



HS Development Group

Luxury Multi-Family Real Estate

Multifamily at the CuttingEdge And Beyond



THE EDGE
AT LANGHAM CREEK
15831

THE EDGE AT LANGHAM CREEK
HOUSTON, TX

THE EDGE
AT LANGHAM CREEK
(281) 848-3295

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THE ICON I

HOUSTON, TX





THE ICON I
HOUSTON, TX



THE LOFTS - THE ICON II

HOUSTON, TX



Company Overview

HS Development Group is a Houston-based vertically integrated development, construction, and asset management firm specializing in a broad array of Class A assets from garden-style wrap and podium multifamily products to private student housing and active adult living communities. With a history of successful developments and a depth of industry-specific experience, the principals of HS bring a combined 60 years of industry experience and continue to create properties with well-thought-out and cutting-edge designs. We take pride in our dedication to delivering properties characterized by luxury, quality, and professionalism. Each apartment home in our portfolio features a choice of exquisite living spaces, the finest finishes, and market-leading amenities.



THE EDGE ON WASHINGTON
STEPHENVILLE TX

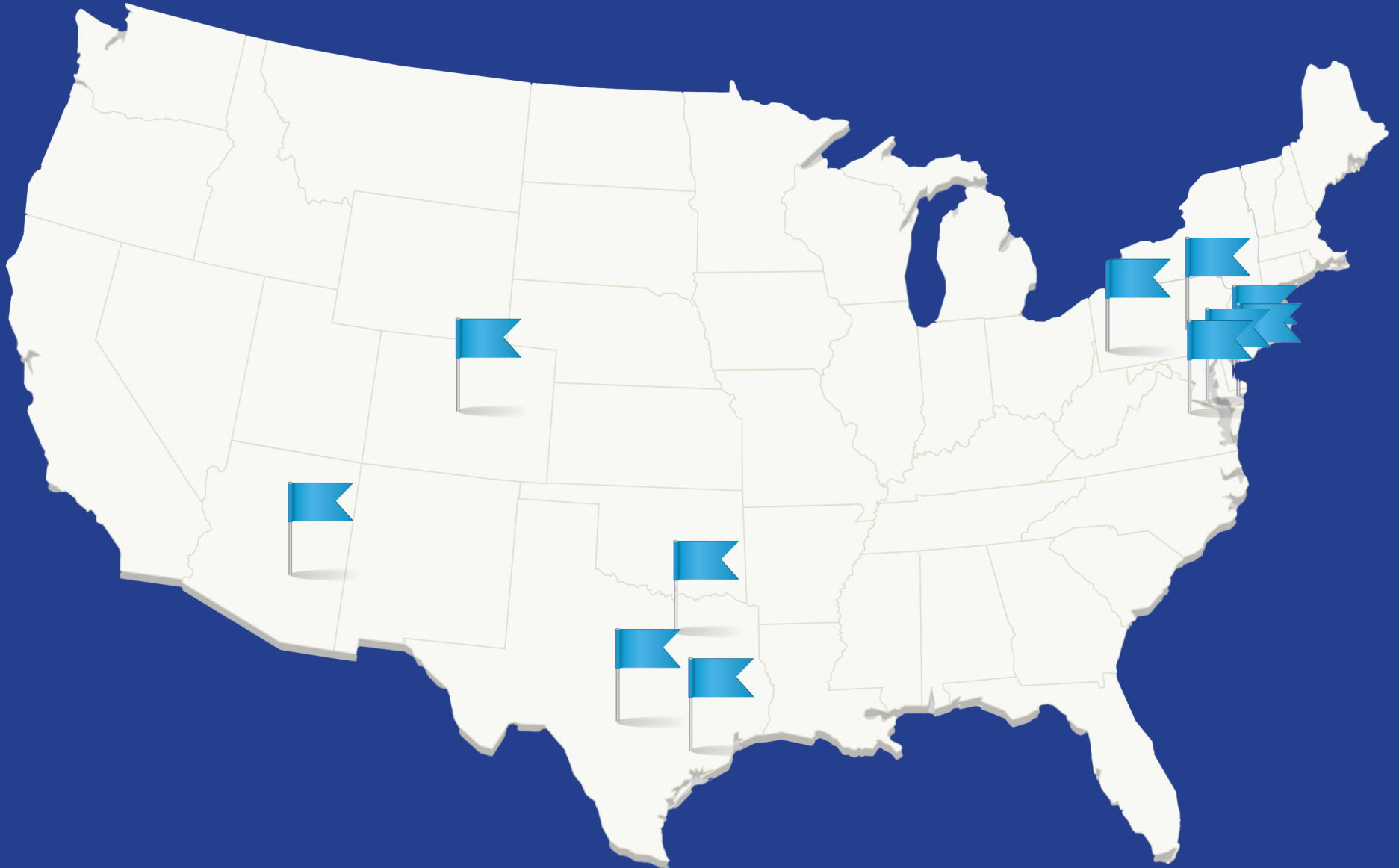
Corporate Profile

Our Commitment | HS ensures the success of our lenders, investors, and partners by understanding their unique needs and goals. We strive to deliver value through exceptional quality, service, and ethical standards. By fostering lasting relationships with capital providers, partners, vendors, and subcontractors, we promote shared success.

Our Philosophy | Our organization combines top talent and practices to deliver outstanding results. Our history and achievements reflect unmatched dedication and set a high standard for others.

Our Leadership | **HS Development Group** executive team has held management positions in national, publicly traded and private firms. We possess over 60 years of cumulative experience and have been involved with the development, construction and property management of over 15,000 multifamily units. Our seasoned professionals bring expertise in development, finance, property management, and construction, delivering unparalleled commitment and attention to our business associates.

Company Footprint





EDGE AT RANDOLPH
UNIVERSAL CITY, TEXAS



SEABROOK TOWN CENTRE

SEABROOK, TX



SOLTERA AT ROLLING PINES
CONROE, TX



Scope of Services

- Acquisition Development
 - Market Research, Analysis & Feasibility
(Ground Up Construction & Acquisition/Rehab)
 - Site Selection
 - Due Diligence
 - Financial Modeling & Forecasting
 - Capital Structure Coordination
 - Strategic Product Positioning
 - Site Planning
 - Design Build
 - Zoning & Permitting
- Construction Services
 - Budget Preparation
 - Architectural and Engineering Coordination
 - Value Engineering
 - Hands-on Construction Management
 - Quality Control
 - Cost Certification
- Asset & Property Management
 - Property Management Company Selection and Oversight
 - Management Plan Preparation
 - Operations and Capital Budget Preparation
 - Detailed Monthly Financial Reporting
 - Human Resource Management/Extensive Supervision of On-Site Teams
 - Lease-up Management
 - Comprehensive Marketing Plans and Campaigns
 - Training & Education
 - Software & IT
 - Bulk Purchasing Programs
 - Master Insurance Programs
 - Risk Management

Key Principal Development & Construction History

MultiFamily

Project Name	Project Location	Development Type	Class/Subtype	# of Units	Year Completed	Financial Range	Sponsor Team Member
Edge at Montgomery Park	Conroe, TX	New Construction Build To Rent	Class A	109	Under Construction	\$28 million	Sowell/Helm
Edge at Randolph	Universal City, TX	New Construction Military Rental Community	Class A	20 Units, 68 Rooms/Beds	Under Construction	\$7.250 million	Sowell/Helm
The Edge @ Langham Creek	Houston, TX	New Construction Conventional Multifamily	Class A	115	2021	\$16 million	Sowell/Helm
The Edge on Washington	Stephenville, TX	New Construction Private Student Housing	Class A	139 Units, 341 Beds	2021	\$21.3 million	Sowell/Helm
Icon Phase II	Houston, TX	New Construction Private Student Housing	Class A	214 Units, 470 Beds	2018	\$35 million	Sowell/Helm
The Icon - Premier Student Living	Houston, TX	New Construction	Class A	130 Units, 380 Beds	2017	\$30 Million	Sowell/Helm
Streamsong	Houston, TX	New Construction	Class A	300	2017	\$35 Million	Sowell/Helm
Zollie Scales	Houston, TX	Rehab - CDBG/ TDHCA	Class B	152	2014	\$6.5 Million	Harold Sowell
Villa Del Prado	Houston, TX	Rehab - CDBG/ TDHCA	Class B	118	2012	\$8.2 Million	Harold Sowell
Summerbrooke	Kemah, TX	New Construction	Class A	376	2011	\$25.5 Million	Harold Sowell
The Villages of Towne Lake	Pearland, TX	New Construction	Class A IL Seniors	126	2009	\$11.5 Million	Harold Sowell
Retreat at the Park	Denver, CO	New Construction	Class A Podium	168	2007	\$22.8 Million	Harold Sowell
Retreat at Cypress Station	Houston, TX	New Construction	Class A	298	2006	\$13.8 Million	Harold Sowell

MultiFamily

Project Name	Project Location	Development Type	Class/Subtype	# of Units	Year Completed	Financial Range	Sponsor Team Member
Retreat At Westcliff	Wesminster, CO	New Construction	Class A	386	2005	\$27.4 Million	Harold Sowell
Edgewtaer	Lake Jackson, TX	New Construction	Class A	228	2004	\$12.3 Million	Harold Sowell
Retreat at City Centre	Aurora, CO	New Construction	Class A Podium	268	2003	\$16.3 Million	Harold Sowell
Legacy Park	Houston,TX	New Construction	Class A	314	2003	\$12.4 Million	Harold Sowell
Retreat at Speedway	Tucson, AZ	New Construction	Class A	320	2002	\$12.1 Million	Harold Sowell
City Park Ph2	Houston,TX	New Construction	Class A	20	2002	\$1.5 Million	Harold Sowell
Retreat at The Heights	Aurora, CO	New Construction	Class A	394	2001	\$21.8 Million	Harold Sowell
Dunvale Apartments	Houston,TX	New Construction	Class A	304	2001	\$12.4 Million	Harold Sowell
Ironwood II	Houston,TX	New Construction	Class A	96	2000	\$4.1 Million	Harold Sowell
Briarpark Apartments	Houston,TX	New Construction	Class A	162	2000	\$7.3 Million	Harold Sowell
City Park	Houston,TX	New Construction	Class A	288	1999	\$13.5 Million	Harold Sowell
Ironwood I	Houston,TX	New Construction	Class A	192	1999	\$8.3 Million	Harold Sowell
Biaritz	Houston,TX	New Construction	Class A	192	1998	\$7.5 Million	Harold Sowell
Med Center I	Houston,TX	New Construction	Class A	156	1998	\$6.9 Million	Harold Sowell
Town Center II	Kingwood, TX	New Construction	Class A	260	1997	\$11.1 Million	Harold Sowell
The Lodge	Castle Rock, CO	New Construction	Class A	356	1997	\$17.6 Million	Harold Sowell

MultiFamily

Project Name	Project Location	Development Type	Class/Subtype	# of Units	Year Completed	Financial Range	Sponsor Team Member
Eldridge Apartments	Houston,TX	New Construction	Class A	168	1996	\$6.3 Million	Harold Sowell
Town Center I	Kingwood, TX	New Construction	Class A	258	1994	\$8.8 Million	Harold Sowell
The Greens at Hilton Run Ph 1	Lexington, MD	New Construction	Garden/Tax	124	1992	\$1.4 Million	Harold Sowell
The Greens at Bellaire	Bellaire, MD	New Construction	Garden/Tax	198	1991	\$2.9 Million	Harold Sowell
The Greens at Easton Shore I	Easton Shore, MD	New Construction	Garden/Tax	72	1991	\$1.3 Million	Harold Sowell
The Greens at Dover	Dover, DL	New Construction	Garden/Tax	144	1990	\$2.7 Million	Harold Sowell
The Greens Falls Run	Fredericksburg, VA	New Construction	Garden/Tax	288	1989	\$3.7 Million	Harold Sowell
The Greens at Easton Shore II	Easton Shore, MD	New Construction	Garden/Tax	144	1987	\$2.4 Million	Harold Sowell
The Greens at York	York, PA	New Construction	Garden/Tax	364	1987	\$4.9 Million	Harold Sowell
The Greens at Hilton Run Ph 2	Lexington, MD	New Construction	Garden/Tax	288	1986	\$3.1 Million	Harold Sowell
The Anchorage	League City, TX	New Construction	Garden/Boat Slips	326	1983	\$2.8 Million	Harold Sowell
Holidays on Hayes	Houston,TX	New Construction	Garden	344	1981	\$2.2 Million	Harold Sowell
Roseland Apartments	Houston,TX	New Construction	Garden	680	1980	\$4 Million	Harold Sowell
Tennis World Ph 1,2 & 3	Houston,TX	New Construction	Garden	1198	1978	\$5 Million	Harold Sowell
The Reserve at Tranquility	Pearland, TX	New Construction	Class A	314	2003	\$27 Million	Stephen Helm
The Reserve at Autumn Creek	Friendswood, TX	New Construction - FHA 221 D-4	Class A	212	2001	\$18 Million	Stephen Helm

MultiFamily

Project Name	Project Location	Development Type	Class/Subtype	# of Units	Year Completed	Financial Range	Sponsor Team Member
Shady Creek Apartment Homes	Baytown, TX	New Construction - TDHCA LIHTC	IL Seniors	88	2000	\$6.5 million	Stephen Helm
The Park at San Jacinto	LaPorte, TX	New Construction - FHA 221 D-4	Class A	132	1999	\$10 Million	Stephen Helm
Green Meadows Apartments	Texas City, TX	Substantial Rehab FHA 221 D-4	Class B/C	152	1991	\$3.5 Million	Stephen Helm
Wood Hollow Place Apartments	Texas City, TX	Rehab - FHA 223F	Class C	80	1993	\$1,550,000	Stephen Helm

Commercial

Project Name	Project Location	Development Type	Class/Subtype	# SF	Year Completed	Financial Range	Sponsor Team Member
1st. Bank	Houston, Texas	New Construction	Bank/6 Story w Heliport	23,000	1982	\$2.1 Million	Harold Sowell
Sansing @ Oxford Commons	Oxford, MS	New Construction	Retail	15,600	2017	\$4.2 Million	Stephen Helm
Alexis @ Oxford Commons	Oxford, MS	New Construction	Retail	15,000	2020	\$4.5 Million	Stephen Helm
Taco Bell Restaurant	Kingwood, Texas	New Construction	Single Tenant	2,200	1991	\$2 Million	Stephen Helm
Bellvue Plaza	Nashville, TN	Rehab & New Const. Expansion	Retail	70,000	1988	\$6 Million	Stephen Helm
The Market @ Belle Forge	Nashville, TN	New Construction	Retail	30,000	1987	\$3 Million	Stephen Helm

Lender & Equity Relationships

Lender References

Project: The Edge at Montgomery Park – Class A BTR
Community
Loan Type: Construction
Lender: Southside Bank
Contact: Craig Snow
Contact Ph: 512-381-2012
Contact Email: craig.snow@southside.com

Project: The Edge at Langham Creek – Class A Multifamily
Loan Type: Construction/Perm
Lender: Greystone Funding
Contact: Theresa Johnson
Contact Ph: 540-428-7213
Contact Email: Theresa.johnson@greyston.com

Project: The Edge On Washington & Icon Phase I&II -
Class A Private Student Housing
Loan Type: Construction
Lender: Orix/Lument Real Estate Capital
Contact: Jim Lingle
Contact Ph: 214-237-2245
Contact Email: jim.lingle@lument.com

Project: The Edge at Randolph – Class A Multifamily
(Serving Pilots in Training, Randolph Air Force Base)
Loan Type: Construction/Perm
Lender: First United Bank
Contact: Raul Guerra
Contact Ph: 210-619-2697
Contact Email: raul.guerra@firstunitedbank.com

Project: The Edge at Montgomery Park – Class A BTR
Loan Type: Land Loan
Lender: Lone Star Bank
Contact: Matthew Melvin
Contact Ph: 713-358-9422
Contact Email: mmelvin@lsbtexas.com

Project: The Edge on Washington – Class A Private
Student Housing
Loan Type: Mini Perm
Lender: Origin Bank
Contact: Jeff Carpenter
Contact Ph: 832-246-5501
Contact Email: jcarpenter@origin.bank

Project: The Edge at Langham Creek
Loan Type: Construction Assurance Completion
Lender: Sterling Bank
Contact: Philip Minden
Contact Ph: 314-571-5610
Contact Email: Philip.minden@sterbank.com

Project: Edge at Seabrook Town Centre
Loan Type: Land Acquisition & Pre-Development
(Convertible to Development Equity)
Lender: John Hammond
Contact: John Hammond
Contact Ph: 713-703-4360
Contact Email: jhammond@riverwaytitle.com

Equity References

Project: The Edge at Montgomery Park – Class A BTR
Community
Equity Type: JV Equity
Equity Investor: NHK Investments
Contact: Roshan Verma
Contact Ph: 405-657-8091
Contact Email: verma@cmb5visa.com

Project: The Edge at Langham Creek – Class A Multifamily
Equity Type: JV Equity
Equity Investor: Blueprint Capital Advisors
Contact: Brad Southern
Contact Ph: 973-888-9062
Contact Email: brad@blueprintllc.com

Project: The Edge at Langham Creek – Class A Multifamily
Equity Type: Pref Equity
Equity Investor: Mid Hudson Real Estate Capital
Contact: Joe Carroll
Contact Ph: 917-442-5098
Contact Email: jcarroll@hudsonref.com

Project: The Edge on Washington – Class A Private
Student Housing
Equity Type: JV Equity
Equity Investor: Tarantino Private Equity
Contact: Anthony Tarantino
Contact Ph: 713-974-4292
Contact Email: anthony@tarantino.com

Project: Various
Equity Type: JV/Pref Equity
Equity Investor: Private
Contact: Michael Moreno
Contact Ph: 832-731-3746
Contact Email: michael.hrmechanical@gmail.com

The HS Team

The HS Team



Steve Helm

*Chief Operating Officer/
Director of Development*

“For over 35 years, Stephen has served as a commercial real estate and public company executive, specializing in finance, investment, development, acquisitions, and property management. He is a principal and officer of HS Development Group (HS) and New Regional Planning (NRP). At HS, Stephen oversees \$100 million in Class A student and multifamily properties under construction and development. As Partner and CFO of NRP, he directs financing for the firm’s development, investment, management, and leasing platforms. NRP operates Class A suburban office and retail properties in Texas and Mississippi, with a portfolio value exceeding \$175 million. Previously, as Regional Director for Imperial Capital Bank/Bancorp (NYSE), Stephen launched the Texas/Rocky Mountain lending platform, funding over \$500 million in structured debt and credit facilities up to \$20 million for core property types. He holds an MBA from SMU’s Cox School of Business and a BBA in Finance from the University of Texas at Austin.

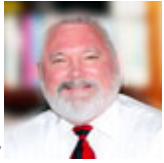


Harold Sowell

President HS Development Team

“For over 40 years, Harold has served in senior management and principal roles in the commercial real estate and construction industries. His work has included directing large-scale real estate projects such as Class A conventional, student, active adult living multifamily, office, retail, parking garages, bank facilities, and a marina. As Director of Development and Construction for HS Development Group, he oversees \$100 million in Class A properties under construction. From 1995 to 2017, Harold developed over 15,000 units nationwide, including in Texas, Arizona, Maryland, and Colorado, through roles with Allied Orion Group and HS Development. At Allied Orion, he served as President of Construction and Partner for over 15 years, managing projects ranging from \$9 million to \$47 million and helping grow the portfolio from 6,908 to nearly 22,000 units. Harold also contributed to strategic planning and worked extensively on site selection, feasibility studies, and financial analysis, offering expertise across all development stages.

The HS Team



Gary Johnson
*Construction Project Manager
Multifamily & Commercial*

Mr. Johnson brings 40 years of construction and project management experience, successfully completing over 500 projects valued between \$5,000 and \$500 million. His portfolio spans healthcare, retail, hospitality, and multifamily projects totaling over \$1.5 billion. Gary has managed workforces of up to 120 personnel and directed up to 500 subcontractors, ensuring contract compliance, timeliness, and quality. His expertise includes client interfacing, budget development, scheduling, and quality oversight. From 1997 to 2022, Gary held senior roles with Tremco/RPM, Centennial Contractors, J.G. Johnson Construction, and Braeburn Construction, leading large-scale projects nationwide. He now serves as Senior Project Manager for HS Development Group, overseeing multifamily, mixed-use, retail, and build-to-rent (BTR) projects.



Terry Roy
Project Manager

Terry Roy brings 35+ years of experience in real estate development, construction, and marketing. A 1985 graduate of UT McCombs School of Business, he started with Hartley Realty Group and Grubb & Ellis, focusing on office renovations. In 1992, he led Gateway Homes' Ranch Isabella project, earning the 1994 Greater Houston Builder of the Year award. In 1995, Terry founded G.H. Riley Homes, building custom homes and partnering on developments in Houston Heights and Washington Avenue. He also launched Owner Builder Systems in 2002, empowering homeowners to build equity through self-construction. Recently, Terry has managed over 80 homes as a contract construction manager. Now serving his 5th term as President of Fort Bend County MUD #19, he joins HS Development as Construction Project Manager for its single-family build-to-rent division.



Marshall Henry
Development Officer

Marshall has worked in the commercial real estate industry for over 4 years. He was born and raised in Houston, TX and began his career with ARA Newmark assisting in underwriting and the brokerage of debt for multifamily acquisitions. He then joined Jones Lange Lasalle as a retail tenant advisor representing both tenants and landlords in retail leasing transactions, as well as the purchase and sale of retail buildings and commercial land. He has since joined Excelsior Partners to assist in the acquisition, financing, development, and management of multi-family assets. He received his Bachelor's degree from The University of Texas at Austin.

CONTACT INFORMATION

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Chief Operating Officer/Director of Development

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President HS Development Team

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