



Debt and Equity

Acquisition Financing

Development

Recapitalization



The Results of Accessibility: Why BayBridge



\$4B

Completed Debt and
Equity in 2023

320+

REAL ESTATE
DEALS

\$20B+

TOTAL Debt and
Equity

BayBridge Overview:

- Leading commercial real estate financial services firm, executing \$4B in annual transactions and \$20B to date.
- Nationwide transactions across all product types provide broad insights into debt and equity markets.
- Partnered with top-50 accounting firm Berkowitz Pollak Brant for access to unique capital relationships.
- Broad access to national and regional capital sources, including banks, funds, and family offices, offering dynamic solutions.

COMPLETING SIGNIFICANT CAPITAL



BAYBRIDGE FINANCING

\$55,000,000

TOTAL PROJECT CAP

\$80,000,000

LOCATION

Fort
Lauderdale

ASSET TYPE

Office

FINANCING TYPE

Refinance

CLOSED

2023

NOTE

Permanent



\$46,000,000

\$61,500,000

Las Vegas

Hotel

Construction

2022

Stretch Senior



\$133,000,000

\$164,000,000

South
Florida

Mixed-Use

Conversion

2024

Senior



\$50,725,000

\$68,000,000

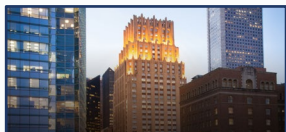
Indianapolis

Multifamily

Development

2023

Stretch Senior



\$41,250,000

\$180,000,000

Houston

Office

Acquisition

2024

Equity

Benefits to Investment Broker

- DEBT AND EQUITY - INCREASE SELLER SURETY AND GREATER BUYER **CONTROL**
- BETTER **ECONOMICS**
- **SPEED** TO CLOSE, “MINIMIZE FINANCE CONTINGENCY”
- BUILDING LONG TERM **RELATIONSHIPS** AND IMPROVE **CLIENT RETENTION**

Benefits to Owner, Seller and Buyer

- **SURETY INCREASE** CLOSE WITH CLARITY OF THE MAJORITY OF THE CAPITAL STACK
- **ACCESS** TO INSTITUTIONAL QUALITY DEBT AND EQUITY
- **CONVENIENCE** & ACCESSIBLE DIGITAL EXPERIENCE
- **DIVERSIFICATION** ACROSS SPONSOR, ASSET TYPE, RISK PROFILE, AND GEOGRAPHY



ASSURURE OF EXECUTION AND FASTER CLOSINGS

- **Specialized Financing:** A focus on you the investment broker - financing organized by market area and property type for optimized results.
- **Enhancing Sales Skills & Market Knowledge:** Our commitment to specialization strengthens your investment sales skills, relationships, and market expertise, ensuring the best outcomes for your clients.
- **Maximizing Value with Buyer Pool Optimization:** By efficiently providing your client with debt and equity options we enable you to match properties with the largest pool of qualified buyers, we maximize value and streamline your sales process.



A Network of 300+ top Debt & Equity Capital Sources

J.P.Morgan



Goldman
Sachs

RMWC



RELATED

Dynamic Clarity enabling Best Execution!

Sponsor



Team



Portfolio
Activity



Asset type &
geographic
expertise



Completed
Projects /
Investments

Asset

By leveraging our financial expertise, we will in power TCN to maximize value for the clients. We combining our resources with the latest property and capital markets data and information, we can differentiate ourselves in the marketplace and deliver tailored financial solutions that meet TCN's clients' financial objectives.

- Improved Execution
- Manufactured Transactions
- Client Retention
- Dynamic Capital Markets Understanding
- Institutional Level Success

Market

- Our Rolodex is Yours! Competitive Edge Through Market Insight:
 - Our team's deep understanding of capital markets equips your clients with a distinct competitive edge. We closely monitor trends, analyze shifts, and provide strategic guidance, ensuring that our clients are always ahead of the curve.
 - Our knowledge of market dynamics allows us to tailor solutions that address specific client needs and mitigate potential risks



A NATIONWIDE COMMUNITY OF DEBT AND EQUITY

300+

ACCESS TO
NATIONAL
LENDERS

1000+

ACCESS TO LOCAL
LENDERS

100+

GP and LP EQUITY
PROVIDERS

5

AVERAGE
COMPETITIVE
OFFERS ON EACH
DEAL

\$50MM

AVERAGE LOAN
SIZE

Sample Debt Term Sheet

Loan Amount	\$5 – 300MM+
Interest Rate	SOFR + _____ (2.5-12%) or 5-11% Fixed Rate
SOFR Floor	Negotiable with rates decreasing
Term	1-10 Years
Fees	1-2% Origination & 1-2% Exit
Amortization	Interest only or 20-35 year amortization
Closing Timeline	Typically 30-60 days
Leverage	Up to 85%

Sample Equity Term Sheet

Equity Available	\$5 – 50M Passive LP Equity per Deal or Fund
Hold Period	2-10 years
Sponsor Co-Investment	5-10% of equity required
Deal Structure	8%-10% preferred return, then 70/30 split to 15%, then 60/40 split to 20%, 50/50 after
Control Rights	Very favorable to sponsor – no operating or buy/sell decisions by investors
Reporting Obligations	1 version of a quarterly reports to CrowdStreet investors, following best practices
Preferred Sponsor Size	\$100M+ of Portfolio Activity (Current AUM + Dispositions Since Inception)
Closing Timeline	60 days to fund 1 st deal, 30 days thereafter
Repeat Investor	Retail investors tend to reinvest with sponsors they know
Equity Compared	Better returns to sponsor at deal end
Other Fees in Deal	Flexibility on construction override, acquisition, and disposition fees

Company Financing Integration Success: Marcus & Millichap

- Integrated Financing into Sales Approach:
 - Marcus & Millichap's Capital Corporation (MMCC) successfully combines financing and investment sales, providing clients with streamlined solutions for both acquisitions and refinancing. Their approach ensures seamless collaboration between financing professionals and investment sales teams.
- Growth Through Strategic Expansion:
 - MMCC has expanded its capital markets services across multiple markets, increasing their capacity and integrating financing experts' capital provider partnerships.
- Key Results:
 - In 2023, MMCC completed 1,076 financing transactions, with a total volume of \$6.7 billion, generating \$66.9 million in financing fees.
 - MMCC's fully integrated platform has enhanced their ability to secure competitive terms for clients, increasing deal volume by 20%.
- **Our Strategy:**
 - **We aim to build upon Marcus & Millichap's approach expanding our capital markets services, integrating with TCN financing professionals within your brokerage offices, and forming alliances with national capital sources to offer a broader range of services to TCN clients. This will help you enhance client satisfaction and boost your deal volume.**

Funded December 2021
\$25.9M, 411 Investors

Yan Khamish,

Managing Director, Partnerships @ Baybridge

Leads the development of alliances and strategic partnerships with senior real estate brokerage teams, global and national brokerage firms, technology firms, industry associations, capital advisors, private equity firms, debt funds, banks, law firms, top accounting, and consulting firms.



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