

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 180 people globally, where the investment leadership team has an average of 20+ years of experience. Since inception in 2015, Arena has deployed over \$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

\$5M – \$50M

LTV / LTC

Up to 80%

Average Term

1–3 Years

Geography

Global

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 million – \$50 million with S+550 to S+700 rates
- 2% – 3% fees / equity participation
- Up to 80% LTV/LTC
- Low minimum interest
- Recourse and non-recourse options
- 2nd mortgages and mezzanine loans

Stable Income

- \$5 million – \$50 million with S+500 to S+650 rates
- Floating rates
- 1% - 2% fees
- Up to 80% LTV/LTC
- 6 months min prepay
- No minimum DSCR
- Recourse and non-recourse options

Joint Venture Partnerships

- \$5 million - \$50 million
- NPLs
- 90% - 95% pari passu participation
- Single notes and portfolios
- Servicing retained option

Transaction Types

- Construction completion
- Quick Close
- DIP Financing
- Transitional Properties
- Partner Buyouts
- Acquisitions
- Recapitalizations

Asset Types

- Retail
- Industrial
- Multi-family
- 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
- Select Office

Sample Transactions ⁽¹⁾



OPPORTUNISTIC BRIDGE

Bridge to Stabilization for Newly Complete Limited Service Hotel in Orlando, FL

—
1st Mortgage

—
\$15,950,000



OPPORTUNISTIC BRIDGE

Acquisition/Value Add Assisted Living to Multi-family Conversion, El Paso, TX

—
1st Mortgage

—
\$8,200,000



STABLE INCOME

Community Shopping Center in Sacramento, CA

—
1st Mortgage

—
\$27,200,000



JOINT VENTURE

Joint Venture NPLs in New York, New York

—
1st Mortgage

—
\$5,000,000

Contacts for Loan Inquiries (confidentiality and brokers protected)

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⁽¹⁾ Amounts shown are for Arena Investors, LP ("Arena") 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.

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