broward Partnership, The TREC Foundation, The Nature Conservancy, Lighthouse for the Blind, the Urban Land Institute, and various local chapters of Habitat for Humanity.

"The test of our progress is not whether we add more to the abundance of those who have much; it is whether we provide enough for those who have little."

Franklin D. Roosevelt



#### **ENVIRONMENT**

LIVE, LOVE, AND WALK LIGHTLY ON THE EARTH

We are passionate about delivering comfortable living spaces, while insuring that our communities promote environmentally sustainable building standards. This is achieved through the use of energy efficient appliances and lighting, programmable thermostats, smart home systems, EV charging stations, and high-efficiency plumbing fixtures. We strive to deliver building designs that achieve LEED certification levels or local and state green building standards. Through this process, we align our projects with the communities in which we develop and the residents we serve, as well as our investors and stakeholders.

Several of our professionals are active in critical environmental initiatives, including the ULI Randall Lewis Center for Sustainability in Real Estate. ZOM Living has long been recognized for its environmental and sustainability initiatives, including the prestigious Best In Green Award, a national award bestowed by the National Association of Homebuilders and the Florida Green Building Coalition Builder of the Year for the most homes certified in the multifamily category.







#### STEVEN K. BUCK

Steven K. Buck is the CEO of ZRS Management, LLC. He has been in the apartment industry over 29 years and with ZRS for 26 years. Steve has supervised the management of over 80,000 units throughout his career. Steve has a Bachelor's Degree in Business Administration, an M.B.A. in Banking and Finance, and a Diploma in Real Estate Investment Analysis. He holds the CPM and CCIM designations, is a licensed real estate broker in 6 states, and is a past President of the Florida Apartment Association. Additional information on ZRS can be found on the company's website, www.zrsmanagement.com.



#### **DARREN PIERCE**

Darren Pierce is the President of ZRS Management and responsible for day-to-day operations of the firm. Darren joined ZRS Management in 2016 and served as Vice President, East before being promoted to President. During Darren's seven-year tenure with the firm, Darren has led the company's growth, doubling its number of units under management to over 75,000 across 250 properties in 10 states. While the firm made its initial impact in Florida and Texas, Pierce has also led the firm's charge into new markets, such as North Carolina and Tennessee, while making sure not to overextend the company by expanding with clients rather than taking on new business for the sake of new business. As President of the independent third-party multifamily property management firm, Darren is focused on finding ways to run properties efficiently and build stability in its communities for the long-term. Prior to joining ZRS Management, Darren hired ZRS to run two Florida communities while he was Vice President of Asset Management with Crescent Communities and previously served as Director of Investment Management at Archstone. Darren holds his BSBA in Finance and Marketing from American University and MBA from Wake Forest University.





#### INSTITUTIONAL RELATIONSHIPS

<b>S</b> AEW	AIG	ØARES	civitas	■ CLARION PARTNERS	ComericA.
<b>©</b> CP CAPITAL <sup>vs</sup>	Daiwa House	FIFTH THIRD BANK	GIID	Goldman Sachs	Hancock Bank.
Helaba∣ṡ	Invesco	TOCHU	J.P.Morgan Asset Management	<b>M&amp;T</b> Bank	🏝 Mitsui Fudosan
Sorthwestern Mutual	Partners Group	<b>€</b> PGIM	♠ PNC	PRG SEALTY GROUP  A FOR PATTAGES COMMAN	<b>ॐ</b> Santander
Synovus	<b>Bank</b>	HH TRUIST	<b>*</b> UBS	usbank	USAA®







PROJECT NAME	TYPE	LOCATION (MSA)	STATE	# OF UNITS	START DATE	STATUS/SALE DATE
Azola Avery Center	Garden	Austin	TX	359	Q4 2022	Construction
Maizon Durham	Mid-Rise	Durham	NC	248	May-22	Construction
Hazel & Azure National Landing	High-Rise	Arlington	VA	491	Dec-21	Construction
Azalea East Tampa	Garden	Tampa	FL	289	Aug-21	Construction
Hazel by the Galleria	Mid-Rise	Dallas	TX	398	Jan-21	Lease-up

	PROJECT NAME	TYPE	LOCATION (MSA)	STATE	# OF UNITS	START DATE	STATUS/SALE DATE
6	Azola South Tampa	Garden	Tampa	FL	214	Dec-20	Lease-up
7	Watermark at Coral Gables	Senior Living Mid-Rise	Coral Gables (Miami)	FL	196	Aug-20	Lease-up
8	Watermark at West Palm Beach	Senior Living Mid-Rise	West Palm Beach	FL	154	Aug-20	Lease-up
9	Mezzo	Garden	Dallas	TX	378	Jun-20	Lease-up
10	MiLine Ludlam Trail - Phase 1	Mid-Rise	Miami	FL	338	Apr-20	Stabilized

	PROJECT NAME	TYPE	LOCATION (MSA)	STATE	# OF UNITS	START DATE	DATE
11	Wellington Bay - Phase 1	Senior Living Garden & Mid- Rise	Wellington (West Palm Beach)	FL	283	Nov-19	Lease-up
12	Maizon Bethesda	Mid-Rise	Bethesda	MD	229	Jul-19	Lease-up
13	Bezel at MWC	High-Rise	Miami	FL	434	Apr-19	Stabilized
14	Atelier	High-Rise	Dallas	TX	417	Jun-18	Lease-up
15	Union West	High-Rise	Chicago	IL	357	Feb-18	Stabilized

STATUS/SALE

	PROJECT NAME	TYPE	LOCATION (MSA)	STATE	# OF UNITS	START DATE	STATUS/SALE DATE
16	Las Olas Walk	Mid-Rise	Fort Lauderdale	FL	456	Jan-18	Dec-21
17	Azola West Palm Beach	Garden	West Palm Beach	FL	179	Oct-17	Feb-21
18	Hazel SouthPark	Mid-Rise	Charlotte	NC	203	Oct-17	May-22
19	Kinstead	Garden	McKinney	TX	376	Jul-17	Sep-20
20	Maizon at Brickell	High-Rise	Miami	FL	262	May-17	June-21

	PROJECT NAME	TYPE	LOCATION (MSA)	STATE	# OF UNITS	START DATE	STATUS/SALE DATE
21	Azola at Magnolia Park	Garden	Tampa	FL	366	Dec-16	May-19
22	Seazen	Mid-Rise	Tampa	FL	323	Apr-16	June-21
23	Muze at Met Square	High-Rise	Miami	FL	391	Jun-16	Sep-21
24	Banner Hill	Mid-Rise	Baltimore	MD	349	Aug-15	Dec-21
25	Delray Preserve	Garden	Delray Beach	FL	188	Jun-15	Dec-17

	PROJECT NAME	TYPE	LOCATION (MSA)	STATE	# OF UNITS	START DATE	STATUS/SALE DATE
26	Solitair	High-Rise	Miami	FL	438	May-15	Oct-21
27	Palm Aire	Garden	Pompano Beach	FL	404	Mar-15	Oct-18
28	Baldwin Harbor	Mid-Rise	Orlando	FL	483	Dec-14	Jun-18
29	Monarc at Met 3	High-Rise	Miami	FL	462	Feb-14	Jun-19
30	Tate	Mid-Rise	Houston	TX	431	Nov-13	Dec-19

	PROJECT NAME	TYPE	LOCATION (MSA)	STATE	# OF UNITS	START DATE	STATUS/SALE DATE
31	MODA	Mid-Rise	North Bay Village (Miami)	FL	285	Aug-13	Dec-16
32	Bel Air at Doral	Mid-Rise	Doral	FL	249	Jul-13	Oct-16
33	Casa Palma	Garden	Coconut Creek	FL	350	Dec-12	Apr-15
34	Hamptons at Palm Beach Gardens	Garden	Palm Beach Gardens	FL	224	Jun-12	Jun-15
35	The Beacon at Clarendon	High-Rise	Arlington	VA	187	Jun-12	Dec-15

	PROJECT NAME	TYPE	LOCATION (MSA)	STATE	# OF UNITS	START DATE	STATUS/SALE DATE
36	19Nineteen	Mid-Rise	Arlington	VA	191	Apr-12	Dec-15
37	Sorrento at Miramar	Garden	Fort Lauderdale	FL	320	May-11	Stabilized
38	Monterra Apartments	Garden	Fort Lauderdale	FL	300	May-11	Oct-22
39	Village View	Mid-Rise	Dallas	TX	422	Oct-08	Apr-12
40	4Forty Flagler Village	Mid-Rise	Fort Lauderdale	FL	218	Oct-07	Sep-09

	PROJECT NAME	TYPE	LOCATION (MSA)	STATE	# OF UNITS	START DATE	DATE
41	La Maison at River Oaks	Mid-Rise	Houston	TX	423	Sep-07	Apr-12
42	Monarch	High-Rise	Austin	TX	305	Jun-06	Aug-11
43	Paramount	High-Rise	Orlando	FL	313	Apr-06	Nov-10
44	Allen Parkway - Bel Air	Mid-Rise	Houston	TX	430	Sep-04	May-10
45	Trianon	Mid-Rise	Dallas	TX	331	Apr-04	Jun-07

STATUS/SALE

	PROJECT NAME	TYPE	LOCATION (MSA)	STATE	# OF UNITS	START DATE	STATUS/SALE DATE
46	The Mondrian	High-Rise	Dallas	TX	218	Aug-03	May-10
47	Estancia	Garden	Dallas	TX	207	Nov-02	Feb-08
48	The Waverly at Las Olas	High-Rise	Fort Lauderdale	FL	304	May-02	Feb-05
49	The Waverly at Surfside Beach	High-Rise	Surfside Beach	FL	111	Dec-01	Sep-04
50	The Madison at St. Pete	Mid-Rise	St. Petersburg	FL	277	May-01	Oct-04

	PROJECT NAME	TYPE	LOCATION (MSA)	STATE	# OF UNITS	START DATE	STATUS/SALE DATE
51	The Waverly on Lake Eola	High-Rise	Orlando	FL	230	Oct-99	Aug-04
52	The Madison at SoHo	Mid-Rise	Tampa	FL	368	Oct-99	Dec-04
53	The Arbors at Carrollwood	Garden	Tampa	FL	478	May-99	Aug-05
54	The Waverly at South Beach	High-Rise	Miami Beach	FL	399	Sep-98	Jun-02
55	The Arbors at Branch Creek	Garden	Tampa	FL	390	Apr-98	Jan-06

	PROJECT NAME	TYPE	LOCATION (MSA)	STATE	# OF UNITS	START DATE	STATUS/SALE DATE
56	The Hamptons at Coral Springs	Garden	Coral Springs	FL	294	Feb-98	May-01
57	Oakmonte	Garden	Lake Mary (Orlando)	FL	452	Dec-97	Mar-06
58	Bermuda Island	Garden	Naples	FL	360	Apr-97	Jan-06
59	The Charleston	Garden	Boca Raton	FL	188	Dec-96	Feb-01
60	The Hamptons at Tampa Palms	Garden	Tampa	FL	315	Feb-96	Dec-98

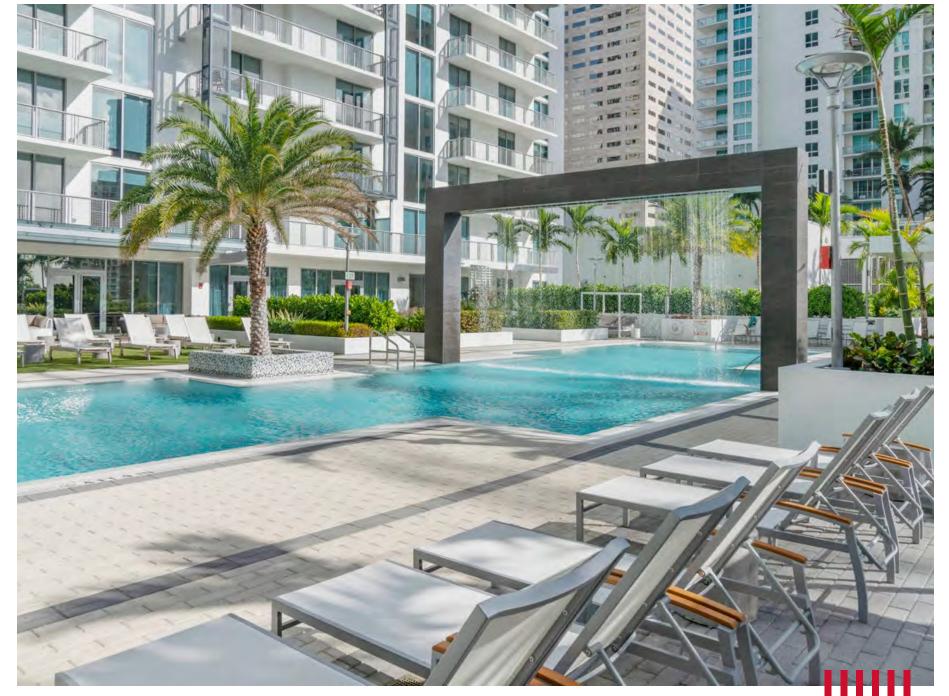
	PROJECT NAME	TYPE	LOCATION (MSA)	STATE	# OF UNITS	START DATE	STATUS/SALE DATE
61	Arbors at Fletcher Island	Garden	Tampa	FL	352	Feb-95	Dec-03
62	The Arbors at Maitland Summit	Garden	Maitland (Orlando)	FL	663	Dec-94	Oct-99
63	Bermuda Dunes	Garden	Orlando	FL	336	Jan-94	May-97
64	Valencia Park	Garden	Orlando	FL	208	Nov-93	Jun-13
65	Bayside Arbors	Garden	Clearwater (St. Pete)	FL	360	Nov-93	Apr-99

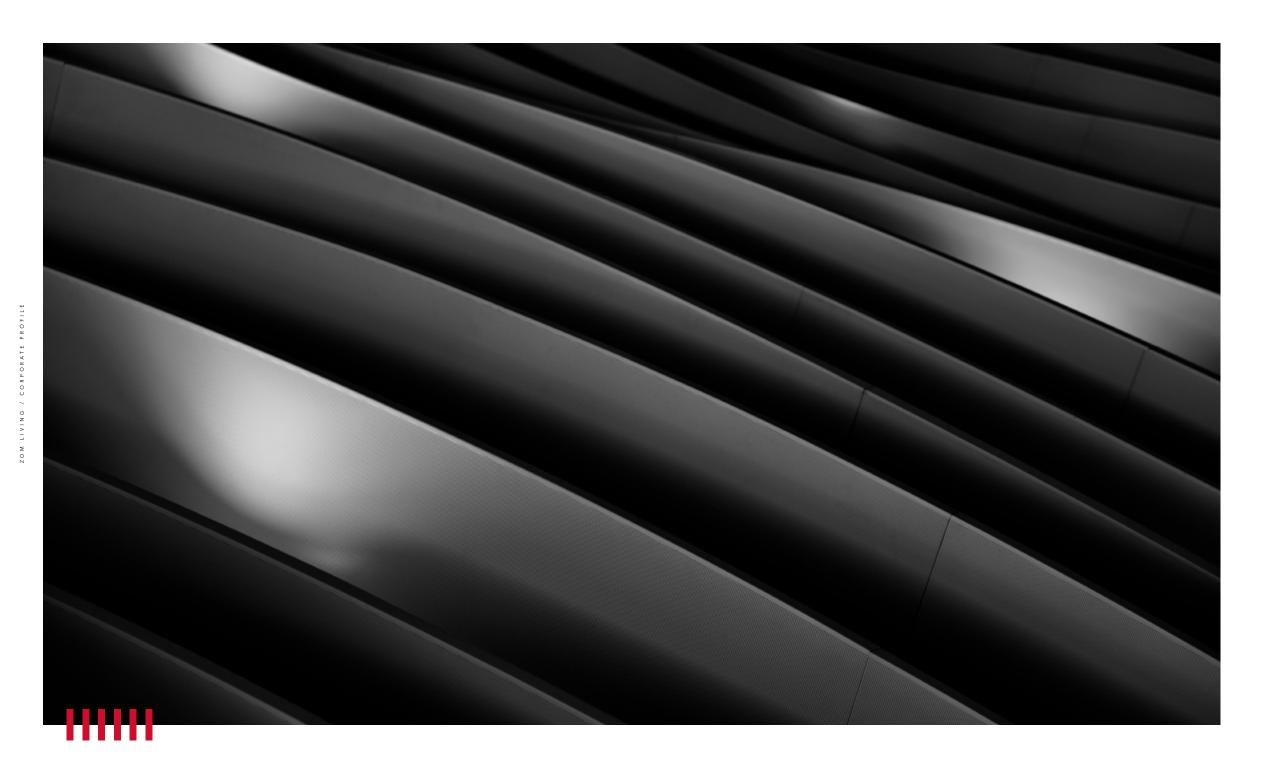
	PROJECT NAME	TYPE	LOCATION (MSA)	STATE	# OF UNITS	START DATE	STATUS/SALE DATE
66	Arbors at Lee Vista	Garden	Orlando	FL	338	Jul-91	Dec-97
67	Arbors at Kirkman Park	Garden	Orlando	FL	370	May-91	Aug-94

#### PRE-DEVELOPMENT

68	MiLine Ludlam Trail - Phase II	Mid-Rise	Miami	FL	337	Q2 2023	Pre-dev
69	MetWest	Mid-rise	Tampa	FL	376	Q3 2023	Pre-dev

	PROJECT NAME	ТҮРЕ	LOCATION (MSA)	STATE	# OF UNITS	START DATE	STATUS/SALE DATE
70	Azure Scottsdale	High-Rise	Scottsdale	AZ	170	Q4-23	Pre-dev
71	Hazel Scottsdale	Mid-Rise	Scottsdale	ΑZ	362	Q4-23	Pre-dev
72	Maizon Biltmore	Mid-Rise	Phoenix	AZ	341	Q3-24	Pre-dev
73	Azola Desert Ridge	Garden	Phoenix	ΑZ	416	Q1-24	Pre-dev
74	Mezzo Desert Ridge	Garden	Phoenix	AZ	174	Q1-24	Pre-dev
	PROJECT TOTALS				U. TOTAL		COST TOTAL
	74				24,484		\$5.7 Billion







# AWARDS OF **EXCELLENCE**

2022	BASF NGBS Green Partners of Excellence	Partner of Excellence 2022	ZOM Living
	NAHB Multifamily Pillars of the Industry Awards	Best High-Rise Apartment Community	Atelier
	MHN Excellence Awards	Best Development & Design: Mid-Rise (Gold)	Maizon Bethesda
	MHN	Top Multifamily Development Firms ranking - #9	ZOM Living
	IIDA (Bragg)	Multifamily Project of the year	Bezel
	IIDA (Bragg)	People's Choice	Bezel
	IIDA (Bragg)	Project of the year	Bezel
	Dallas Business Journal	Best Real Estate Deals	Atelier
	Co-Star Impact Awards	Best New Multifamily Development in Dallas	Atelier
	NMHC	Top 25 Largest Apartment Developers in the US	ZOM Living
2021	IIDA (Bragg) Excellence in Design Awards	Best in City Center Dallas	Atelier
	SFBJ Structures Award	Finalist Best Market Rate Residential Project	Las Olas Walk
	The Excellence Awards 2021 Multi-Housing News	Development Company of the Year	ZOM Living
2020	Illinois Real Estate Journal Best of the Best	Finalist Best of the Best Multifamily (Market Rate, includes Condos)	Union West
	NAHB Pillars Best Developer Award (National)	Finalist Best High-Rise Apartment Community (10-plus stories)	Union West
	NGBS – National Green Building Standard	Green Partner of Excellence	ZOM Living
	NAHB Best in American Living Award (National)	Best Multifamily Development up to 3 Stories, For Rent	Kinstead
	Multi-Housing News	Top Multifamily Development Firms #11	ZOM Living
2019	BASF NGBS Green Partners of Excellence	Multifamily Builder/Developer 2019	ZOM Living
	The Aurora Award - Grand	Best Mixed-Use	Muze
	The Aurora Award - Silver	Best Multifamily Housing Community - 5 stories or more for rent	Muze
	The Aurora Award - Silver	Residential Community of the Year - Multifamily	Muze
	The Aurora Award - Silver	Best Multifamily Housing Community - 5 stories or more for rent	Seazen
	The Aurora Award - Silver	Residential Community of the Year - Multifamily	Seazen
	The Aurora Award - Silver	Best Interior Merchandising - Community Amenity or Clubhouse	Seazen

Best Mixed-Use Project Finalist

Muze

SFBJ Structures Award

Pillars Finalist	Best Mid-Rise Apt Community 6-9 stories	Seazen
Best of Living Award Finalist	Multifamily Development 4-7 Stories	Seazen
Best of Living Award Finalist	Multifamily Development 8+ up Stories	Muze
NAHB	Best in American Living Awards / Gold - 8 stories and over	Solitair
Aurora Silver Award	Best Multifamily Housing Community High-Rise	Solitair
Florida's BEST Award	Architecture – Multifamily for Rent	Solitair
Florida's BEST Award	Interior Design – Multifamily for Rent	Solitair
Florida's BEST Award	Land Planning – Multifamily for Rent	Luzano
Florida's BEST Award	Pool – Multifamily for Rent	Luzano
SFBJ Structures Award	People's Choice Award - Project of the Year	Solitair
Associated Builders & Contractors	Excellence in Construction - Project of the Year	Solitair
NAHB	Best in American Living - 8 Stories Plus	Solitair
NMHC	Top 25 Largest Apartment Developers in the U.S.	ZOM Living
R.E.A.L. Greater Miami Chamber	Finalist – Developer of the Year	ZOM Living
NAIOP	Outstanding Multifamily Development	Baldwin Harbor
NAHB Pillars Award	Finalist Best Low-Rise Apartment Community	Tate at Tanglewood
Professional Builder	Silver Design Award	Tate at Tanglewood

#### 2017

2016

2018

ULI Vision Award	Project Finalist	Monarc at Met 3
Grand Aurora Award	Best Multifamily Housing Community	Monarc at Met 3
Aurora Award	Best Multifamily Housing Community	Baldwin Harbor
NAHB Pillars Award	Best High-Rise Community - National Award	Monarc at Met 3
NAHB Pillars Award	Best Low-Rise Community - National Award	Baldwin Harbor
NAHB	Best in Green Multifamily Award - National Award	Monarc at Met 3
NAHB	Best in American Living Awards / Gold - 6 stories and over	Monarc at Met 3
NAHB	Best in American Living Awards / Gold - 6 stories and over	Bel Air at Doral
NAHB	Best in American Living Awards / Silver - up to 4 stories	Baldwin Harbor
Associated Builder & Contractors	Excellence in Construction - Best Mixed-Use Project	Monarc at Met 3

South Florida Business Journal	Structure Award: Best Commercial Mixed-Use Complex	Monarc at Met 3
Florida's BEST Award	Silver: Architecture	Bel Air at Doral
Florida's BEST Award	Silver: Pool	Bel Air at Doral
Florida's BEST Award	Gold: Land Planning	Bel Air at Doral
Florida's BEST Award	Platinum: Landscape Architecture	Bel Air at Doral
Florida's BEST Award	Silver: Interior Design	Baldwin Harbor
Florida's BEST Award	Silver: Landscape Architecture	Baldwin Harbor
Florida's BEST Award	Gold: Bath	Baldwin Harbor
Florida's BEST Award	Platinum: Pool	Baldwin Harbor
Florida's BEST Award	Platinum: Land Planning	Baldwin Harbor
Florida's BEST Award	Gold: Kitchen	Baldwin Harbor
Florida's BEST Award	Silver: Kitchen	Moda North Bay Village
Florida's BEST Award	Gold: Interior Design	Moda North Bay Village
Florida's BEST Award	Gold: Architecture	Moda North Bay Village
Florida's BEST Award	Gold: Builders Overall Product	Moda North Bay Village
Florida's BEST Award	Silver: Land Planning	Monarc at Met 3
Florida's BEST Award	Silver: Home Theater	Monarc at Met 3
Florida's BEST Award	Gold: Interior Design	Monarc at Met 3
Florida's BEST Award	Gold: Art Features	Monarc at Met 3
Florida's BEST Award	Platinum: Architecture	Monarc at Met 3
Florida's BEST Award	Platinum: Pool	Monarc at Met 3
Florida's BEST Award	Platinum: Builders Overall Product	Monarc at Met 3
Florida's BEST Award	Special Judges Award: Builders Overall Product	Monarc at Met 3
Florida Green Building Coalition	Green Builder of the Year Most Homes Certified/Multifamily	ZOM Florida, Inc.
NMHC	Top 25 Largest Apartment Developers in the U.S.	ZOM Development
USGBC (Gala Verde LEEDership & Green Award)	Most Outstanding Non-Leed Low-Rise Multifamily Project	The Hamptons at Palm Beach Gardens
USGBC (Gala Verde LEEDership & Green Award)	Most Outstanding Non-Leed High-Rise Multifamily Project	Monarc at MET 3

Florida Green Building Coalition Top 3 Florida Green Builders ZOM Development

ABC Award	2015 Award of Excellence	The Beacon at Clarendon West
Aurora Award	Best Garden Apartment Community (Southeastern U.S.)	Hamptons at Palm Beach Garden
/\diota/\wald	best Guiden Apartment Community (Goutheastern 6.5.)	Trumptoris at Fairn Beach Ourach
Pillars Award	Finalist Best Affordable Apartment Community	Monterra
Pillars Award	Best Garden Apartment Community	The Avery
Aurora Award	Residential Mixed-Use Land Development	4 Forty Flagler Village
Aurora Award	Interior Merchandising	4 Forty Flagler Village
Aurora Award	Recreational Facility	4 Forty Flagler Village
Aurora Award	Rental Apartment Community	4 Forty Flagler Village
Aurora Award	Rental Apartment Community	La Maison
Aurora Award	Landscape Design/Pool Design	La Maison
Aurora Award	Commercial Land Development	Monarch
Aurora Award	Residential/Mixed-Use Land Development	Monarch
Pillars Award	Best High Rise Apartment Community	Monarch
National Association of Home Builders	Best in American Living Award – Best Rental Development	The Bel Air
World Travel Award	Florida's Leading Boutique Hotel	Hotel Victor
Orlando Sentinel	Top 100 Companies for Working Families	ZOM
J.D. Power and Associates	Highest in Resident Satisfaction – Orlando	ZOM Residential Services, Inc.
Professional Builder Magazine	Giant 400	ZOM
World Travel Award	Florida's Leading Boutique Hotel	Hotel Victor
Orlando Sentinel	Top 100 Companies for Working Families	ZOM
World Travel Award	Florida's Leading Boutique Hotel	Hotel Victor
Orlando Sentinel	Top 100 Companies for Working Families	ZOM
Grand Aurora Award	Best Interior Merchandising Recreational Facility	The Waverly at Las Olas
Aurora Award	Best Interior Merchandising Rental Apartment	The Waverly at Las Olas

Aurora Award	Best Interior Merchandising Recreational Facility	The Waverly at Las Olas
Aurora Award	Best Landscape Design / Pool Design Commercial / Resort Property	The Waverly at Las Olas
Aurora Award	Best Residential Development High Rise	The Waverly at Las Olas
Pillars Award	Best Interior Merchandising at a Multifamily Community for Rent	The Waverly at Las Olas
Orlando Sentinel	Top 100 Companies for Working Families	ZOM
Aurora Award	Doubletonica Manakara distra	The NA/A conduct A Confeder
Aurora Award  Aurora Award	Best Interior Merchandising  Best Rental Apartment Community	The Waverly at Surfside The Madison at St. Pete
Aurora Award  Aurora Award	<u> </u>	The Madison at St. Pete
	Best Landscape & Pool Design of a Rental Community	
Orlando Sentinel	Top 100 Companies for Working Families	ZOM Companies
Orlando Sentinel	Top 100 Companies for Working Families	ZOM Companies
Aurora Award	Best Recreational Facility and Community Clubhouse	The Waverly on Lake Eola
Pillars Award	Property Management Firm of the Year (National)	ZOM Residential Services, Inc.
Pillars Award	Best Luxury Multifamily Development	The Waverly on Lake Eola
Builders Choice Award	Special Focus Award for Interior Detail	The Madison at SoHo
Orlando Sentinel	Top 100 Companies for Working Families	ZOM Companies
ASLA Award of Excellence	Annual Design Award	The Madison at SoHo
Grand Aurora Award	Best Multifamily Development	The Waverly at South Beach
Aurora Award	Best Recreational Facility	The Waverly at South Beach
Aurora Award	Best Rental Apartment Community	The Waverly at South Beach
Aurora Award	Best Landscape Design	The Waverly at South Beach
Aurora Award	Best Recreational Facility and Community Clubhouse	The Arbors at Carrollwood
Aurora Award	Best Rental Apartment Community	The Arbors at Carrollwood
Aurora Award	Best Landscape and Pool Design	The Arbors at Carrollwood
Aurora Award	Best Remodeling or Historical Restoration	Ybor Square
ABC Eagle Award	National Excellence in Construction	The Waverly on Lake Eola
Golden Brick Award of Excellence	Multifamily Community	The Waverly on Lake Eola
Outstanding Contribution Award	Jan Abell Historic Preservation/Restoration Award	Ybor Square

	Outstanding Contribution Award	Urban Infill	The Madison at SoHo
	Pillars Award	Best Mid- or High-Rise Apartment Community	The Waverly at South Beach
	Pillars Award	Best Interior Merchandising – Rental	The Waverly at South Beach
2001	Golden Aurora Award	"Best in Show" – Real Estate Development Project	The Madison at SoHo
	Best of State Aurora Award	Best Rental Apartment Community	The Madison at SoHo
	Grand Aurora Award	Best Rental Apartment Community (High Density)	The Madison at SoHo
	Grand Aurora Award	Best Interior Design – Model Apartment	The Madison at SoHo
	Grand Aurora Award	Best Landscape Design of a Rental Community	The Madison at SoHo
	Aurora Award	Best Rental Apartment Community – High Density	The Madison at SoHo
	Aurora Award	Best Recreational Facility – Country Club	The Madison at SoHo
	Aurora Award	Best Interior Design – Model Apartment	The Madison at SoHo
	Aurora Award	Best Landscape Design of a Rental Community	The Madison at SoHo
	Platinum People's Choice Award	Best Class A Multifamily Development (National)	The Hamptons at Coral Springs
	Pillars Award	Best Garden Apartment Community (National)	The Arbors at Bermuda Island
2000	Grand Aurora Award	Best Rental Apartment Community	The Arbors at Branch Creek
	Aurora Award	Best Rental Apartment Community – High Density	The Arbors at Branch Creek
	Aurora Award	Best Landscape Design – Pool	The Arbors at Branch Creek
	Aurora Award	Best Interior Design – Model Apartment	The Arbors at Branch Creek
	Aurora Award	Best Landscape Design of a Rental Community	The Arbors at Branch Creek
	Aurora Award	Best Rental Apartment Community – Low Density	The Hamptons at Coral Springs
	Pillars Award	Best Garden Apartment Community (National)	The Arbors at Branch Creek
	Pillars Award	Special Environmental Award (National)	The Arbors at Branch Creek
	Pillars Award	Best Site Plan (National)	The Arbors at Branch Creek
1999	Pillars Award	Multifamily Development Firm of the Year (National)	ZOM Development, Inc.
	Grand Aurora Award	Multifamily Clubhouse	The Arbors at Bermuda Island
	Aurora Award	Multifamily Clubhouse	The Arbors at Bermuda Island
	Aurora Award	Best Rental Apartment Community	The Arbors at Bermuda Island

	Aurora Award	Best Interior Design – Model Apartment	The Charleston at Boca Raton
1998	Grand Aurora Award	Builder's Choice Design & Planning Award	The Hamptons at Tampa Palms
1997	Pillars Award	Best Site Plan (National)	The Hamptons at Tampa Palms
	Pillars Award	Best Garden Apartment Community (National)	The Hamptons at Tampa Palms
	Golden Aurora Award	"Best in Show" - Real Estate Development Project	The Hamptons at Tampa Palms
	Best of State Aurora Award	Best Development Project	The Hamptons at Tampa Palms
	Grand Aurora Award	Best Rental Apartment Community	The Hamptons at Tampa Palms
	Aurora Award	Best Rental Apartment Community	The Hamptons at Tampa Palms
	Aurora Award	Best Interior Design – Clubhouse	The Hamptons at Tampa Palms
	Aurora Award	Best Interior Design – Model Apartment	The Hamptons at Tampa Palms
	Award of Excellence–FN&G Assoc.	Landscape Design and Installation	The Arbors at Maitland Summit
	ALCA Award	Environmental Improvement Award of Merit	Bermuda Dunes
	Best in American Living Gold Award	Best Rental Apartment Development	The Hamptons at Tampa Palms
	Best in American Living Gold Award	Best Rental Apartment Development	The Hamptons at Tampa Palms
1996	Best in American Living Gold Award Pillars Award	Best Rental Apartment Development  Best Site Plan (National)	The Hamptons at Tampa Palms  The Arbors at Maitland Summit
1996	·		
1996	Pillars Award	Best Site Plan (National)	The Arbors at Maitland Summit
1996	Pillars Award Pillars Award	Best Site Plan (National)  Best Garden Apartment Community (National)	The Arbors at Maitland Summit The Arbors at Maitland Summit
1996	Pillars Award Pillars Award Aurora Award	Best Site Plan (National)  Best Garden Apartment Community (National)  Interior Design	The Arbors at Maitland Summit The Arbors at Maitland Summit The Arbors at Maitland Summit
1996	Pillars Award Pillars Award Aurora Award Aurora Award	Best Site Plan (National)  Best Garden Apartment Community (National)  Interior Design  Architecture	The Arbors at Maitland Summit
1996	Pillars Award Pillars Award Aurora Award Aurora Award Aurora Award	Best Site Plan (National)  Best Garden Apartment Community (National)  Interior Design  Architecture  Architecture of Clubhouse	The Arbors at Maitland Summit
1996	Pillars Award Pillars Award Aurora Award Aurora Award Aurora Award Aurora Award	Best Site Plan (National) Best Garden Apartment Community (National) Interior Design Architecture Architecture of Clubhouse Landscape Design	The Arbors at Maitland Summit
1996	Pillars Award Pillars Award Aurora Award Aurora Award Aurora Award Aurora Award Grand Aurora Award	Best Site Plan (National) Best Garden Apartment Community (National) Interior Design Architecture Architecture of Clubhouse Landscape Design Landscape Design	The Arbors at Maitland Summit
1996	Pillars Award Pillars Award Aurora Award Aurora Award Aurora Award Aurora Award Grand Aurora Award	Best Site Plan (National) Best Garden Apartment Community (National) Interior Design Architecture Architecture of Clubhouse Landscape Design Landscape Design	The Arbors at Maitland Summit
	Pillars Award Pillars Award Aurora Award Aurora Award Aurora Award Aurora Award Grand Aurora Award ALCA Award	Best Site Plan (National)  Best Garden Apartment Community (National)  Interior Design  Architecture  Architecture of Clubhouse  Landscape Design  Landscape Design  Environmental Improvement Award of Distinction	The Arbors at Maitland Summit The Arbors at Kirkman Park
	Pillars Award Pillars Award Aurora Award Aurora Award Aurora Award Aurora Award Grand Aurora Award ALCA Award Pillars Award	Best Site Plan (National) Best Garden Apartment Community (National) Interior Design Architecture Architecture of Clubhouse Landscape Design Landscape Design Environmental Improvement Award of Distinction  Special Environmental Award (National)	The Arbors at Maitland Summit The Arbors at Kirkman Park  Bayside Arbors

Best Interior Design – Clubhouse

Aurora Award

#### 1994

The Arbors at Bermuda Island

4	Pillars Award	Best Land Plan (National)	The Arbors at Lee Vista	
3	FNGA Award	Landscape Maintenance	The Arbors at Kirkman Park	

#### 1993

ALCA Award	Professional Landscape Design Award	The Arbors at Kirkman Park	
Builder's Choice Award	Design & Planning	The Arbors at Kirkman Park	
Aurora Award	Landscape Design	The Arbors at Lee Vista	
Aurora Award	Interior Design	The Arbors at Lee Vista	
Grand Aurora Award	Landscape Design	The Arbors at Lee Vista	
Aurora Award	Architectural Design	The Arbors at Kirkman Park	

#### 1992

Glaria Autora Awara	Tid Autora Award	
Aurora Award	Architectural Design	The Arbors at Kirkman Park
Aurora Award	Interior Design	The Arbors at Kirkman Park
Aurora Award	Landscape Design	The Arbors at Kirkman Park
Grand Aurora Award	Landscape Design	The Arbors at Kirkman Park
FNGA Award	Landscape Installation	The Arbors at Kirkman Park
ALCA Award	Environmental Improvement Award of Distinction	The Arbors at Kirkman Park
Pillars Award	Best Land Plan (National)	The Arbors at Kirkman Park







#### OFFICES

ZOM currently has six regional development offices. With this wellestablished regional platform, ZOM Living is diversified geographically, broadening the array of new investment opportunities for its shareholders and investors.

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