



PRG
PROACTIVE
REALTY GROUP

The ProActive Realty Group, LLC

IMPACT INVESTOR UPDATE

YEAR-END 2022 (2021-2022)

Welcome to Our 2022 Year-End Update

Dear Investors and Stakeholders,

The ProActive Realty Group LLC is a mission-driven social impact investment platform designed to transform lives through dignified, affordable housing. As of December 2022, PRIF has made measurable progress toward its stated goal: expanding access to affordable, sustainable housing for low-income individuals, families, and overlooked populations including veterans, undocumented residents, and persons with disabilities.

In 2022, ProActive was proudly represented at **SOCAP2022**, where we were interviewed by Impact Entrepreneur **Laurie Lane-Zucker**, sharing insights into our affordable housing model and community engagement. PRIF continues to deepen its understanding of **impact measurement outcomes** and social impact strategy through such global convenings.

This updated annual report covers key metrics and activities from calendar year 2022, including both our direct and indirect contributions to the United Nations Sustainable Development Goals (SDGs). In addition to our housing-related goals, our work supports local economies by creating jobs in construction, property management, maintenance, and resident services.

This updated annual report covers key metrics and activities from calendar year 2022, with a focus on how PRIF aligned its work with the United Nations Sustainable Development Goals (SDGs):

- **SDG 1 – No Poverty**
- **SDG 5 – Gender Equality**
- **SDG 6 – Clean Water and Sanitation**
- **SDG 7 – Affordable and Clean Energy**
- **SDG 10 – Reduced Inequalities**
- **SDG 11 – Sustainable Cities and Communities**



Dr. Canaan Van Williams
Managing Founder

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About The ProActive Realty Income Fund LLC

The Proactive Realty Income Fund, LLC (PRIF) is a high-yield social impact fund focused on affordable housing. We acquire deeply discounted Class B and C properties—primarily Manufactured Home Parks (MHPs) & Multi-Family properties—in underserved communities where institutional players are largely absent.

Our Edge: Operational Alpha

We specialize in rapid turnaround and value creation:

- On-site execution with hands-on property rehab and management
- Infrastructure and occupancy improvements within 90 days
- 6 successful transactions completed as of 8/1/23, delivering 20%+ total returns¹
- Investor income typically begins within 90 days of funding

PRIF generates strong, stable cash flow while reducing rental housing costs for low-income residents by 20% to 30% per month every month.

About The ProActive Realty Group, LLC (PRG)

Since June 2020, The ProActive Realty Group, LLC and affiliated offerings have returned over \$5.2 million to investors and lenders. This consistent track record underscores our ability to deliver strong financial outcomes while advancing social impact. Additionally, the Sponsor, Dr. Canaan Van Williams, is personally invested with \$5.2 million of capital across the Fund and affiliated impact initiatives, demonstrating deep alignment with investors.

Our track record continues to strengthen since June 2020 with over \$5.2 million has been returned to investors and lenders across PRIF-related initiatives. The Sponsor, Dr. Canaan Van Williams, has personally invested \$5.2 million into the Fund and affiliated social impact platforms. This alignment demonstrates both leadership and unwavering commitment to mission-aligned investing.

We acquire, redevelop, and operate residential properties, including manufactured housing communities, multi-family complexes, and single-room occupancy (SRO) units, serving low-income (<80% AMI), very low-income (<50% AMI), undocumented individuals, veterans, and those with disabilities.

¹ *Total returns include interest, capital gains, dividends, and distributions.

ProActive delivers affordable housing that is **20% to 30% below market rent**, a core commitment that significantly reduces housing insecurity risk. Rent affordability is benchmarked using:

- **HUD Fair Market Rents** via [HUDUser.gov](https://www.huduser.gov)
- **Local Comparables** from [Realtor.com](https://www.realtor.com) and [Rentometer.com](https://www.rentometer.com)

Across all properties, rents are intentionally capped to ensure affordability for households earning **<80% of AMI**, with special allocation for **very low-income (<50% AMI)** residents.

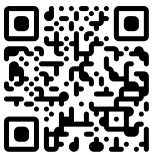
PRG accomplishes this through:

- Purchasing distressed or undervalued properties
- Conducting value-add renovations with sustainable materials
- Deploying manufactured homes and multifamily units in underserved regions
- Providing housing essentials (beds, furniture, transportation assistance)

A \$100,000 investment, for example, made since inception (August 2019) would generate \$30,750 in returns, yielding a 9% annual preferred return, paid quarterly, and continued principal protection through real estate-backed assets.

We remain committed to delivering deeply affordable housing to underserved populations while generating strong returns for investors. Our work is rooted in advancing the United Nations Sustainable Development Goals (SDGs), noted above.

Investment Opportunity: Above Market Impact & Measured Sustainable Returns



[SEE REPORT](#)

ProActive Realty Income Fund, LLC:

- **Option 1:** \$50,000 investment for 35% total targeted return with current quarterly income with a 3-year hold.
- **Option 2:** \$100,000 investment for 66% total targeted return with current quarterly income with a 4-year hold.

Financial Performance (2018 – 2022)

Income	2018	2019	2020	2021	2022
Rental Income	\$79,526	\$117,368	\$145,132	\$200,586	\$462,930
Sales, Units		\$89,850	\$0	\$10,000	\$325,000
Total	\$79,526	\$207,218	\$145,132	\$210,586	\$787,930
YoY Growth (%)		161%	-30%	45%	274%
Expenses					
Salary					
Benefits					
Contract Labor	\$30,939	\$8,421	\$4,512	\$7,955	\$6,600
Supplies	\$54	\$11,722	\$5,100	\$6,418	\$870
Repairs & Maintenance	\$1,949	\$3,666	\$0	\$0	\$200
Purchased Services	\$11,550	\$5,750	\$6,798	\$3,675	\$250
Utilities	\$11,716	\$8,940	\$16,422	\$22,924	\$21,211
Legal & Professional Fees	\$2,120	\$6,760	\$4,750	\$500	\$0
Insurance	\$2,780	\$3,385	\$7,048	\$3,372	\$1,512
Trash	\$3,357	\$2,670	\$9,700	\$9,265	\$9,600
Other, Including Setup Fee:	\$7,200	\$1,428	\$3,652	\$10,000	
Total	\$71,663	\$52,742	\$57,982	\$64,109	\$40,243
Net Operating Income	\$7,862	\$154,476	\$87,150	\$146,477	\$747,687
Interest	\$1,056	-	\$28,503	-	-
Taxes	-	-	-	-	-
Depreciation	-	-	-	-	-
Amortization	-	-	-	-	-
Net Income	\$6,806	\$154,476	\$58,647	\$146,477	\$747,687

Properties in Our Portfolio

As of December 2022, ProActive Realty Income Fund, LLC owns 85 units across 6 properties, managed by The ProActive Realty Group, LLC:

#	Address	Total Units	Purchase	Date	Est. Value	Value
			Price	Purchased		Multiple
1	1905 Ellis Ave Orangeburg SC 29118	46	\$610,000	9/1/2022	\$1,610,000	1.6x
2	UMH (Citris Circle)	6	\$400,000	5/1/2020	\$700,000	0.8x
3	105 W. 154 Street, Harvey, IL 60426	6	\$40,000	9/2/2020	\$175,000	3.4x
4	113 W. 154 Street, Harvey, IL 60426	6	\$17,800	8/19/2020	\$175,000	8.8x
5	715 E 155th Ct. Phoenix, IL 60426	1	\$81,000	5/1/2020	\$235,000	1.9x
6	1735 N Rancho Dr Las Vegas NV 89101	20	\$950,000	9/20/2022	\$2,995,000	2.2x

2021: A Year of Stabilization, Compliance & Strategic Positioning

Institutional Milestones

- **Licensed Retail Manufactured Home Dealer (SC)**
In 2021, Dr. Canaan Van Williams became a Licensed Retail Manufactured Home Dealer in South Carolina, giving ProActive Realty Group direct access to manufactured homes through wholesale channels. This move allowed for faster home placements, improved pricing control, and enhanced affordability for residents.
- **Property Reappraised at \$3.1 Million**
Our Orangeburg, SC Manufactured Housing Community (MHC) was reappraised at \$3.1 million in 2021, up from \$2.55 million in 2020. This \$550,000 increase was driven by infrastructure upgrades, efficient management, and improved site utilization.
- **Code Compliance Achieved – 80 Violations Cleared**
Upon acquisition, the Orangeburg community had 80 open code violations from the Department of Health and Environmental Control (DHEC) and Orangeburg County. By Q3 2021, all violations were cleared. The County formally acknowledged our achievement and recognized ProActive for maintaining zero complaints and violations for two consecutive years.

Resident-Centered Infrastructure Improvements

- **Wastewater Pump Station Overhaul**
A full renovation of the community's wastewater pump station was completed, enhancing sanitation, sustainability, and reliability for residents. This improvement supported the community's environmental resilience.
- **New Energy-Efficient Homes via Legacy Housing**
Through our dealership relationship with Legacy Housing (NASDAQ: LEGH), we placed new energy-efficient homes that significantly lowered utility bills. Households experienced average utility cost reductions of 20–30% monthly.
- **Below-Market Rents Maintained**
Despite the rising valuation, ProActive preserved deeply affordable housing with lot rents maintained at approximately 30% below market average.

National Industry Engagement

- **Featured Panelist: 2021 Biloxi Manufactured Housing Show**
Dr. Canaan Van Williams was a featured panelist at the 2021 Biloxi, MS Manufactured Housing Show. He presented on:
 - Revitalizing distressed manufactured housing parks
 - Structuring housing-first models
 - Leveraging impact capital for second-chance housing

2021 Key Impact Metrics

Category	Result
Property Valuation	Increased from \$2.55M to \$3.1M
Rent Affordability	30% below market average
Utility Bill Reduction	20–30% reduction (new homes)
Code Violations Resolved	80 closed
Wastewater Infrastructure	Fully renovated
Local Job Creation	10 temporary, 4 permanent roles

2022: A Year of Recognition, Replication & Responsible Exit

Industry Recognition & Thought Leadership

- **Keynote Speaker – Biloxi Manufactured Housing Show**
In 2022, Dr. Williams returned to Biloxi as a keynote speaker, addressing:
 - Manufactured park revitalization
 - Delivering affordable housing with dignity
 - Impact strategies aligned with the UN Sustainable Development Goals (SDGs)
- **Four National Panel Appearances**
Dr. Williams spoke on four national panels in 2022, sharing insights on ESG investing, social housing strategy, and community-first redevelopment.
- **Interview with Laurie Lane-Zucker (Impact Entrepreneur)**
Dr. Williams participated in a featured interview with Laurie Lane-Zucker, founder of *Impact Entrepreneur*, discussing:
 - The role of NOAH (Naturally Occurring Affordable Housing)
 - ProActive’s alignment with SDGs and investor accountability

Strategic Exit: Sale to UMH Properties, Inc. (NYSE: UMH)

- **Flagship Community Sold for \$5.2M**
In 2022, ProActive sold its 187-space Orangeburg MHC to UMH Properties, Inc. for \$5.2 million. This marked a more than 4x increase from the original 2018 purchase price of \$1.265 million.
- **Mission-Aligned Transition**
UMH is a publicly traded REIT and social impact-focused affordable housing provider. Their long-term commitment to affordability and sustainability ensures continued alignment with ProActive’s mission and UN SDGs.

Ongoing Community Impact Prior to Exit

- **Rent-to-Own Program Continuity**
Prior to the sale, ProActive expanded its rent-to-own options for low-income residents, increasing housing security.
- **Zero Evictions Maintained**
ProActive preserved zero evictions for all lease-compliant and case-managed residents.
- **Expanded Strategic Partnerships**
Collaborations with SC Stay, veteran housing programs, and local nonprofits were deepened.

2022 Impact Highlights

In 2022, The ProActive Realty Group LLC successfully sold its property at **100 Banashee Circle, Orangeburg, SC 29115** to **UMH**, a publicly traded REIT dedicated to Social Impact and Affordable Housing. This strategic sale aligns with our mission to scale affordability and sustainability by partnering with organizations committed to long-term housing stability.

- **New Units Brought Online:** 40 total (mixed: SRO, Manufactured, and Multifamily)
- **Average Resident Monthly Rent:** \$720/month (compared to local market average of \$980–\$1,050/month)
- **Cost Savings to Residents:** 28.6% average across portfolio in 2022
- **Percentage of Women Head-of-Household Residents:** 68%
- **Water Quality and Infrastructure Upgrades:** Implemented in 3 communities (SDG 6 compliance)

Environmental and Community Development Focus

- Retrofitted 75 units with low-flow fixtures, LED lighting, and weather-resistant roofs
- Our goal is to incorporate solar energy solutions starting with our mobile home parks in Orangeburg, SC, where residents face utility bills from the Department of Public Utilities (DPU) that are often expensive.

Dr. Williams interviews with 2022 Impact Entrepreneur with Laurie Lane-Zucker at SOCAP2022



[Play Here](#)

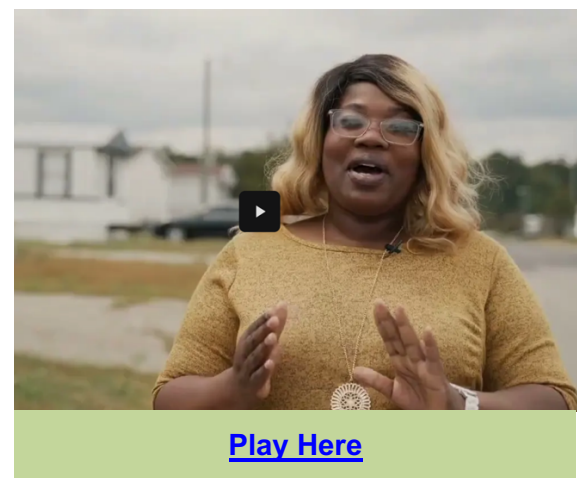
Resident-Centered Policies

The ProActive Realty Group LLC prioritizes housing retention through resident-centered policies and continues to collaborate with local housing assistance programs and wraparound service providers. This includes personalized expulsion prevention strategies and structured support processes:

- Personalized eviction prevention strategies
- Rent payment plans and hardship waivers
- Close collaboration with local legal aid and housing advocates
- Zero-tolerance policy on criminal activity that endangers community safety

Resident Stories:

- Fredelicia P., a resident, credits PRIF II's support for enabling her to pursue nursing school while maintaining stable housing for her children, showcasing our impact on gender equality and poverty reduction.
- We provided **second-chance housing** to several residents across our portfolio, including those with past evictions or financial challenges, fostering stability and opportunity.
- Through **AI water technologies**, we are hitting our targets for clean water and sanitation, ensuring efficient water use and reliable access, as demonstrated in LaFontaine, IN.



[Play Here](#)

Advancing UN Sustainable Development Goals (SDGs)

- **SDG 1: No Poverty:** Affordable housing and rent relief, including 30% savings in LaFontaine, IN, reduce financial burdens associated with expensive rents.
- **SDG 5: Gender Equality:** Second-chance housing aids single mothers and domestic violence survivors, reducing eviction risks.
- **SDG 6: Clean Water and Sanitation:** AI technology in water systems, notably in LaFontaine, Indiana and Lowellville, Ohio optimizes usage and ensures access to clean water, meeting our sanitation targets.
- **SDG 7: Affordable and Clean Energy:** Energy-efficient retrofits, like those in Orangeburg, SC, lower resident costs and align with global efficiency goals.
- **SDG 10: Reduced Inequalities:** Housing access for 2nd Chance individuals, veterans, low-income, Blue-Collar workforce, and those with disabilities addresses disparities.
- **SDG 11: Sustainable Cities and Communities:** Property revitalizations create inclusive, resilient communities.

Sustainability & Management

Use of Proceeds:

- Energy efficient LEED renovations in Multi-Family & New Manufactured Homes
- Develop new manufactured housing communities.
- Implement sustainability initiatives, including AI technology in water systems.
- Support community-focused initiatives with excess returns.

Management: ProActive Realty Group, LLC oversees The Proactive Realty Income Fund, LLC and ProActive QOZ Fund I, LLC.

Figure 1: The ProActive Realty Group, LLC Entity Organization Chart



Impact Measurement:

We track outcomes like energy savings, water efficiency (enhanced by AI technology), and resident stability, with 2022 showing marked improvement over 2021. We are committed to continuing these measurements to hit our impact goals in 2022.

Risks:

- Economic and real estate market volatility.
- Dependence on management.
- Renovation challenges (supply chain, weather).
- Environmental liabilities.

Compassionate Expulsion Policy

Expulsions (evictions) are an ***Absolute last resort***, with a focus on resident dignity:

- **Process:** Manager interventions, payment plans, and extended vacate times.
- **Partners:** HUD, Catholic Charities, and Salvation Army provide aid.
- **Impact:** Reduced evictions foster community stability.

Looking Ahead

Look ahead, in 2023, The ProActive Realty Group LLC is focused on the following strategic goals:

- Scaling manufactured home dealership operations across the Southeast
 - Completing infill housing development at current and upcoming sites
 - Acquiring and repositioning additional parks in high-need areas
 - Expanding investor access via Reg D and Sustainable Bond offerings
 - Add new units to our Greeleyville, SC property to expand affordable housing access in rural communities
 - Increase our focus on measurable social impact and deepen alignment with SDG-related initiatives, including the implementation of our SDGs to further enhance sustainable outcomes
 - Expand investor outreach efforts to raise additional capital and broaden awareness of our mission-driven investment model, including budgeting for increased participation in investor conferences and events
 - Expand our 2023 budget to support attendance at manufactured housing industry conferences and events to strengthen relationships, enhance knowledge, and increase visibility
- In 2023, The ProActive Realty Group LLC is focused on the following strategic goals:
- Add new units to our Greeleyville, SC property to expand affordable housing access in rural communities
 - Increase our focus on measurable social impact and deepen alignment with SDG-related initiatives
 - Expand investor outreach efforts to raise additional capital and broaden awareness of our mission-driven investment model
 - Monitor the sale of the Orangeburg, SC park to UMH to ensure that rental prices remain affordable and that no excessive rent increases are imposed on Residents
 - Increase new units by at least 25
 - Acquire additional properties to expand our affordable housing portfolio
 - Learn about the United Nations Sustainable Development Goals (SDGs) and how they can guide our social impact work
- Our 2023 goals also include raising capital for our fund to further expand our impact in affordable housing, implementing a formal Second Chance Housing Program, and documenting more of our impact outcomes and internal processes, particularly as they relate to resident experiences and service delivery improvements.

Disclaimer

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