

## NEWSLETTER | August 2021

Starlight U.S. Multi-Family (No. 1) Core Plus Fund (the “Fund”) is listed on the TSX Venture Exchange (TSXV: SCPO.UN). The Fund currently owns 2,219 suites in seven apartment communities (the “Properties”) and is asset managed by Starlight Investments US AM Group LP (the “Manager”). The Fund was established in December 2019 to indirectly acquire, own, and operate a portfolio primarily comprised of income-producing Class “A”, institutional quality multi-family real estate assets constructed in 1990 or newer, located in Arizona, California, Colorado, Florida, Georgia, Nevada, North Carolina, Oregon, South Carolina, Tennessee, Texas, Utah, and Washington (the “Primary Markets”).

The Fund’s core plus strategy is focused on achieving increases in rental rates through high return, light value-add capital expenditures to rental suites, clubhouses and amenities in targeted geographic locations experiencing compelling demand increases due to population and employment growth as well as lifestyle preferences. The light value-add strategy also includes active asset management utilizing reputable, best-in-class United States (“U.S.”) based third-party property managers to implement net operating income growth by maximizing rental rates and ancillary revenue opportunities with operational controls to manage and reduce costs. The Fund’s presentation currency is U.S. dollars. Unless otherwise stated, dollar amounts expressed are in U.S. dollars.



Grand Oak at Town Park (Nashville, TN 2014)



401 Teravista (Austin, TX 2008)



Autumn Vista Apartments (Atlanta, GA 1996)



Southpoint Crossing (Raleigh, NC 1999)

## Significant Events

The Fund increased the number of value-add upgrades completed during the three months ended June 30, 2021 (“Q2 2021”) as the Fund upgraded and released 54 suites, achieving an average rent premium of \$178 and average return on investment of 27.1% (three months ended June 30, 2020 (“Q2 2020”) - 5 upgraded and re-leased). The Fund expects to continue to focus on increasing the number of in suite value-add upgrades throughout the remainder of 2021 while ensuring that the targeted rental premiums and return on investment are achieved.

The Fund recognized a fair value gain on investment properties of \$27,099 during Q2 2021 contributing to the cumulative 16.2% increase over the aggregate purchase price of the Properties. The fair value gain during Q2-2021 was primarily driven by net operating income (“NOI”) growth and capitalization rate compression from increasing demand in the investment market for multi-family properties across the Primary Markets.

Same property NOI for Q2 2021 was \$2,368, representing an increase of \$223 or 10.4% over Q2 2020 driven by strong revenue growth and cost management.

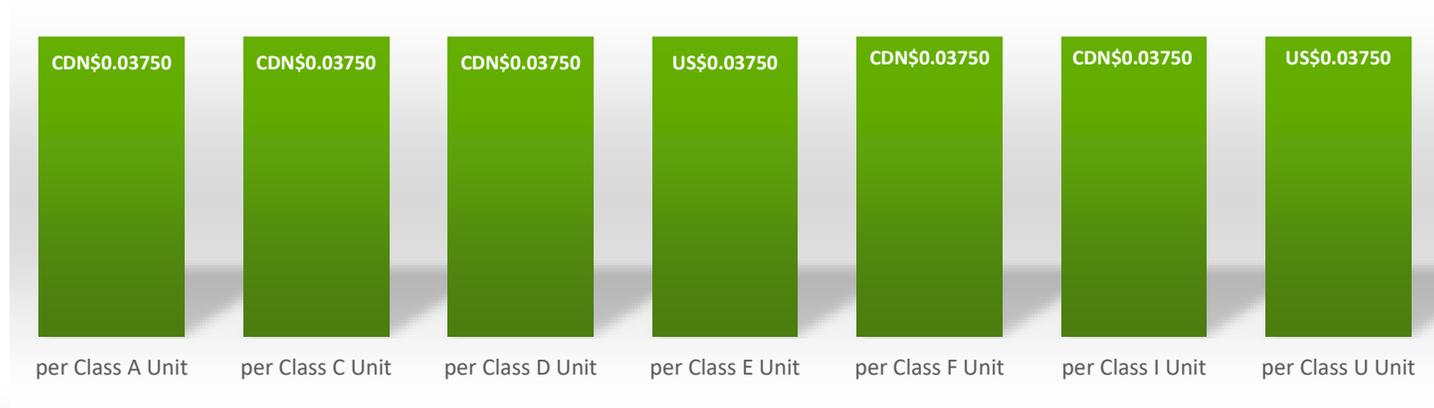
As at August 9, 2021, the Fund collected approximately 98.7% of rents for Q2 2021 with further amounts expected to be collected in future periods.

Significant increases in rent growth and occupancy were achieved during Q2 2021 with the Fund reporting 7.3% annualized rent growth and economic occupancy of 95.9%, representing increases of 510 and 240 basis points above the three months ended March 31, 2021, respectively. These notable increases are being driven by overall demand for multi-family apartments as well as the continued economic recovery in the U.S. and the Primary Markets in which the Fund operates.

## Unit Information and Distributions

### Monthly Distributions

Since inception, the Fund has paid monthly distributions equal to 4.5% on an annualized basis on all outstanding unit classes. The following is a summary of the monthly distribution amounts for each outstanding unit class.



## U.S. Multi-Family Market Trends

Unemployment rates initially increased to a peak of approximately 15% in April 2020 after the onset of the coronavirus (SARS – CoV2) (“COVID-19”) global pandemic, however, have declined steadily since then driven by the continued economic recovery in the U.S. According to the U.S. Bureau of Labor Statistics, the U.S. unemployment rate slightly decreased in June 2021 to 5.9% and the local markets where the Fund’s Properties operate have maintained unemployment rates well below the national average (with the exception of Denver, which was marginally above the national average, see “Denver Market Trends”). In Q2 2021, key multi-family fundamentals including submarket occupancies and rent growth improved significantly, indicating a continued strengthening and recovery of the multi-family market in the U.S. The Manager continues to closely monitor national and local economic conditions as part of its response to COVID-19 (see “COVID-19 and Outlook”) and is well positioned to take advantage of any continued improvement in the sector’s performance.

### National Unemployment Rates and Occupancy Levels

According to the U.S. Census Bureau, the U.S. unemployment rate decreased in June 2021 to 5.9%. The Fund’s target demographic, the 20 to 34-year-old cohort, has continued to fuel apartment rental demand for newly constructed or renovated apartments.

## Metropolitan Market Information

The Fund owns 2,219 suites in seven cities across six states. The following highlights the key macroeconomic and property data in each city and sub-market.

## Atlanta Market Trends

### Employment

According to the U.S. Bureau of Labor Statistics, the Atlanta Metropolitan Area gained approximately 12,200 jobs from March 2021 to June 2021, primarily attributable to the rebound from COVID-19. The unemployment rate in June 2021 was 4.5% in Atlanta, 140 basis points below the national average of 5.9%. It is expected that unemployment rates will continue to improve as the overall economy recovers from the impact of COVID-19.

### Occupancy Projections

According to MPF, Q2 2021 occupancy levels for Atlanta were 96.1%. Annualized rental growth for the quarter was 5.5%, with year-over-year rent growth increasing to 11.6%. MPF’s 2021 forecast for occupancy levels in Atlanta are projected to decrease slightly to 95.1%, with rental growth of 7.7%.

### Atlanta Submarkets

According to MPF, the Atlanta submarket in which the Fund has invested – Southeast Gwinnett County – remained strong in occupancy during Q2 2021. Southeast Gwinnett County’s occupancy rate was 94.9%, with annual rent growth of 13.1%. MPF expects occupancy rates to increase in this submarket to 95.8% in 2021.

## Austin Market Trends

### Employment

According to the U.S. Bureau of Labor Statistics, the Austin Metropolitan Area gained over 15,800 jobs from March 2021 to June 2021, primarily attributable to the rebound from COVID-19. The unemployment rate in June 2021 was 4.8% in Austin, 110 basis points below the national average of 5.9%. It is expected that unemployment rates in Austin will continue to improve as the overall economy recovers from the impact of COVID-19.

### Occupancy Projections

According to MPF, Q2 2021 occupancy levels for Austin were 94.9%. Annualized rental growth for the quarter was 6.9%, with year-over-year rent growth of 6.0%. MPF's 2021 forecast for occupancy levels in Austin are projected to increase to 95.7%, with rental growth of 3.6%.

### Austin Submarkets

According to MPF, the Austin submarket in which the Fund has invested – Cedar Park – remained strong in occupancy during Q2 2021. Cedar Park's occupancy rate was 95.5%, with annual rent growth of 11.2%. MPF expects occupancy rates to decline slightly in this submarket to 95.3% in 2021.

## Charlotte Market Trends

### Employment

According to the U.S. Bureau of Labor Statistics, the Charlotte Metropolitan Area gained over 3,000 jobs from March 2021 to June 2021, primarily attributable to the rebound from COVID-19. The unemployment rate in June 2021 was 4.7% in Charlotte, 120 basis points below the national average of 5.9%. It is expected that unemployment rates will continue to improve in Charlotte as the overall economy recovers from the impact of COVID-19.

### Occupancy Projections

According to MPF, Q2 2021 occupancy levels for Charlotte were 96.1%. Annualized rental growth for the quarter was 5.1%, with year-over-year rent growth of 8.6%. MPF's 2021 forecast for occupancy levels in Charlotte are projected to increase slightly to 96.5%, with 2021 rental growth of 4.8%.

### Charlotte Submarkets

According to MPF, the Charlotte submarket in which the Fund has invested – Myers Park – remained strong in occupancy during Q2 2021. Myers Park's occupancy rate was 95.7%, with annual rent growth of 4.5%. MPF expects occupancy rates to remain steady in this submarket at 95.5% in 2021.

## Denver Market Trends

### Employment

According to the U.S. Bureau of Labor Statistics, the Denver Metropolitan Area gained over 32,000 jobs from March 2021 to June 2021, primarily attributable to the rebound from COVID-19. The unemployment rate in June 2021 was 6.3% in Denver, a decrease from 6.7% in March 2021, slightly above the national average of 5.9%. It is expected that Denver's unemployment rates will continue to decline as the overall economy recovers from the impact of COVID-19.

## Occupancy Projections

According to MPF, Q2 2021 occupancy levels for Denver were 95.6%. Annualized rental growth for the quarter was 5.7%, with year-over-year rent growth at 5.5%. MPF's 2021 forecast for occupancy levels in Denver are projected to decrease slightly to 94.4%, with 2021 rental growth projected at 6.2%.

## Denver Submarkets

According to MPF, the Denver submarket in which the Fund has invested – Highlands Ranch – had a Q2 2021 occupancy rate of 96.5%, with annual rent growth increasing to 12.2%. MPF expects occupancy rates in this submarket to decrease to 94.7 % in 2021.

## Nashville Market Trends

### Employment

According to the U.S. Bureau of Labor Statistics, the Nashville Metropolitan Area gained over 8,900 jobs from March 2021 to June 2021, primarily attributable to the rebound from COVID-19. The unemployment rate in June 2021 was 4.6% in Nashville, 130 basis points below the national average of 5.9%.

### Occupancy Projections

According to MPF, Q2 2021 occupancy levels for Nashville were 95.5%. Annualized rental growth for Q2 2021 was 4.8%, with year-over-year rent growth of 4.0% for Q2 2021. MPF's forecast for occupancy levels in Nashville are projected to increase to 95.8%, with 2021 annual rent growth of 5.5%.

### Nashville Submarkets

According to MPF, the Nashville submarket in which the Fund has invested – Murfreesboro/Smyrna – remained strong in occupancy and rental growth during Q2 2021. Murfreesboro/Smyrna occupancy rate was 96.6%, with annual rent growth of 7.1%. MPF forecasts occupancy rates to remain stable in this submarket at 96.6% in 2021.

## Raleigh Market Trends

### Employment

According to the U.S. Bureau of Labor Statistics, the Raleigh Metropolitan Area gained over 3,800 jobs from March 2021 to June 2021, primarily attributable to the rebound from COVID-19. The unemployment rate in June 2021 was 4.2% in Raleigh, 170 basis points below the national average of 5.9%.

### Occupancy Projections

According to MPF, Q2 2021 occupancy levels for Raleigh were 95.8%. Annualized rental growth for the quarter was 6.1%, with year-over-year rent growth of 7.7%. MPF's 2021-year end forecast for occupancy levels in Raleigh are projected to remain consistent at 95.8%, with 2021 rental growth of 5.1%.

### Raleigh Submarkets

According to MPF, the Raleigh submarket in which the Fund has invested – Southwest Durham – remained strong in occupancy and rental growth. Southwest Durham occupancy rate was 96.1%, with an annual rent growth of 9.3%. MPF expects occupancy rates to remain stable in this submarket at 95.7% in 2021.

## Tampa Market Trends

### Strong Employment Growth

According to the U.S. Bureau of Labor Statistics, the Tampa Metropolitan Area gained over 38,800 jobs from March 2021 to June 2021, primarily attributable to the rebound from COVID-19. The unemployment rate in June 2021 was 5.2% in Tampa, 70 basis points below the national average of 5.9%.

### Occupancy Projections

According to MPF, Q2 2021 occupancy levels for Tampa were 96.9%. Annualized rental growth for the quarter was 6.3%, with year-over-year rent growth of 12.4%. MPF's 2021 year-end forecast for occupancy levels in Tampa are projected to slightly decrease to 96.5%, with 2021 rental growth of 8.4%.

### Tampa Submarkets

According to MPF, the Tampa submarket in which the Fund has invested – Town and Country/Westchase – had a Q2 2021 occupancy rate of 96.8%, with annual rent growth of 17.0%. MPF expects occupancy rates to decrease to 95.3% in 2021.

## Investment Market Update

Commercial real estate investment demand continues to be strong nationally. There is significant demand from real estate private equity firms that have recently raised equity. Capitalization rates for suburban, Class "A", multi-family real estate in the Primary Markets are approximately 3.25% to 4.00%, depending on the quality and location of the apartment community.

As at August 9, 2021, Ten Year U.S. Treasury bonds were yielding approximately 1.33%, U.S. 30-Day London Interbank Offered Rate was approximately 10 basis points and U.S. 30-day Secured Overnight Financing Rate was 5 basis points. All-in interest rates continue to remain low versus historical levels while debt continues to be available at moderate leverage levels.

## Property Improvements

In addition to the in-suite upgrades, the Fund also undertakes common area capital projects at the Properties, which typically include preventative and deferred maintenance projects to maintain or enhance the productive capacity of the property as well as common area upgrades to enhance the tenant experience and offered amenities at each property. The Fund's light value-add initiatives are expected to continue to result in significant improvements to common areas, amenities and building exteriors. The common area capital expenditure projects completed during Q2 2021 are presented in the table below:

Property	Completed during Q2-2021
Tuscany Bay	<ul style="list-style-type: none"> <li>Parcel lockers installed</li> </ul>
Grand Oak	<ul style="list-style-type: none"> <li>Parcel lockers installed</li> </ul>
Autumn Vista	<ul style="list-style-type: none"> <li>Asphalt parking lot restoration</li> <li>Garage door replacements for uniformity</li> </ul>
Southpoint	<ul style="list-style-type: none"> <li>Pool resurfacing and plaster</li> <li>Pool furniture upgrade</li> <li>New BBQ grills</li> </ul>
Teravista	<ul style="list-style-type: none"> <li>Pool resurfacing</li> <li>Pool furniture upgrade</li> <li>Building exterior, fence, and balcony repairs</li> <li>Landscaping upgrades – tree trimming, mulch, infill rocks and granite, plant material upgrade</li> </ul>
The Bluffs	<ul style="list-style-type: none"> <li>Pool tile replacement and resurface</li> </ul>
LaVie	<ul style="list-style-type: none"> <li>No projects completed during Q2-2021</li> </ul>

## Property Management and Rental Rates

### Property Management

The Fund benefits from the local real estate expertise and market intelligence of best-in-class property managers. The Altman Companies, a third-party manager in the U.S. with local market expertise and experience in Tampa, provides property management for Tuscany Bay. High 5 Residential, a third-party manager in the U.S. with local market expertise in Nashville, provides property management for Grand Oak. RKW Residential, a third-party manager in the U.S. with local market expertise in Raleigh and Charlotte, provides property management for Southpoint in Raleigh, as well as LaVie in Charlotte. Bainbridge, a third-party manager in the U.S., provides property management for Teravista in Austin, and Autumn Vista in Atlanta. Avenue-5 Residential, a third-party manager with local market expertise in Denver, provides property management for The Bluffs.

### Utilization of Yield Management Software

The Manager continues to utilize yield management software at all of its properties. This software provides updated pricing on a daily basis, optimizing asking rents and renewal rents in real time, based on supply and demand for different suite types. This rental rate optimization system is similar to those employed by the hotel and airline industries to manage their room rates and flight prices.

## Ancillary Services Update

The Manager continues to maximize ancillary revenue by ensuring all ancillary rates are at market levels and explore additional ancillary fees opportunities.

## COVID-19 and Outlook

On March 11, 2020, the World Health Organization characterized the outbreak of COVID-19 as a global pandemic. Although COVID-19 has resulted in a volatile economy, the Fund is well positioned to navigate through this challenging time and continues to undertake proactive measures at the Properties to combat the spread, assist tenants where needed and implement other measures to minimize business interruption.

The Fund continues to actively monitor any continued impact COVID-19 may have on the Fund's operating results in future periods specifically as they relate to rent collections, occupancy, rent growth, ancillary fees and expenses incurred for preventative measures in response to COVID-19 at the Fund's Properties.

COVID-19 immunization programs continue across the U.S. to varying degrees in different states and jurisdictions with the immunization efforts widely considered to have been successful to date relative to other countries globally. However, there is a risk that delays in the timely administration, changing strains of the virus, including the current rise in the delta variant strain of COVID-19, or reluctance to receive vaccinations could prolong the impacts of COVID-19 and have the potential to cause further adverse economic conditions. According to the U.S. Bureau of Labor Statistics, unemployment rates for June 2021 declined to 5.9% (from a peak of approximately 15% in April 2020) with such employment gains broadly diversified across many industries and driven by the continued economic reopening linked to the successful vaccination program across the U.S. The sustained rollout of the vaccination program is expected to continue to improve economic growth and employment throughout the U.S., although there can be no certainty with respect to the timing of these improvements.

During Q2 2021, key multi-family fundamentals improved significantly including strengthening occupancy, rent growth and collection rates which translated into the operating results of various owners of multi-family properties, including those in the Primary Markets. These trends, in conjunction with the Primary Markets exhibiting sustained job and population growth historically as a result of lifestyle choices as well as positive net migration, should continue to support further demand for multi-family apartments in future periods. In addition, previous economic downturns have typically been followed by periods of above market rent growth for multi-family properties in the U.S. which have transpired in Q2 2021 with many of the Fund's Properties achieving rent growth on new leases in excess of 10%.

COVID-19 has also significantly disrupted active and new construction of comparable product in the markets the Fund operates in which may create a temporary imbalance in supply of comparable, multi-suite residential properties. This imbalance, alongside the continued economic recovery and improving fundamental statistics, could be supportive of favourable supply and demand conditions for the Properties and could result in future increases in occupancy and rent growth. The Fund believes it is well positioned to take advantage of these conditions should they transpire given the quality of its Properties and the benefit of having a tenant pool employed across a diverse job base. Since the COVID-19 outbreak commenced, based on available investment sales information, capitalization rates in the markets the Fund operates in have compressed on average by approximately 50-100 basis points.

For more information visit [www.starlightus.com](http://www.starlightus.com) or contact:

**Evan Kirsh**

President

Starlight U.S. Multi-Family (No. 1) Core  
Plus Fund

+1-647-725-0417

[ekirsh@starlightus.com](mailto:ekirsh@starlightus.com)**Martin Liddell**

Chief Financial Officer

Starlight U.S. Multi-Family (No. 1) Core  
Plus Fund

+1-647-729-2588

[mliddell@starlightinvest.com](mailto:mliddell@starlightinvest.com)

## Disclaimer

This Newsletter is intended for informational purposes only and is not, and should not be construed as, an offer to sell or a solicitation of an offer to buy any securities of the Fund, or investment advice to any individual. Particular investments should be evaluated relative to each individual's circumstances and individuals should seek the advice of professionals, as appropriate, regarding any particular investment. Past performance may not be repeated and nothing in this Newsletter should be construed as an indication of future values of the Fund or future returns on any investment in the Fund.

This Newsletter is not intended for distribution in any jurisdiction that would require the filing of a prospectus, registration statement, offering memorandum or similar document under the applicable laws of such jurisdiction or would result in the Fund having any reporting or other obligation in such jurisdiction. Accordingly, neither the Fund nor the Manager has done anything that would permit the possession or distribution of this Newsletter in any jurisdiction where action for that purpose is required.

The Fund's consolidated financial statements are prepared in accordance with International Financial Reporting Standards ("IFRS"). Certain terms used in this Newsletter do not have a standardized definition prescribed by IFRS and are, therefore, unlikely to be comparable to similar measures presented by other reporting issuers. The Fund uses these measures to better assess the Fund's underlying performance and financial position and provides these additional measures so that investors may do the same. Details on Non-IFRS Measures are set out in the Fund's Management Discussion & Analysis and are available on the Fund's profile on SEDAR at [www.sedar.com](http://www.sedar.com).

This Newsletter contains statements that may constitute forward-looking information within the meaning of Canadian securities laws and which reflect current expectations of the Fund's management regarding future events, including statements concerning the impact of COVID-19 on the Fund's portfolio as well as the impact of COVID-19 on the markets in which the Fund operates and the trading price of the Fund's listed units, acquisitions, performance, achievements, events, prospects or opportunities for the Fund or the real estate industry and may include statements regarding the financial position, business strategy, budgets, litigation, projected costs, capital expenditures, financial results, occupancy levels, average monthly rent, taxes, and plans and objectives of or involving the Fund. Particularly, matters described at "Future Outlook and COVID-19" are forward-looking information. In some cases, forward-looking information can be identified by terms such as "may", "might", "will", "could", "should", "would", "occur", "expect", "plan", "anticipate", "believe", "intend", "seek", "aim", "estimate", "target", "goal", "project", "predict", "forecast", "potential", "continue", "likely", "schedule", or the negative thereof or other similar expressions concerning matters that are not historical facts.

The forward-looking statements involve risks and uncertainties, including those discussed in the Fund's materials filed with the Canadian securities regulatory authorities from time to time at [www.sedar.com](http://www.sedar.com), which could cause the actual results and performance of the Fund to differ materially from the forward-looking statements contained in this Newsletter. Those risks and uncertainties include: the impact of COVID-19 on the Fund's portfolio as well as the impact of COVID-19 on the markets in which the Fund operates and the trading price of the Fund's listed units; changes in government legislation or tax laws which would impact any potential income taxes or other taxes rendered or payable with respect to the Fund's properties or the Fund's legal entities; and the applicability of any government regulation concerning the Fund's tenants or rents as a result of COVID-19 or otherwise. A variety of factors, many of which are beyond the Fund's control, affect the operations, performance and results of the Fund and its business, and could cause actual results to differ materially from current expectations of estimated or anticipated events or results.

Information contained in forward-looking information is based upon certain material assumptions that were applied in drawing a conclusion or making a forecast or projection, including management's perceptions of historical trends, current conditions and expected future developments, as well as other considerations that are believed to be appropriate in the circumstances, including the following: the impact of COVID-19 on the Fund's portfolio as well as the impact of COVID-19 on the markets in which the Fund operates and the trading price of the Fund's listed Units; the applicability of any government regulation concerning the Fund's tenants or rents as a result of COVID-19 or otherwise; the inventory of multi-family real estate properties; the availability of properties for acquisition and the price at which such properties may be acquired; the availability of mortgage financing and current interest rates; the extent of competition for properties; the ability of the Fund to benefit from its value-add program; the population of multi-family real estate market participants; assumptions about the markets in which the Fund operates; the ability of the Manager to manage and operate the properties of the Fund; the global and North American economic environment; foreign currency exchange rates; and governmental regulations or tax laws. Given this unprecedented period of uncertainty, there can be no assurance regarding: (a) the impact of the COVID-19 on the Fund's business, operations and performance or the volatility of the Fund's units; (b) the Fund's ability to mitigate such impacts; (c) credit, market, operational, and liquidity risks generally; (d) the Manager or any of its affiliates, will continue its involvement as asset manager of the Fund in accordance with its current asset management agreement; and (e) other risks inherent to the Fund's business and/or factors beyond its control which could have a material adverse effect on the Fund.

This newsletter contains statistical data, market research and industry forecasts that were obtained from government and industry publications and reports or are based on estimates derived from such publications and reports and the Manager's knowledge of, and experience in, the markets in which the Fund operates. Actual outcomes may vary materially from those forecast in such publications or reports. While the Fund and its Manager believe this data to be reliable, market and industry data cannot be verified due to limits on the availability and reliability of data inputs and other limitations and uncertainties inherent in any statistical survey. Accordingly, the accuracy, currency and completeness of this information cannot be guaranteed.