

Origination & Underwriting – Team Members' Prior Experience

Tishman Speyer's Chrysler Center. Agented, arranged and syndicated to 9 Banks, a \$315MM construction and repositioning facility for the Chrysler Building and Chrysler East Building comprising a combined 1.95MM sf office space complimented by an array of retail stores throughout the buildings, located in Mid-Town, Manhattan.



Taconic Investment Partners / New York Common Fund (Clarion Partners). 450 Park Avenue: Agent; \$112MM first mortgage on a stabilized Class A office building located at 57th and Park. 111 Eighth Avenue: Agented & arranged \$125MM Mezzanine Debt on the 1.9MM sf Class B office / telecom building located at 18th & 8th Ave



The Hakimian Organization: Agented, arranged and syndicated a \$375 MM construction loan for 75 Wall, NYC The loan was used to redevelop an office building into a 350 unit luxury condos and a 250 room Andaz hotel. Loan was structured into A,B and C tranche and sold to a syndicate of banks and mezzanine provider.



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SJP Properties / Prudential Insurance Co. Waterfront Corporate Center, Phase 1 and Phase 2: Co-Agent; \$105MM and \$100MM construction loan for a 560,000 nrsf and 520,000 nrsf Class A office buildings in NJ. Somerset Corporate center I, II, III, IV: Co-Agent, \$45MM, \$42MM, \$60MM, and \$62MM construction loans for 230,000 nrsf, 230,000 nrsf, 310,000 nrsf, and 330,000 nrsf Class A office buildings in Somerset, NJ. Morris Corporate Center IV: Co-Agent, \$60MM construction loan for a 330,000 nrsf Class A office building in Morris County, NJ



EJM Equities (Edward Minskoff): Participated in three-way club of \$210 MM construction loan for 51 Astor. This is a spec office building currently under construction in East Village in NYC. Considering spec nature loan was highly structured with both guarantees and letters of credit to support loan in tight credit market.

Casden Properties Inc. / Cerberus Capital (Blackacre). Agented and Co-Agented three separate construction facilities comprised of: Centinela, a \$75MM 310 unit Class A multifamily located in West LA. Park La Brea A, a \$110MM 610 unit Class A multifamily located in West LA; and, Park La Brea B, a \$115MM 630 unit Class A multifamily located in West LA.



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The Hakimian Organization: Arranged a \$210 MM term loan on 636 11th Ave, aka Plaza West. The eleven story industrial building was renovated by Hakimians into a class A office which is now the world headquarters of Ogilvy and Mathers. The loan was syndicated to two other lenders.



Morgan Stanley. Agented and arranged a \$60MM construction loan for Morgan Stanley's Real Estate Fund's retrofit of the old Prentice Hall facility located in Tenafly, NJ, leased to Citibank.

Bellemead Development: Agented, arranged and syndicated a \$45 MM construction loan for a 7 building 240 unit residential development project in Edgewater, NJ. Upon completion the project was sold to Murray Kushner.



Loan & Portfolio Transactions – Team Members' Prior Experience

- \$750MM Small-Balance Commercial Real Estate Portfolio
 - 2,000-loan portfolio acquired by regional lender
 - Oversaw diligence, marketing, bidding process
 - Received bid of 96+ in 4Q2008 on \$250MM of portfolio
 - Bidders included hedge funds; local banks
- CMBS Loan Originations & Sales
 - 26 loans totaling \$196MM securitized through 4 Morgan Stanley CMBS deals
 - \$29MM loan on office building in Palm Beach County
 - \$25MM loan on retail complex in Pittsburgh, PA
 - \$4MM loan on medical office building in Tampa
 - \$3 MM loan on hotel in St. Augustine
- Individual CRE Loan Sales
 - \$30.6MM multifamily loan sold to FNMA
 - \$4.25MM loan sold directly to insurance company
- Bank CRE Portfolio Evaluations
 - Reviewed CRE portfolios & established credit loss levels for the following:
 - \$2B South Florida bank with significant land and condo exposure
 - \$1.2B Chicago-based bank with significant land & condo exposure in NY & CA
 - \$500MM Midwest-based bankers' bank