

# Commercial Real Estate Debt



## Asset class overview

Yieldstreet aims to provide our Commercial Real Estate investment partners with a one-stop solution to scaling their businesses by providing capital, speed of execution, and true flexibility. We invest across the capital structure, typically taking up to 90% of each investment, which we believe enhances our partners' ability to increase investment volume and improve deal economics. We seek to provide our partners the opportunity to spend less time raising capital and more time closing deals.

### Looking Back

Since inception, Yieldstreet Commercial Real Estate has closed over **\$900M** in commercial real estate transactions across more than **100 deals**. In 2021 alone, the team closed over **\$330M** in Commercial Real Estate investments.

### Looking Ahead

The Yieldstreet Real Estate platform expects to deploy **\$1B** of Real Estate focused capital across various investments in 2022.

## Why Yieldstreet?

### Funding Certainty

Unlike traditional "crowdfunding", we pre-fund transactions in warehouse facilities, allowing us to close and hold transactions on balance sheet before distribution to our investors.

### Economic Enhancement

Similar economics to traditional investment partners with unique scalability, we aim to improve target yields through an ongoing servicing strip and the ability to fund up to 90% of a specific investment.

### Grow Together

We invest alongside our partners, seeking to fund multiple transactions over tens of millions of dollars in capital, allowing you to focus on winning lending mandates and less time raising capital.

### True Flexibility

We invest across the capital structure including mortgage, mezzanine, preferred equity, and common equity with flexible investment solutions. Yieldstreet individual investors are passive with Yieldstreet team always retaining complete control and decision making rights.

# Investment criteria

## Investing across the deal life cycle

- Capital needed to originate new loans.
- Use of leverage aiming to improve investment economics with up to a 90% advance rate and a servicing fee.
- Capital to provide for portfolio optimization through purchases of existing loans. We seek to help our partners diversify portfolios and reduce concentrations in a single loan, geography, or property type.

**Loan size** \$3M - \$20M+

**Target Interest Rate** 7.5%+

**LTV** Up to 85%

**Geography** Top 50 MSAs

**Property Types** Office, Industrial, Multifamily, Select Retail, Select Land, and Select Hotel (no Healthcare, or Limited Construction)

## Meet the team

### Mitchell Rosen

#### Managing Director, Head of Real Estate

Mr. Rosen joined the company in October 2018 after spending the previous 5+ years at Brigade Capital, a \$23B alternative asset manager where he led the firm's efforts in investing in real estate securities and debt instruments. Prior to Brigade, Mitch spent just under nine years at Marathon Asset Management, in addition to Capital Trust and J.P. Morgan after graduating from Emory University with a BBA concentration in Finance.

### Adil Hasan

#### Director, Real Estate Investments

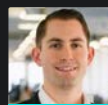
Mr. Hasan is a Director of Real Estate Investments. Adil joined the Yieldstreet team in early 2019 from J.P.Morgan, where he spent four years underwriting and closing real estate debt transactions for CMBS issuance. Mr. Hasan graduated from University of San Diego with a Bachelor of Business Administration, concentration in finance.

## Connect

Want to spend less time raising capital and more time closing deals? Get in touch with Yieldstreet:

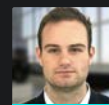
[originations@yieldstreet.com](mailto:originations@yieldstreet.com)

[Yieldstreet.com/originator-application/contact](https://yieldstreet.com/originator-application/contact)



### Nicholas Paidas

Associate Director  
Originations Manager  
P: (646) 201-9193  
E: [npaidas@yieldstreet.com](mailto:npaidas@yieldstreet.com)



### Zachary Shields

Originations Lead  
P: (516) 502-5213  
E: [zshields@yieldstreet.com](mailto:zshields@yieldstreet.com)



### Noah Weinberg

Originations Associate  
P: (732) 236-7887  
E: [nweinberg@yieldstreet.com](mailto:nweinberg@yieldstreet.com)



### Raymond Salameh

Originations Lead - CRE  
P: (646) 980-5600  
E: [rsalameh@yieldstreet.com](mailto:rsalameh@yieldstreet.com)

Yieldstreet

# Commercial Real Estate Equity



## Asset class overview

Yieldstreet aims to provide our Commercial Real Estate investment partners with a one-stop solution to scaling their businesses by providing capital, speed of execution, and true flexibility. We invest across the capital structure, taking up to 90% of each investment, which we believe provides the potential to enhance our partners' ability to increase investment volume and improve deal economics. We seek to provide our partners the opportunity to spend less time raising capital and more time closing deals.

### Looking Back

Since inception, Yieldstreet Commercial Real Estate has closed over **\$900M** in commercial real estate transactions across more than **100 deals**. In 2021 alone, the team closed over **\$330M** in Commercial Real Estate investments, of which **\$230M** was LP equity.

### Looking Ahead

The Yieldstreet Real Estate platform expects to deploy **\$1B** of Real Estate focused capital across various investments in 2022.

## Why Yieldstreet?

### Funding Certainty

Yieldstreet pre-funds all investments using our own balance sheet capital, seeking to provide our partners with confidence in our ability to close transactions. We retain the syndication risk.

### Operational Efficiency

Sponsors only face one Yieldstreet entity as a counterparty, reducing GP administrative work versus multiple direct LP investors. Yieldstreet individual investors are passive with Yieldstreet team always retaining complete control and decision making rights.

### Programmatic Relationship

We strive to create long-term partnerships where the business is repeatable and scalable. Our goal is to allow our partners to focus on finding attractive investment opportunities, spending less time raising capital.

### Flexibility

Yieldstreet invests across the CRE capital stack, typically creating flexible and creative structuring solutions with quick closing timelines of ~4 weeks once a PSA is signed.

# Investment mandate

We are seeking GP partners with demonstrable experience ideally in both product type and investment size as well as a proven track record and strong local market experience. Our preferred partners include, but are not limited to, vertically integrated firms with acquisition, asset management and property management functions.

<b>Equity Investment Size</b>	\$4M - \$22M (+ 60% of total equity with major decision rights)
<b>Minimum Sponsor Equity</b>	10% of the total equity stack
<b>Hold Period</b>	Up to 5 years with the right to force a capital event after an agreed upon timeframe
<b>Asset Type</b>	Primary Focus: Multifamily, Industrial, Essential, Retail Secondary Focus: Opportunistic office, hotel, retail, and other self-storage, etc.
<b>Target Returns</b>	14%+ IRR

## Meet the team

### Mitchell Rosen

#### Managing Director, Head of Real Estate

Mr. Rosen joined the company in October 2018 after spending the previous 5+ years at Brigade Capital, a \$23B alternative asset manager where he led the firm's efforts in investing in real estate securities and debt instruments. Prior to Brigade, Mitch spent just under nine years at Marathon Asset Management, in addition to Capital Trust and J.P. Morgan after graduating from Emory University with a BBA concentration in Finance.

### Adil Hasan

#### Director, Real Estate Investments

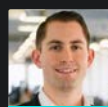
Mr. Hasan is a Director of Real Estate Investments. Adil joined the Yieldstreet team in early 2019 from J.P.Morgan, where he spent four years underwriting and closing real estate debt transactions for CMBS issuance. Mr. Hasan graduated from University of San Diego with a Bachelor of Business Administration, concentration in finance.

## Connect

Want to spend less time raising capital and more time closing deals? Get in touch with Yieldstreet:

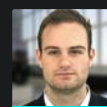
[originations@yieldstreet.com](mailto:originations@yieldstreet.com)

[Yieldstreet.com/originator-application/contact](https://yieldstreet.com/originator-application/contact)



### Nicholas Paidas

Associate Director  
Originations Manager  
P: (646) 201-9193  
E: [npaidas@yieldstreet.com](mailto:npaidas@yieldstreet.com)



### Zachary Shields

Originations Lead  
P: (516) 502-5213  
E: [zshields@yieldstreet.com](mailto:zshields@yieldstreet.com)



### Noah Weinberg

Originations Associate  
P: (732) 236-7887  
E: [nweinberg@yieldstreet.com](mailto:nweinberg@yieldstreet.com)



### Raymond Salameh

Originations Lead - CRE  
P: (646) 980-5600  
E: [rsalameh@yieldstreet.com](mailto:rsalameh@yieldstreet.com)