

PRESS RELEASE



FIRM CAPITAL AMERICAN REALTY PARTNERS CORP.

FIRM CAPITAL AMERICAN REALTY PARTNERS CORP. DELIVERS STRONG THIRD QUARTER AND YEAR TO DATE RESULTS

Toronto, Ontario, November 8, 2018. Firm Capital American Realty Partners Corp. (“the **Company**”), (TSXV: FCA.U), (TSXV: FCA) is pleased to report its financial results for the three and nine months ended September 30, 2018:

THIRD QUARTER AND YEAR TO DATE HIGHLIGHTS

- For the three months ended September 30, 2018, net income was approximately \$1.7 million, a 19% increase in comparison to the \$1.4 million net income reported for the three months ended June 30, 2018 and a significant increase over the \$0.4 million net loss reported for the three months ended September 30, 2017. For the nine months ended September 30, 2018, net income was approximately \$3.3 million, a significant improvement over the \$0.5 million net loss reported for the nine months ended September 30, 2017;
- For the three months ended September 30, 2018, basic net income was \$0.28 per share, a 22% increase over the \$0.23 net income per share reported for the three months ended June 30, 2018 and a significant increase over the \$0.07 net loss per share reported for the three months ended September 30, 2017. For the nine months ended September 30, 2018, basic net income was \$0.54 per share, a significant improvement over the \$0.10 net loss per share for the nine months ended September 30, 2017;
- For the three months ended September 30, 2018, diluted net income was \$0.22 per share, a 22% increase over the \$0.18 per share reported for the three months ended June 30, 2018 and a significant increase over the \$0.06 net loss per share reported for the three months ended September 30, 2017. For the nine months ended September 30, 2018, diluted net income was \$0.41 per share, a significant improvement over the \$0.08 net loss per share reported for the nine months ended September 30, 2017;
- For the three months ended September 30, 2018, FFO was \$0.16 million, a 21% increase over the \$0.13 million reported for the three months ended June 30, 2018 and a significant improvement over the \$0.57 million net loss reported for the three months ended September 30, 2017. For the nine months ended September 30, 2018, FFO was \$0.6 million, a significant improvement over the \$1.5 million net loss reported for the nine months ended September 30, 2017;

- For the three months ended September 30, 2018, AFFO was \$0.23 million, a 40% increase over the \$0.16 million reported for the three months ended June 30, 2018 and a 75% increase over the \$0.13 million reported for the three months ended September 30, 2017. For the nine months ended September 30, 2018, AFFO was \$0.7 million which was a significant improvement over the \$0.5 million net loss reported for the nine months ended September 30, 2017;
- For the three months ended September 30, 2018, FFO per share was \$0.03, a significant improvement over the \$0.02 reported for the three months ended June 30, 2018 and the \$0.11 loss per share reported for the three months ended September 30, 2017. For the nine months ended September 30, 2018, FFO per share was \$0.10, a significant improvement over the \$0.33 loss reported for the nine months ended September 30, 2017;
- For the three months ended September 30, 2018, AFFO per share was \$0.04, an increase over the \$0.03 per share reported for the three months ended June 30, 2018 and the three months ended September 30, 2017. For the nine months ended September 30, 2018, AFFO per share was \$0.12, a significant improvement over the \$0.11 net loss reported for the nine months ended September 30, 2017;
- \$8.31 Net Asset Value (“NAV”) per Share based on an IFRS book value of equity of approximately \$50.9 million, a 3% increase over the \$8.10 NAV per Share as reported at June 30, 2018;
- Results for the period ended September 30, 2018 are as follows:

	Three Months Ended			Nine Months Ended		
	Sept 30, 2018	June 30, 2018	Sept 30, 2017	Sept 30, 2018	Sept 30, 2017	
Net Income/(Loss)	\$ 1,681,890	\$ 1,417,017	\$ (358,904)	\$ 3,276,200	\$ (455,237)	
FFO	\$ 161,460	\$ 132,966	\$ (570,321)	\$ 625,464	\$ (1,529,020)	
AFFO	\$ 230,447	\$ 164,317	\$ 132,049	\$ 745,570	\$ (531,583)	
Adjusted FFO	\$ 176,918	\$ 134,658	\$ 29,372	\$ 641,506	\$ (925,324)	
Adjusted AFFO	\$ 230,447	\$ 164,317	\$ 249,993	\$ 745,570	\$ (413,639)	
Net Income/(Loss) Per Share	\$ 0.28	\$ 0.23	\$ (0.07)	\$ 0.54	\$ (0.10)	
Diluted Net Income Per Share	\$ 0.22	\$ 0.18	\$ (0.06)	\$ 0.41	\$ (0.08)	
FFO per Share	\$ 0.03	\$ 0.02	\$ (0.11)	\$ 0.10	\$ (0.33)	
AFFO Per Share	\$ 0.04	\$ 0.03	\$ 0.03	\$ 0.12	\$ (0.11)	
Adjusted FFO Per Share	\$ 0.03	\$ 0.02	\$ 0.01	\$ 0.10	\$ (0.20)	
Adjusted AFFO Per Share	\$ 0.04	\$ 0.03	\$ 0.05	\$ 0.12	\$ (0.09)	

- **Improved Occupancy** Multi-Family Investment Portfolio occupancy improved by 20 basis points to 96.8% over the 96.6% reported for the three months ended June 30, 2018. The Joint Venture Investments occupancy improved by 110 basis points to 93.2% over the 92.1% reported for the three months ended June 30, 2018;
- **Improved Average Monthly Rents:** Multi-Family Investment Portfolio average monthly rent improved by 1.0% to \$1,098 per unit over the \$1,085 per unit reported for the three months ended June 30, 2018. Joint Venture Investments average monthly rent improved by 1% to \$971 per unit over the \$962 per unit reported for the three months ended June 30, 2018;

- **Brentwood, Maryland JV Refinancing, IFRS Valuation and Value-Add Activities:** On October 3rd, the Company announced that the Brentwood, Maryland Joint Venture undertook the following accretive activities:
 - **New \$10.3 Secured Mortgage Financing:** Entered into a \$10.3 million, 4.81% secured first mortgage financing. (the “**New Mortgage**”). The New Mortgage has a 15 year term and includes an interest-only period of seven years and then a 30 year amortization thereafter. The net proceeds received from the New Mortgage were used to refinance the two assumed mortgages and fully repay the preferred equity investment that was in place;
 - **IFRS Valuation Increase:** As part of the New Mortgage, the Brentwood, Maryland JV received an independent third party appraisal that appraises the value of the real estate investments at \$13.7 million. As such, the Brentwood, Maryland JV will have a total overall IFRS valuation increase of \$3.4 million since acquisition. Given the 25% ownership interest in the Brentwood, Maryland JV and including IFRS valuation increases taken to date, the Company recorded an IFRS valuation increase of \$0.3 million in its equity investments; and
 - **14 New Apartment Units Expected to Generate 100% Return on Cost:** The Brentwood, Maryland JV has also been approved to construct 14 additional apartment units on site for an expected cost of approximately \$0.8 million or \$60,000 per apartment unit. Once leased, these apartment units are expected to increase in value to \$120,000 per apartment unit, in line with the recent IFRS valuation increase as outlined above, generating an immediate 100% return on expected cost;

The accretion impact of the New Mortgage and the IFRS Valuation increase impacted Q3/2018 earnings positively by approximately \$0.05 per share. Once completed, the accretion impact of the 14 apartment units are expected to impact future earnings by an additional \$0.14 per share annually;

- **68% of Atlanta Single Family Home Portfolio Sold. Only 39 Single Family Homes Remain:** The Company has sold firm 81 of its 120 single family homes located in Atlanta, or approximately 68% of the total portfolio, for gross proceeds of approximately \$8.5 million (\$7.9 million net of estimated closing costs). Of these sales, 52 have officially closed for gross proceeds of approximately \$5.6 million (\$5.2 million net of closing costs). The remaining 29 sales totalling gross proceeds of approximately \$2.9 million (\$2.7 million net of estimated closing costs) are expected to close during Q4/2018. The remaining unsold 39 single family homes, which have a current list price of approximately \$5.0 million (\$4.8 million net of estimated closing costs) are anticipated to generate on closing net proceeds sufficient to fully repay the existing Debenture and provide the Company with additional working capital;
- **\$4.1 Million Full Repayment of the Atlanta Mortgage:** On September 13, the Company announced the refinancing of its \$4.0 million first mortgage secured by 120 single family homes located in Atlanta, Georgia (the “**Atlanta Mortgage**”) with a new one-year, \$4.1 million first mortgage loan with a 6.5% annual interest rate, payable monthly and interest-only, that was secured by 120 single-family homes located in Atlanta, Georgia. Due to a combination of working capital and single family home sales as outlined below, the Company has fully repaid the Atlanta Mortgage;

- **\$4.4 Million in Debt Repayments leave just \$3.7 Million of the Convertible Debentures (“Debentures”) or only 22% of the Original Balance Outstanding:** During the quarter ended September 30, 2018, the Company repaid \$1.3 million leaving a principal balance of approximately \$6.8 million. Subsequent to the quarter ended September 30, 2018, the Company repaid an additional \$3.1 million of the Debentures, leaving an outstanding balance of approximately \$3.7 million or only 22% of the original balance;
- **Fifth Consecutive Paid Dividend:** On October 15, 2018, dividends of \$0.05625 per common share were paid to shareholders of record on September 28, 2018. This payment represented the fifth consecutive dividend payment for the Company;
- **Dividend Increase Announced:** On October 23, 2018, the Company announced that as a result of the disposition of its single family homes to date and ultimate debt repayment combined with accretive acquisition activity, it will be implementing a 5% dividend increase to \$0.236 per Share per annum effective January, 2019. This equates to a quarterly dividend of \$0.059 per Share. As a result, the Company announced that it has declared and approved the following quarterly dividends:
 - \$0.05625 per Share for shareholders of record on December 31, 2018 payable on or about January 15, 2019; and
 - \$0.059 per Share for shareholders of record on March 29, 2019 payable on or about April 15, 2019;
- **New Independent Director:** On November 5, 2018, the Company announced the appointment of Ojus Ajmera as an independent director of the Company. Ojus is the co-founder of FGF Brands (“**FGF**”). FGF is one of North America’s largest and fastest growing baking companies, focusing on providing baked goods to foodservice and retailers across North America. Ojus has deep experience in real estate as he has transacted in approximately \$500 million of real estate throughout North America. The appointment of Ojus is subject to TSXV approval;
- **\$25.9 Million New York City Acquisition:** On November 5, 2018, the Company announced that it has entered into a joint venture with SBT Property to acquire a 132 unit multi-family residential portfolio comprised of three buildings located in New York City (the “**Tinton Portfolio**”). The Tinton Portfolio, which is anticipated to close during the fourth quarter of 2018, will be acquired for approximately \$25.9 million (including transaction costs), representing a 5.8% going-in capitalization rate or \$223 per square foot.

The Tinton Portfolio will be financed, in part, by three new secured first mortgages at a 4.4% interest rate for approximately \$16.6 million. The terms of the financing include a two year interest-only period, 30 year amortization and a seven year term. The remaining capital requirement of approximately \$9.3 million will be funded through a combination of (i) \$5.6 million of preferred equity yielding 8.0% held by the Company; and (ii) \$3.7 million of common equity held 50% by the Company and 50% by SBT Property. The expected cash return on the Company’s investment in the preferred and common shares is expected to be approximately 8.6%; and
- **Non Brokered Private Placement:** On November 5, 2018, the Company announced a non-brokered private placement to issue up to 850,000 Common Shares and Warrants of the Company (collectively “Units”) for total proceeds of approximately \$6.8 million. The non-brokered private placement, which is anticipated to close during the fourth quarter of 2018, has an Offering Price of US\$8.10 per Unit.

Each Warrant will entitle the holder to purchase one Common Share of the Company at any time commencing on the date of closing until the date that is two years from the date of issuance, at a price of US\$9.50 per Common Share.

For the complete financial statements including Management's Discussion & Analysis, please visit www.sedar.com or the Company's website at www.firmcapital.com

ABOUT FIRM CAPITAL AMERICAN REALTY PARTNERS CORP.

Firm Capital American Realty Partners Corp. (the "**Company**") is a U.S. focused real estate investment entity that pursues real estate and debt investments through the following platforms:

- **Income Producing Real Estate Investments:** Acquiring income producing real estate assets in major cities across the United States. Acquisitions are completed solely by the Company or in joint-venture partnership with local industry expert partners who retain property management responsibilities; and
- **Mortgage Debt Investments:** Real estate debt and equity lending platform in major cities across the United States, focused on providing all forms of bridge mortgage loans and joint venture capital.

CAUTIONARY NOTE REGARDING FORWARD-LOOKING STATEMENTS

Certain information in this news release constitutes forward-looking statements under applicable securities law. Any statements that are contained in this news release that are not statements of historical fact may be deemed to be forward-looking statements. Forward-looking statements are often identified by terms such as "may", "should", "anticipate", "expect", "intend" and similar expressions. Forward-looking statements in this news release include, but are not limited to, statements regarding the Company's single family property disposition program and debt repayments, which may not be completed within the estimated time frames specified above or at all. Failure to complete the steps described above or any delays in their implementation may have a material adverse effect upon the business of the Company and its market value. There is no assurance that the Company will be able to complete the disposition of the single property disposition portfolio at anticipated values or at all or that market conditions will support the debt and equity raises contemplated by the Company. There is no assurance that the implementation of the steps described above, even if completed as described above, will increase the market value of the Company's securities, which is subject to numerous factors beyond the Company's control.

Forward-looking statements necessarily involve known and unknown risks, including, without limitation, risks associated with general economic conditions; adverse factors affecting the U.S. real estate market generally or those specific markets in which the Company holds properties; volatility of real estate prices; inability to complete the Company's single family property disposition program or debt restructuring in a timely manner; inability to access sufficient capital from internal and external sources, and/or inability to access sufficient capital on favourable terms; industry and government regulation; changes in legislation, income tax and regulatory matters; the ability of the Company to implement its business strategies; competition; currency and interest rate fluctuations and other risks.

Readers are cautioned that the foregoing list is not exhaustive. Readers are further cautioned not to place undue reliance on forward-looking statements as there can be no assurance that the plans, intentions or expectations upon which they are placed will occur. Such information, although considered reasonable by management at the time of preparation, may prove to be incorrect and actual results may differ materially from those anticipated. Forward-looking statements contained in this news release are expressly qualified by this cautionary statement.

Certain financial information presented in this press release reflect certain non-International Financial Reporting Standards (“**IFRS**”) financial measures, which include NOI, FFO and AFFO. These measures are commonly used by real estate investment companies as useful metrics for measuring performance, however, they do not have standardized meaning prescribed by IFRS and are not necessarily comparable to similar measures presented by other real estate investment companies. These terms are defined in The Company’s Management Discussion and Analysis for the quarter and year ended December 31, 2017 filed on www.sedar.com.

Neither the Exchange nor its Regulation Services Provider (as that term is defined in the policies of the TSX Venture Exchange) accepts responsibility for the adequacy or accuracy of this release.

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