CHISHOLM POINTE BUILD-TO-RENT COMMUNITY



CAPSTONE TEAM

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executive summary investment highlights



EXECUTIVE SUMMARY

Capstone Companies is pleased to present *Chisholm Pointe*, a 216-unit under construction build-to-rent community located in the Chisholm Creek area of Oklahoma City, Oklahoma. The property offers a rare unit mix of one-bedroom, two-bedroom, and three-bedroom units, as well as featuring luxury Class A finishes and curated amenities. This property caters to the growing rent-by-choice crowd seeking an alternative to traditional apartments and urban areas. Nestled between Broadway Extension Lake Hefner Parkway and the John Kilpatrick Turnpike, residents benefit from the convenient access to an abundance of job opportunities and economic demand drivers throughout the Oklahoma City MSA. The favorable location, proven concept, and some of the top finishes in the market position Chisholm Pointe as an excellent investment opportunity.

INVESTMENT HIGHLIGHTS:

- New Construction
- Proven Concept
- Superior Location













TYPF

Build-to-Rent

Community

* The first certificate of occupancy is expect to be issued by June 30th, then 10 units every month until completion.

NEW CONSTRUCTION

Chisholm Pointe offers new ownership the advantages of high quality new construction. The property boasts noteworthy spacious floorplans and intentional interior finishes that the submarket's renter pool demands. New ownership will benefit from minimum maintenance due to the age of the asset, the community's remarkable construction quality, and use of highcaliber materials. The developer has recently delivered multiple build-to-rent communities in the immediate submarket and has a proven track record as a premier multi-family developer. Their site selection, building materials, and community amenities are unrivaled by competitors.

NEW CONSTRUCTION FURNISHINGS & COMMUNITY AMENITIES

Interior Finishes	Exterior Finishes	Community Amenities		
Quartz Kitchen Countertops	Composite Roof Shingles	Community Clubhouse		
Stainless Steel GE Refrigerator	Painted Fiber Cement Siding	Pickleball Court		
Stainless Steel GE Electric Range	Brick Veneer	Gym		
Stainless Steel GE Refrigerator	Gutters	Outdoor Living Areas		
Stainless Steel Kitchen Faucets	Double Pane Windows	Fire Pit		
Stainless Steel GE Microwave	Fenced Yards	Putting Green		
Painted White Cabinetry	Garage Doors	Gated Community		
Modern Kitchen Hardware	Sodded Yards			





Example images of finishes by same builder

Subway-Style Backsplash in Kitchen

Stainless Steel Bathroom Faucets

Quartz Bathroom Countertops

Tiled Shower Walls

Low Flow Toilets

Luxury Vinyl Plank Flooring

Electric GE W/D

Modern Bathroom Hardware

Built-in Closet Shelving

PROVEN CONCEPT

Build-to-rent communities are one of the hottest rental options in the country, especially in suburban areas located directly outside of major downtowns such as Oklahoma City. Working professionals between the age of 20 to 34 make up more than 21.5% of Oklahoma County's demographic. This renter demographic gravitates towards suburban rental housing, as opposed to the options available in the denser urban core or other for sale options.

In suburban areas surrounding Oklahoma City, build-to-rent communities have been highly successful, evident by their constant lease-up, sustained occupancy, and continual rent increases. Oklahoma City is considered one of the most attractive markets for the build-to-rent product type; this is proven by the successful comparable developments in the submarket such as the Western Townhomes, Del Norte Duplexes, Camino Del Plaza, and the Chisholm Creek Duplexes. Trulo Homes was a recently delivered build-to-rent community in Jenks, OK achieving unprecedented lease up rental rates. Rents of \$1,460, \$1,850 and \$2,275 for 1BR, 2BR and 3BR respectively prove the strong demand. These new construction developments have proven the demand for townhome and duplex build-to-rent communities by leasing up quickly at asking rental prices. Chisholm Pointe is poised to capitalize on this momentum by offering higher quality construction, superior finishes, two car garages, spacious yard sizes, unmatched community amenities, and comparable leaseup prices to that of the developments mentioned.

Build-to-Rent Community Advantages:

- Strong Lease-Up
- Sustained Occupancy
- Continual Rent Increases

SUPERIOR LOCATION

Chisholm Pointe offer a superior location within an area seeing forward momentum. With access to new and exciting amenities, great connectivity to major thoroughfares, and growing employment, these homes will see a solid tenant base throughout ownership. Chisholm Pointe is strategically located in an employment rich part of Oklahoma City. With a combination of higher education, medical centers, governmental, and technology jobs, Oklahoma City has outpaced most of the country, as well as other regional MSAs, when it comes to employment growth. Employment in the Oklahoma City MSA boasts the third lowest unemployment rate in the United States. (Bureau of Labor Statistics as of July 16th, 2021)

EMPLOYMENT

In close proximity to the property, there is an abundance of employment opportunities with exceptional employers surrounding Quail Springs Mall, Loves Travel Stops Headquarters, as well as many other retail opportunities in the immediate area.



SURROUNDING AREA

The Chisholm Creek Area, which is only a four-minute drive from the duplexes, boasts national brands such as Cabela's, Top Golf and Cycle Bar, Fuzzy's Tacos, Chalk Sports Bar, Chicken Foot, Starbucks, and Torchy's Tacos. In addition to the large fan favorites, Chisholm Pointe offers local hot spots such as Bandee's Barbecue, Yokozuna Sushi, The Surf Bar, Uncle Julio's Mexican, Side Car & Wine Bar, Hatch Early Mood Food and Birra Birra Craft Pizzeria. This truly unique development also offers indoor skydiving, Driving Range Golfing, and the state's only Solo's Park and Pub. This up-and-coming district has multiple multi-family projects planned which Chisholm Pointe will beat to market.

Quail Springs Mall is within a six-minute drive of Chisholm Pointe and boasts over 93 stores comprised of retail shopping, dining, and entertainment vendors. This thriving mall has announced nine new store openings for 2022-2023. The Quail Springs Mall area includes multiple flagship dining options as well as Life Time Athletics, a luxury gym and spa.

Chisholm Pointe is only a short distance to Nichols Hills, one of the highest earning neighborhoods in Oklahoma. The amenities in the Nichols Hills area are able to accommodate a variety of needs, with establishments such as Whole Foods, Trader Joes, Lululemon, Athleta, BC Clark Jewelers and many other high-end retailers. The Nichols Hills Shopping amenities are an 11-minute drive from Chisholm Pointe.

DINING	DISTANCE (MIN)	SHOPPING	DISTANCE (MIN)	ENTERTAINMENT	DISTANCE (MIN)
Fuzzy's Tacos	5	Cabela's	5	Top Golf	4
Chalk Sports Bar	6	Metro Shoe Warehouse	5	Cycle Bar	4
Chicken Foot	6	Costco	4	iFly Indoor Skydiving	6
Starbucks	8	Target	7	Solo's Park and Pub	4
Torchy's Tacos	4	Dicks Sporting Goods	7	AMC Theater	7
Bandee's BBQ	5	Old Navy	5	Main Event	4
Yokozuna Sushi	5	Lowes	6	Round 1 Entertainment	7
The Surf Bar	5	Walmart	5	Blue Zoo	7
Uncle Julio's	5	Sam's Club	5		
Sidecar Bar & Wine Lounge	5	At-Home	7		
Hatch Early Mood Food	5	Best Buy	6		
Birra Birra Craft Pizzeria	6	Marshalls	5		
RK- Ramsey's Kitchen by Gordan Ramsey	5				

	QUAIL S	PRINGS MALL (6 MINUTES)	
American Eagle	Champs	Dillard's	Pacsun	Vans
H&M	Hot Topic	Lucca	The Fix	Zale's
Bath & Body	City Gear	Earthbound	Pink	Victoria Secret
Works	JC Penny	Trading Co.	Footlocker	Zumies
Helzberg	Claire's	Lids	Rue21	Visionworks
Diamonds	Journeys	Express	Franchesca's	
Buckle	CNS Jewelers	Maurice's	Sunglass Hut	
Hibbet Sports	Life Time Athletic	Finish Line	Von Maur	

PROPERTY DESCRIPTION

property details parcel view site plan floor plans

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PROPERTY DETAILS

RENTAL RATES & UNIT MIX SUMMARY

		UNIT TYPE	UNITS	SF/UNIT	TOTAL SF	RENT/UNIT	RENT/SF
\bigcirc	1800 NW 115th St ADDRESS	1 BR/1 BA	32	683	21,856	\$1,150	\$1.68
		2 BR/2 BA (One-Car Garage)	68	926	62,968	\$1,500	\$1.62
		2 BR/2 BA	64	1,079	69,056	\$1,450	\$1.34
	Oklahoma City, OK CITY/STATE	2 BR/2 BA	32	1,125	36,000	\$1,525	\$1.36
		3 BR/2 BA (Two-Car Garage)	20	1,355	27,100	\$1,700	\$1.25
		TOTALS/AVERAGES	216	1,005	216,980	\$1,456	\$1.45



216 **# OF UNITS** 22.33 ACREAGE

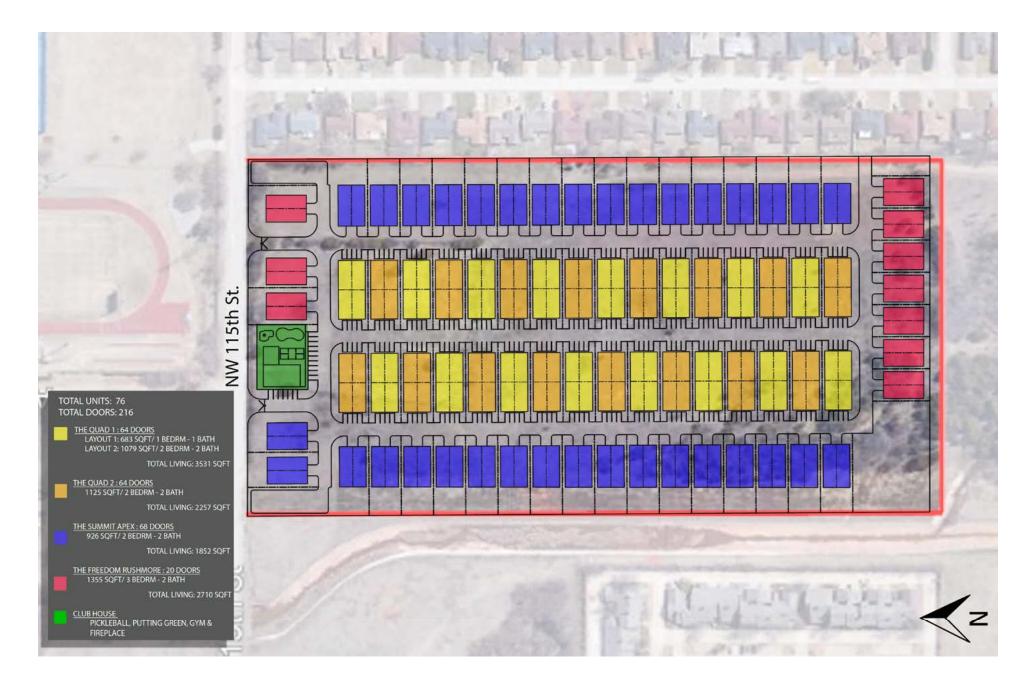
* The first certificate of occupancy is expect to be issued by June 30th, then 10 units every month until completion.



PARCEL VIEW



SITE PLAN



14 PROPERTY DESCRIPTION

SITE PLAN

THE QUAD 1

THE QUAD 2





THE FREEDOM RUSHMORE



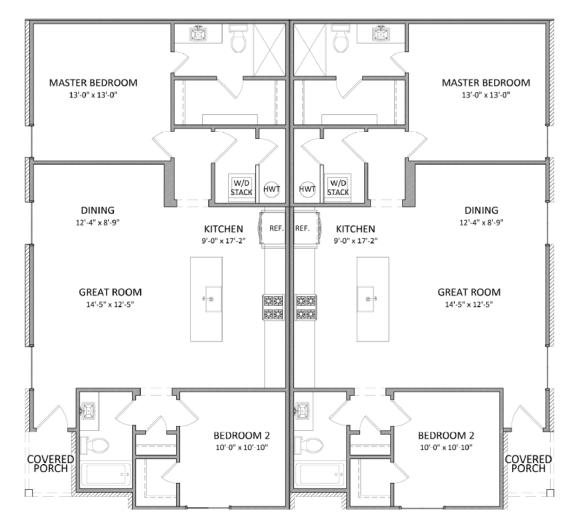


FLOOR PLANS

THE QUAD 1

THE QUAD 2





16 PROPERTY DESCRIPTION

FLOOR PLANS

THE SUMMIT APEX

THE FREEDOM RUSHMORE



CHISHOLM POINTE DUPLEXES 17



area overview market fundamentals economy & population nearby amenities

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AREA OVERVIEW

Oklahoma City (OKC), the state capital of Oklahoma, is the largest city within the state and the 25th-largest metro in the U.S. Known as the Modern Frontier, the city is rooted in Native American and Western culture and continues to embody this as it grows and revitalizes. Many distinct neighborhoods and districts offer unique areas throughout OKC. With thriving restaurants, craft breweries, sports, outdoor recreation, family entertainment, and contemporary art, the area has something for everyone.

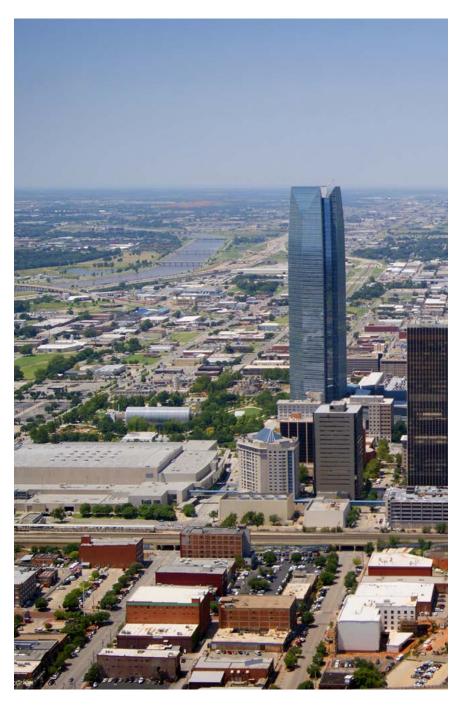
Much of Oklahoma City's recent success is attributed to the urban renaissance taking place within the city through a series of projects over the past decade. MAPS 3, a \$777 million capital improvement program, was designed to improve the quality of life within the city and was completed in late 2020. Significant improvements to the area through infrastructure, transportation, parks, and greenspaces has transformed the future of OKC and sparked positive growth for years to come.

MARKET FUNDAMENTALS

Thanks to a surge in demand from renters, the Oklahoma City multi-family market is performing well, leading to record-setting low vacancy rates and rent growth. Meanwhile, as the multi-family market has outperformed, investment has also trended higher this year. As a result, vacancy rates have compressed to their lowest point on record.

Demand in downtown Oklahoma City has returned as well, after reporting some move-outs last year. The continued revitalization through MAPS has helped stimulate growth for downtown Oklahoma City. Investment in the urban core will further improve infrastructure and has attracted more businesses and people to downtown, increasing the likelihood of multi-family demand here for years to come.

Oklahoma City has continued to attract more non-energy employers to the area, helping to diversify the tenant base and adding more stability to the economy. As a result, more people have begun to flock to the city, and the employment rate has steadily increased.



ECONOMY OVERVIEW

THRIVING ECONOMY AND JOBS

Oklahoma City is home to three of the nation's largest energy producers, and the energy sector accounts for roughly 3% of total employment and 10% of overall earnings in the region. The metro's exposure to the energy industry is nearly 10 times higher than the national average, second only to Houston. Late last year, Oklahoma City's Devon Energy and Tulsa-based WPX announced it would become one company, making it one of the largest oil producers in the United States, worth an estimated \$12 billion. The combined company will keep the Devon Energy name with headquarters in Oklahoma City.

The region is also becoming a draw for tech firms. The expansion of Heartland Payment Systems is a positive sign for the diversification of the Oklahoma City economy. In mid-2020, Heartland completed its new \$40 million headquarters at NW Fifth and Broadway. The seven-story, 100,000-SF office will house 550 employees, and the company is adding another 400 jobs to the recently renovated Mideke building in Bricktown.

OKANA RESORT

In October 2022, the Chickasaw Nation broke ground on a \$300 million resort that will feature a hotel, indooroutdoor water park, retail, dining, and conference facilities. The resort will be located next to the First Americans Museum, which honors Oklahoma's 39 tribal nations and is home to the National Native American Hall of Fame. OKANA will be a massive entertainment complex and tourism draw for Oklahoma City due to its scale and unique features. Initial projections have the resort employing more than 400 people with an annual economic impact of almost \$100 million in its first year alone.

POPULATION					
	2016	2017	2018	2019	2020
Oklahoma City (City)	639,924	642,822	647,912	655,057	681,054
Oklahoma City (MSA)	1,372,985	1,381,492	1,393,605	1,408,950	1,425,695
Oklahoma (State)	3,926,331	3,931,316	3,940,235	3,956,971	3,959,353

TOP 25 MOST LIVABLE CITY IN THE U.S. -SMARTASSET-

BEST PLACE FOR STARTUPS TO EXPAND -ZILLOW-

#4 BEST CITY TO WORK FOR A SMALL BUSINESS -JUSTBUSINESS-

#9 BEST CITY TO START YOUR CAREER -ZIPPIA-

> #20 BEST RUN CITY IN THE U.S. -WALLETHUB-

CHISHOLM POINTE DUPLEXES 21

NEARBY AMENITIES AND ATTRACTIONS





TIME FROM CHISHOLM POINT DUPLEXES

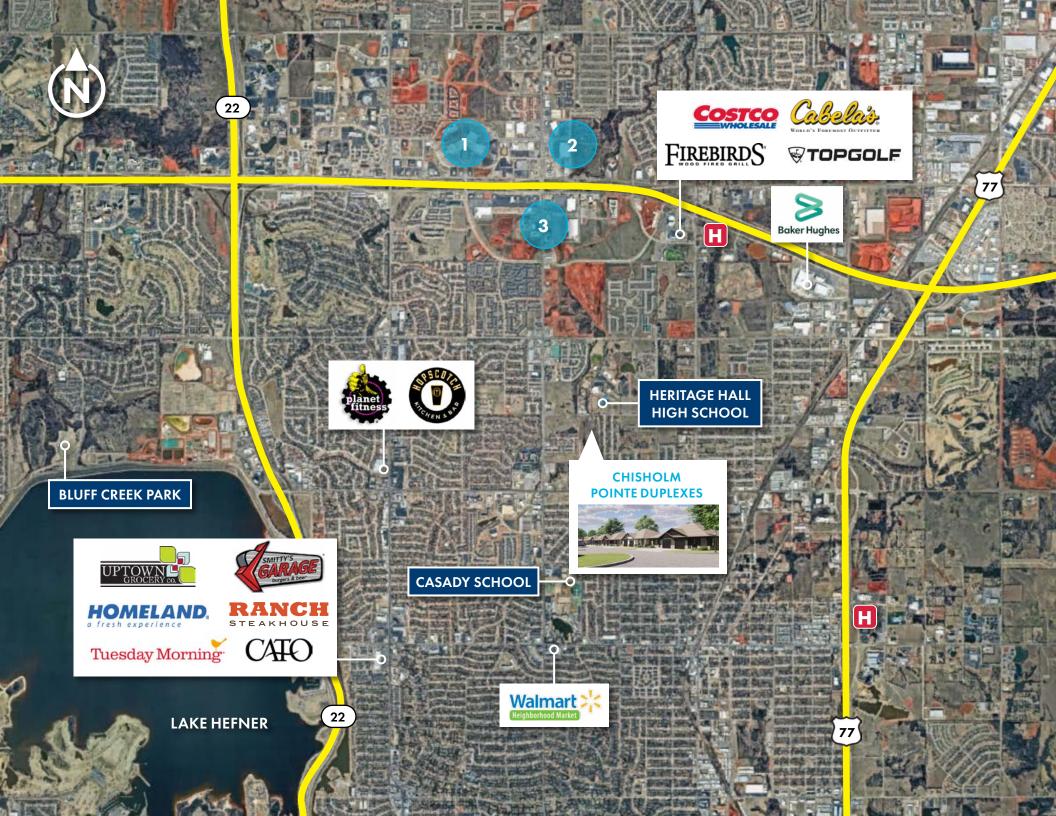
Chisholm Creek (TopGolf, CostCo, Etc.): 5-Minute Drive

Quail Springs Marketplace: 5-Minute Drive

Quail Springs Mall: 6-Minute Drive

Memorial Square: 7-Minute Drive

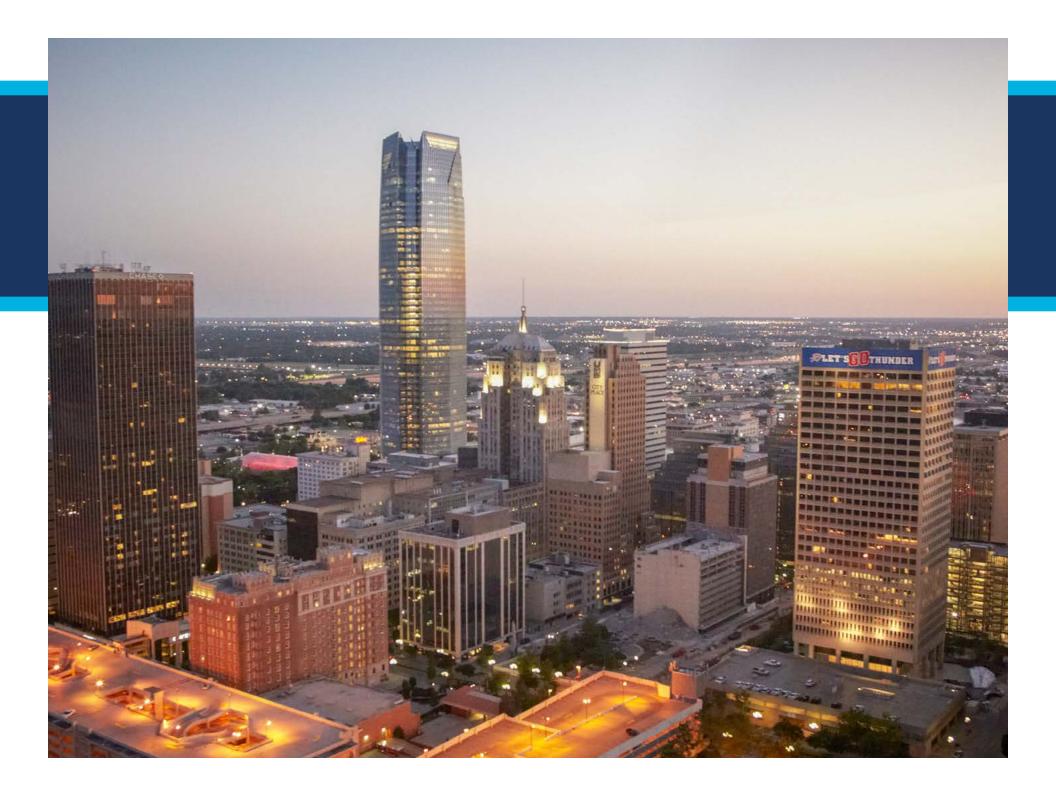
Downtown OKC: 14-Minute Drive



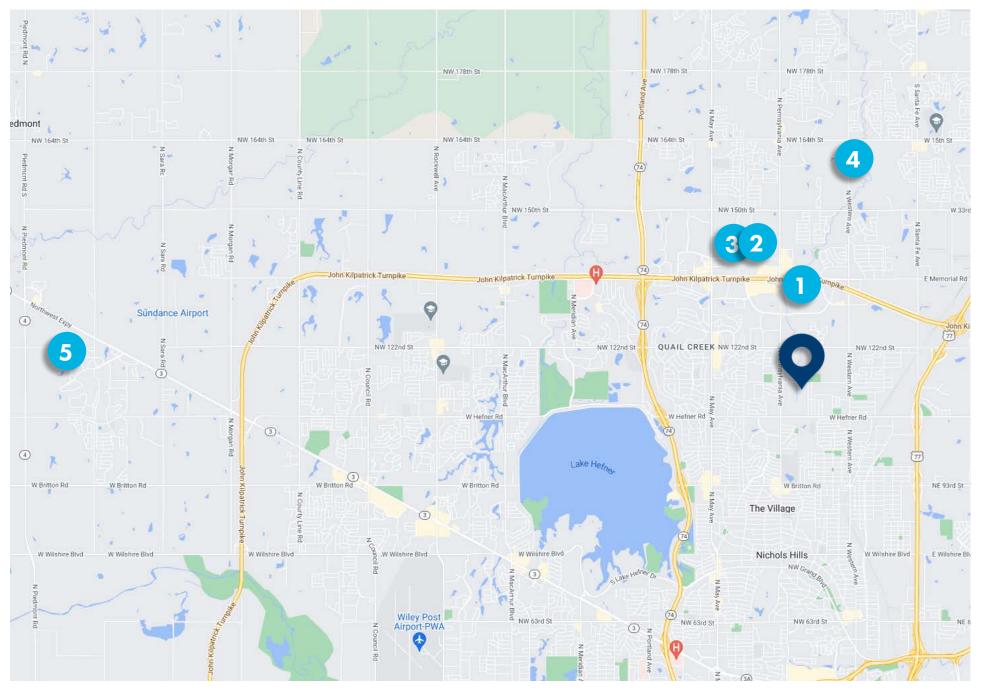


rental competitors





RENTAL COMPETITORS



26 APARTMENT MARKET

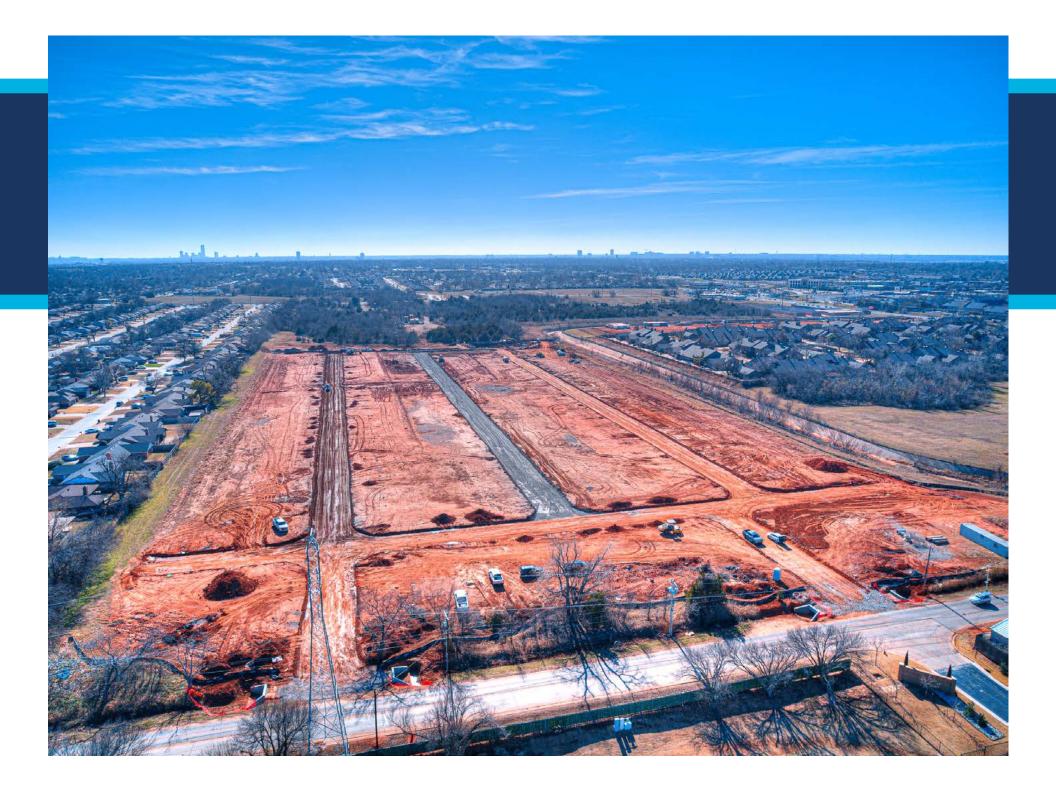
RENTAL COMPETITORS

	PROPERTY	ADDRESS	CITY, STATE	YOC	UNITS	OCCUPANCY	RENT/UNIT	RENT/SF
0	Chisholm Pointe	1800 NW 115th St	Oklahoma City, OK	UC	216	N/A	\$1,456	\$1.46
1	Argon Apartments	13600 N Blackwelder Ave	Oklahoma City, OK	2018	287	91.8%	\$1,501	\$1.87
2	Stonehorse Crossing	2600 Watermark Blvd	Oklahoma City, OK	2019	300	95.3%	\$1,380	\$1.42
3	The Reserve at Quail North	2600 Watermark Blvd	Oklahoma City, OK	2016	280	94.3%	\$1,392	\$1.25
4	Western Townhomes	16116 N Western Ave	Edmond, OK	2018	42	100.0%	\$2,185	\$1.00
5	The Del Norte Duplexes	12221 Angeles Way	Yukon, OK	2017	82	93.7%	\$1,650- \$1,850	\$0.99
	Averages			2018	198	95.0%	\$1,615	\$1.31



cash flow analysis underwriting assumptions





CASH FLOW ANALYSIS

	YEAR PRO FO		YEAR 2 PRO FORMA	YEAR 3 PRO FORMA
	TOTAL	PER UNIT	TOTAL	TOTAL
INCOME				
1 Market Rent	3,772,800	17,467	3,904,848	4,041,518
2 Loss-to-Lease	(37,728)	(175)	(39,048)	(40,415)
GROSS POTENTIAL RENT	\$3,735,072	\$17,292	\$3,865,800	\$4,001,103
3 Vacancy Loss	(224,104)	(1,038)	(193,290)	(200,055)
4 Concession	(18,675)	(86)	(19,329)	(20,006)
5 Bad Debt	(9,338)	(43)	(9,664)	(10,003)
EFFECTIVE RENTAL INCOME	\$3,482,955	\$16,125	\$3,643,516	\$3,771,039
6 Other Income	102,714	476	106,309	110,030
EFFECTIVE GROSS INCOME	\$3,585,669	\$16,600	\$3,749,826	\$3,881,069
Annual EGI Increase			4.6%	3.5%
EXPENSES				
7 Repairs & Maintenance	48,600	225	49,572	50,563
8 Turnover/Make-Ready	27,000	125	27,540	28,091
9 Salaries and Payroll	218,906	1,013	223,284	227,750
10 General & Admin	27,000	125	27,540	28,091
11 Marketing	16,200	75	16,524	16,854
12 Contractor Services	48,600	225	49,572	50,563
13 Utilities	45,000	208	45,900	46,818
14 Management Fee	143,427	664	149,993	155,243
15 Insurance	145,800	675	145,800	145,800
16 Real Estate Taxes	393,355	1,821	401,222	409,246
TOTAL OPERATING EXPENSE	\$1,113,888	\$5,157	\$1,136,947	\$1,159,020
Expense % of EGI	31.1%		30.3%	29.9%
NET OPERATING INCOME	\$2,471,781	\$11,443	\$2,612,878	\$2,722,049

UNDERWRITING ASSUMPTIONS

		UNIT TYPE	UNITS	SF/UNIT	RENT/UNIT	RENT/SF	MONTHLY	ANNUAL
		1 BR/1 BA	32	683	\$1,150	\$1.68	\$36,800	\$441,600
,	MARKET RENT	2 BR/2 BA (One-Car Garage)	68	926	\$1,500	\$1.62	\$102,000	\$1,224,000
	MARKEI KEINI	2 BR/2 BA	64	1,079	\$1,450	\$1.34	\$92,800	\$1,113,600
		2 BR/2 BA	32	1,125	\$1,525	\$1.36	\$48,800	\$585,600
		3 BR/2 BA (Two-Car Garage)	20	1,355	\$1,700	\$1.25	\$34,000	\$408,000
		Totals/Averages	216	1,005	\$1,456	\$1.45	\$314,400	\$3,772,800
2	LOSS-TO-LEASE	The Pro Forma assumed Loss-to-Lease to be 1.0% of Scheduled Market Rent in Year One.						
3	VACANCY LOSS	The Pro Forma Year One Vacancy Loss is projected to be 6.0% of the Gross Potential Rent, comparable with historical trends and the market average in the submarket.						
4	CONCESSION	Concessions were projecte	ed to be 0.5%	in the Pro Forn	na Year One base	ed on current s	pecials and disc	ounts.
5	BAD DEBT	Bad Debt is projected to be tenant screening.	e 0.25% of Gi	oss Potential Re	ent in Pro Forma Y	′ear One base	d on current cred	it standards and
6	OTHER INCOME	The Other Income category includes all other sources of revenue not accounted for in the previous categories. Such items normally include income from application fees, late charges, termination fees, pet fees and rent, and other such sources. Other Income in Pro Forma Year One is projected to be 2.75% of Gross Potential Rent.						
7	REPAIRS & MAINTENANCE	ANCE Repairs & Maintenance expenses are projected to be \$225 per unit, which are consistent with market averages for product of this quality and vintage in the Oklahoma City market.						

Market Rent is based on proforma rents at Chisholm Pointe, as provided by management.

UNDERWRITING ASSUMPTIONS

TURNOVER/MAKE-READY 8

Turnover/Make-Ready expenses are assumed to be \$125 per unit, which is consistent with market averages for recently renovated product of this quality and vintage in the Oklahoma City market.

Salary and Payroll projections outlined in the following table are based on appropriate staffing levels and market average compensation standards in the Oklahoma City Market Leasing Bonuses are projected to be 15% of Salaries, while Benefits/Taxes are assumed to be 25% of Total Payroll.

		POSITION	# OF EACH	SALARY	TOTAL
		Admin	istration		
		FT Property Manager	1	\$52,500	\$52,500
		FT Assistant Manager	1	\$45,000	\$45,000
		Bonus at approx. 15% of Salaries			\$14,625
9	SALARIES AND PAYROLL	Administrative Subtotal	2		\$112,125
7	SALARILS AND FAIROLL	Burden (Benefits/Taxes) at 25% of Total Payroll			\$28,031
		Total Administrative Salaries/Benefits/Taxes			\$140,156
		Maintenar	ice & Repairs		
		FT Maintenance Supervisor	1	\$43,000	\$43,000
		Maintenance Tech	0.5	\$40,000	\$20,000
		Maintenance Subtotal	1.5		\$63,000
		Burden (Benefits/Taxes) at 25% of Total Payroll			\$15,750
		Total Maintenance Salaries/Benefits/Taxes			\$78,750
		Total Payroll	3.5		\$218,906
10	GENERAL & ADMIN	The Pro Forma Year One projected General & A	dministrative expe	enses to be \$125	ō per unit.
11	MARKETING	Marketing expenses are assumed to be \$75 per	unit for Pro Forma	a Year One.	
12	CONTRACTOR SERVICES	Contractor Services are assumed to consist of le projected to be \$225 per unit.	andscaping, snow	removal, and e	exterminating. P

UNDERWRITING ASSUMPTIONS

13	UTILITIES	Utility expenses typically include water, sewer, trash, and electricity for common area and vacant units. Utility expenses are project to be \$45,000 annually, or \$208 per unit, trended by 2.0% for inflation.
14	MANAGEMENT FEE	Management Fee is assumed to be 3.5% of Effective Gross Income which is consistent with industry norms for an asset of this vintage and quality.
15	INSURANCE	The Pro Forma Year One assumed an annual Insurance expense of \$675 per unit.
16	REAL ESTATE TAXES	Per Tax Assessor's office, Oklahoma County conducts a property revaluation every year in order to keep pace with changing market values. Oklahoma County's last reappraisal of all real property was effective on January 1, 2023. For all Oklahoma counties, tax assessment values are based on comparable properties and any value placed on a property must be equitable as compared to other properties' tax value per unit. Estimated ProForma Tax Value at 117.63 Millage \$393,354.72

CAPSTONE EXPERIENCE

Capstone sits atop the specialized sector of multi-housing investment sales for multiple reasons. Our deliberate and concentrated focus and expertise in not just primary markets, but the secondary and tertiary markets within our regions of coverage as well, identifies us as the ideal candidate for such assignments. Our track record of success can be attributed to our comprehensive coverage and expertise among these markets, as well as our relationships with the owners and investors who remain active in this environment.

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SALT LAKE CITY 6975 Union Park Ave., Suite 600 Cottonwood Heights, UT 84047

DALLAS Coming Soon! Dallas, TX

AUSTIN Coming Soon! Austin, TX

SEATTLE Coming Soon! Seattle, WA

Privately Owned Multi-Family

Brokerage Nationwide



Nationwide Apartments Sales RCA Analytics Q3 2022



Total Sales Volume Capstone has sold more than 150,000 units.

OFFERING DETAILS

Capstone Companies has been engaged as the exclusive listing Broker representative of the Owner for the sale of this property. No contact shall be made by any prospective purchaser or agents to the Owner, its executives, staff, personnel, tenants, or related parties.

This Investment Offering Memorandum is a confidential solicitation of interest, and the information provided herein is provided for the sole purpose of considering the purchase of the Property. The Owner expressly reserves the right, at its sole discretion, to reject any or all expressions of interest to purchase the Property or to terminate discussions with any entity at any time with or without notice. The Owner shall have no legal commitment or obligation to any entity reviewing the Investment Offering Memorandum or making an offer to purchase the Property unless and until the Owner executes and delivers a signed Purchase Agreement on terms acceptable to the Owner. By receipt of this Offering Memorandum, prospective purchaser will be deemed to have acknowledged the foregoing and agrees to release the Owner from any and all liability with respect hereto.

The enclosed materials are being provided solely to facilitate the prospective purchaser's own due diligence for which the purchaser shall be fully and solely responsible. All information contained herein is confidential in nature, and recipient agrees not to photocopy, duplicate, forward, distribute, or solicit third party interest without written permission and consent from Owner or Capstone Companies.

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PROPERTY TOURS

TBD

CALL FOR OFFERS DEADLINE

TBD

ASKING PRICE & TERMS

TBD, Property to be sold upon completion.

SOURCES

Property photos courtesy of Flow Real Estate Photography. All other images from ViewApart (p. 8), Sean Pavone (p. 19), Majestic Aerials (p. 20), and Greater OKC Chamber (p. 25), via Wikimedia, iStock, and CoStar. Market information and data from U.S. Census Bureau, Bureau of Labor Statistics, visitokc.com, and okcchamber.com.



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CHISHOLM POINTE BUILD-TO-RENT COMMUNITY

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