

## Real Estate Private Investments



**ARENA**  
INVESTORS LP

Arena Investors is an institutional asset manager that provides creative solutions for those seeking capital in special situations. The firm employs over 120 people globally, where the investment leadership team has an average of 20+ years of experience. Since inception in 2015, Arena has deployed over \$4.5 billion into investments that typically range from \$5 to \$50 million.

The firm brings decades of experience, a track record of comfort with complexity, the ability to deliver within time constraints, and the flexibility to engage in transactions that cannot be addressed by banks and other conventional financial institutions. We are compensated for being a provider of liquidity in situations with challenging process risks. Everything we do enables individuals, corporations, and asset owners to achieve their goals.

Average Investment Size	LTV/LTC	Average Term	Geography
<b>\$3M – \$50M</b>	<b>Up to 80–90%</b>	<b>1–3 Years</b>	<b>Global</b>

### Strategy Description

Arena's Real Estate Private Credit team seeks opportunistic commercial mortgage lending and secondary market purchases of loans that are secured by transitional and other types of niche properties across a variety of asset types:

#### Opportunistic Bridge

- \$5 - \$50 million with 10%-12% rates
- 2% - 3% fees
- Up to 90% LTV/LTC
- Low minimum interest
- Recourse and Non-Recourse options
- 2nd mortgages and mezzanine loans

#### Stable Income

- \$5 - \$50 million with 7% – 9% rates
- Floating and Fixed rates
- 1% - 2% fees
- Up to 80% LTV/LTC
- 6 months min prepay
- No minimum DSCR
- Recourse and Non-Recourse options

#### Joint Venture Partnerships

- \$3 - \$50 million
- 7% - 9% A Note rates
- 80% - 90% advances
- A/B Note and Pari Passu
- Single notes and portfolios
- Servicing retained options
- Private Label

#### Transaction Types

- Selected construction
- Non-US principals
- Quick Close
- DIP Financing
- Transitional Properties
- Partner Buyouts
- Acquisitions

#### Asset Types

- Office
- Retail
- Industrial
- Multifamily
- Hospitality
- Medical Office
- US & International assets
- Entitled Land
- Residential Lot Development
- Single Family Investments
- Self-Storage
- Student Housing
- Age-Restricted Housing
- Special Purpose Facilities
- Assisted Living Facilities

### Sample Transactions <sup>(1)</sup>

REAL ESTATE PRIVATE CREDIT
Opportunistic Bridge — Office Recapitalization — <b>\$20,000,000</b> — Detroit, Michigan

REAL ESTATE PRIVATE CREDIT
Value-Add Bridge — Self-Storage Constuction — <b>\$16,280,000</b> — N. Arlington, New Jersey

REAL ESTATE PRIVATE CREDIT
Joint Venture — 180-Unit Multifamily Acquisition/ Reposition — <b>\$9,375,000</b> — Chicago, Illinois

### Contacts for Loan Inquiries (confidentiality and brokers protected)

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(1) Amounts shown are for Arena Investors, LP commitment or the global facility commitment where Arena was leading the transaction, including in cases where a Joint Venture Partner of Arena originated the transaction, unless such amount of Arena participation was less than 90% of the total, in which case the Arena Commitment is included only. In certain cases, the amount shown is inclusive of follow-on commitments and/or combines related transactions into one tombstone. Amounts may be indications that are different than actual funded amounts. This information is being provided for illustrative purposes and is not an offer or a solicitation to invest. No representation is being made about the attractiveness or performance of the transactions described. This document and its contents are proprietary information of Arena and may not be reproduced or disseminated, in whole or in part, without Arena's prior written consent.

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