

First Mortgage

Investment Size	\$35-\$300 MM	Property Type	Key Features
Loan to Value	Up to 70% (75% Multifamily) (Target 60% - 70% LTV)	<ul style="list-style-type: none"> • Office <ul style="list-style-type: none"> - CBD-Class A/B+ - Select Suburban/Transit-Oriented Locations • Multifamily <ul style="list-style-type: none"> - Class A/B+ - Select Garden-Style Properties • Industrial Bulk Warehouse • Medical Office • Grocery-Anchored Retail • Student Housing <ul style="list-style-type: none"> - Major Universities • CBD Parking Garages • Full Service Hotels <ul style="list-style-type: none"> - CBD Locations - Top 10 Markets 	<ul style="list-style-type: none"> • Portfolio Lender • Non-Recourse • Flexible Loan Structures • Structured Prepayment • Interest-Only Available • Forward Rate Locks up to 12 Months <ul style="list-style-type: none"> • Early Rate Lock Available • Earnouts and Future Advances • Extension Options Available <ul style="list-style-type: none"> • Light Value-Add • Life Company Club Loans Available • In-House Asset Management
Pricing	Market Spread over UST or Libor; 30/360		
Loan Term	Short Term 3-5 yr Long Term 7-10 yr +		
Amortization	Max 30 Yrs (IO Available)		
DSCR/DY	Min 1.20x / Min 6% (no minimum for Multifamily or Industrial)		
Structure	Fixed Rate (floating available up to \$125 MM)		
Fees	Par + Processing Fee		
Markets	Top 20 Metro Markets, Select Secondary Markets		

Construction to Permanent (CTP)

Investment Size	\$50 MM (\$30 MM Industrial) - \$200 MM	Property Type	Key Features
Loan to Cost	Up to 65%	<ul style="list-style-type: none"> • Multifamily <ul style="list-style-type: none"> - Class A • Industrial <ul style="list-style-type: none"> - Very Tight Submarkets • Office <ul style="list-style-type: none"> - Selectively - Substantial Pre-Leasing 	<ul style="list-style-type: none"> • Portfolio Lender • One Lender, One Closing • Early Rate Lock Available • Partial Recourse during Construction/Completion Guaranty • Non-Recourse at Perm Conversion <ul style="list-style-type: none"> • No Negative Arbitrage • Funded Monthly Draws • Post Conversion Earnout Potential • Structured Prepayment
Pricing	Market Spread over UST; 30/360		
Loan Term	7 - 25 Yrs		
Amortization	Construction: IO Perm: Max 30 Yrs (IO Available)		
DSCR/DY	Min 1.25x		
Structure	Fixed Rate, 1st Mortgage		
Fees	1% + Expenses		
Markets	Major Metro Markets, Urban, In-fill Locations		

Mezzanine

Investment Size	\$20 - \$100 MM	Property Type	Key Features
Loan to Value	Up to 75%	<ul style="list-style-type: none"> • Office <ul style="list-style-type: none"> - CBD - Class A • Multifamily <ul style="list-style-type: none"> - Class A • Industrial Bulk Warehouse • Medical Office • Select Retail • Full Service Hotels <ul style="list-style-type: none"> - Selectively 	<ul style="list-style-type: none"> • Portfolio Lender • Assignment of 100% of Partnership Interests <ul style="list-style-type: none"> • Intercreditor Agreement Required • Sub Lender Cure Rights • Sr./Sub Loan Term Coterminous <ul style="list-style-type: none"> • 20% Partner Equity Preferred • Min 15% Investment in Total Capital Stack
Pricing	4.5% +		
Loan Term	2 - 10 Yrs		
Amortization	Flexible		
DSCR/DY	Min 1.10x / Min 6.0%		
Structure	Fixed or Floating Rate Mezzanine		
Fees	1/2% - 1%		
Markets	Top 20 Metro Markets		

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Capital Provided by:



First Mortgage			
Investment Size	\$10-\$50+ MM	Property Type	Key Features
Loan to Value	Up to 60% (Target 55% LTV)	<ul style="list-style-type: none"> • Office <ul style="list-style-type: none"> - CBD-Class A/B+ - Select Suburban/Transit-Oriented Locations • Multifamily <ul style="list-style-type: none"> - Class A/B+ - Select Garden-Style Properties • Industrial Bulk Warehouse • Medical Office • Grocery-Anchored Retail 	<ul style="list-style-type: none"> • Portfolio Lender • Non-Recourse • Flexible Loan Structures • Structured Prepayment • Interest-Only Available • Early Rate Lock Available • In-House Asset Management
Pricing	Market Spread over UST; 30/360		
Loan Term	5 - 10 Yrs		
Amortization	Max 30 Yrs (IO Available)		
DSCR/DY	Min 1.20x / Min 8%		
Structure	Fixed Rate		
Fees	Par + Processing Fee		
Markets	Top 20 Metro Markets, Select Secondary Markets		
Mezzanine			
Investment Size	\$15 - \$100 MM	Property Type	Key Features
Loan to Value	Up to 85%	<ul style="list-style-type: none"> • Office <ul style="list-style-type: none"> - CBD - Class A • Multifamily <ul style="list-style-type: none"> - Class A • Industrial Bulk Warehouse • Medical Office • Select Retail 	<ul style="list-style-type: none"> • Portfolio Lender • Assignment of 100% of Partnership Interests <ul style="list-style-type: none"> • Intercreditor Agreement Required • Sub Lender Cure Rights • Sr./Sub Loan Term Coterminous <ul style="list-style-type: none"> • 15% Partner Equity Preferred • Min 15% Investment in Total Capital Stack
Pricing	6.5% +		
Loan Term	2 - 10 Yrs		
Amortization	Flexible		
DSCR/DY	Min 1.10x / Min 6.0%		
Structure	Fixed or Floating Rate Mezzanine		
Fees	1/2% - 1%		
Markets	Top 20 Metro Markets		



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