CAPITAL MARKETS AND ADVISORY SERVICES

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ABOUT MERIDIAN CAPITAL GROUP

Founded in 1991, Meridian Capital Group is one of the nation's leading commercial real estate finance advisory firms and America's most active dealmaker. In 2011, the company established its Healthcare and Senior Housing Advisory division, in 2015 opened its Investment Sales division, and in 2018 launched its Retail Leasing platform — each representing important steps in Meridian's evolution into a full-scale real estate services provider. Through this powerful and integrated combination of business lines, property owners receive the widest access to real estate investors and retail tenants, paired with the most competitive financing terms available.

DEBT CAPITAL MARKETS

Meridian Capital Group's financing capabilities are unmatched. Since its inception, the company has closed more than $598 billion in transactions with the full complement of capital providers, including local, regional and national banks, CMBS lenders, mortgage REITs, life insurance companies, credit unions and private equity funds. Meridian's clients benefit from our long-standing lender relationships as well as our unparalleled transactional capabilities and market intelligence across all property types from coast to coast.

INVESTMENT SALES

Meridian Investment Sales combines its intimate knowledge of real estate, deep client relationships, and indefatigable work ethic with a sophisticated qualitative and quantitative analytical approach. Meridian's out-of-the-box thinking is highly accretive to transactions and can positively impact the way buyers think about a deal's overall valuation, levered yields, and most importantly, their certainty of execution.

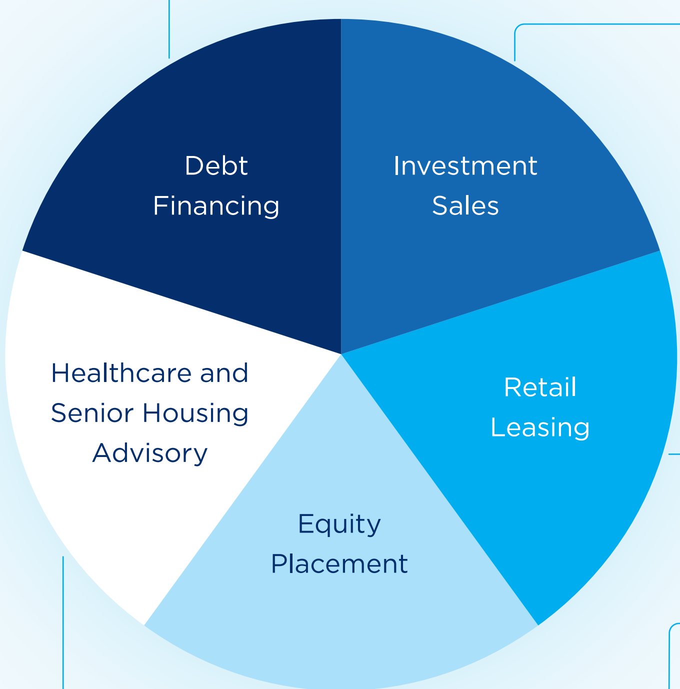
RETAIL LEASING

Meridian's Retail Leasing team negotiates more than 350 retail and restaurant leases annually, serving as the single point of contact for both landlords and tenants seeking retail leasing and advisory services. The platform leverages Meridian's extensive debt capital markets experience with its investment sales prowess to provide clients with unparalleled service and in-depth market knowledge. Meridian's advisors apply a comprehensive and holistic approach that crosses disciplines to achieve exceptional outcomes and provides guidance that accounts for property-level and portfolio-level objectives.

HEALTHCARE

Meridian's Healthcare and Senior Housing Finance and Investment Sales team has been a trusted leader in arranging debt and equity capital and facilitating property sales across skilled nursing facilities, assisted living communities, independent living, and healthcare real estate nationwide. The team has built a reputation for deep industry expertise, strong lender and investor relationships, and a commitment to delivering customized solutions that meet the unique needs of healthcare operators, owners, and investors. With more than a decade of experience, Meridian's Healthcare and Senior Housing division continues to help clients navigate a dynamic market and achieve their strategic objectives.

MULTIDISCIPLINARY VALUE-ADD APPROACH



DEBT FINANCING

- Closed more than $598 billion in aggregate financing since 1991
- Established relationships with more than 300 traditional and non-traditional lenders

INVESTMENT SALES

- Established in 2015
- Sold nearly $1 billion in commercial property on average per year over the previous four years
- $40 billion in investment sales transactions executed by members of the team

RETAIL LEASING

- Established in 2018
- Negotiated an average of 350 leases per year over the last two years, totaling more than 100,000 square feet of retail space
- Trusted by many of New York City's most prominent landlords

EQUITY PLACEMENT

- Collaborative team with members from Meridian's debt and sales divisions

HEALTHCARE AND SENIOR HOUSING ADVISORY

- Closed more than $29 billion in transactions since inception
- Trusted by Lenders, Sponsors and Industry Professionals

DEBT FINANCING

INVALUABLE LONG-STANDING RELATIONSHIPS with more than 300 traditional and non-traditional lenders provide our clients with the broadest array of lending solutions in the market

COMPREHENSIVE IN-HOUSE EXPERTISE, including underwriting and placement teams, allows Meridian to tailor creative best-in-class solutions and for our clients to close with certainty

MERIDIAN'S INTEGRITY, long-standing lender relationships, and determination to generate superior results are hallmarks of every transaction in which we participate

IN 2025 MERIDIAN ARRANGED LOANS WITH 182 LENDERS, INCLUDING 35 NEW LENDERS:

88 bank lenders
61 bridge lenders and debt funds
8 agency lenders
10 CMBS lenders
8 credit unions
7 life insurance companies

$598+ BILLION

in debt and equity transactions since inception

$100 BILLION

in transactions over $100 million since inception

INVESTMENT SALES

UNPARALLELED ACCESS TO NEW YORK CITY'S NICHE BUYERS, leveraging Meridian's propriety network of active investors to maximize the buyer pool and uncover the last dollar for our clients

CREATIVITY AND INNOVATION in navigating New York City's real estate market, adapting to every situation and capitalizing on a creative touch to discover on-the-fly solutions

HANDS-ON APPROACH in advocating transactions, extracting maximum value by breaking down opportunities from every angle

TRUSTED ADVISORS that ensure the best execution for the client by providing all options needed to determine the right path with certainty

$40+ BILLION

in Investment Sales transactions executed by members of the team

80%

of volume constituted by deals over $100 million

#1 RANKED MULTIFAMILY BROKER

in the New York Region in 2024 by Real Estate Alert

100+ YEARS

combined real estate sales experience

RETAIL LEASING

CUSTOMIZED MARKETING STRATEGIES that highlight the unique selling points of your retail space and identify the optimal tenant through our network of national chains and emerging brands

NEGOTIATING ON YOUR BEHALF as a gatekeeper, screening tenants to ensure they are credit-worthy businesses that maximize your income while minimizing risk

REPOSITIONING EXISTING BUILDINGS to unlock the value of retail space in existing assets, increasing cash flow and commanding a higher price for your asset

NEW DEVELOPMENT ADVISORY that integrates retail into residential plans from the start, identifying the ideal tenant while you are still in construction

350 LEASES
negotiated on average per year over the last two years

100,000+ SQUARE FEET
of retail space leased

ESTABLISHED IN 2018
as the dedicated retail leasing platform at Meridian

SINGLE POINT OF CONTACT
for landlords and tenants seeking retail leasing and advisory services

REPRESENTATIVE TRANSACTIONS

$1,200,000,000
1285 Avenue of the Americas
Balance Sheet & Mezz
New York, NY

$785,000,000
Helmsley Building
Balance Sheet
New York, NY

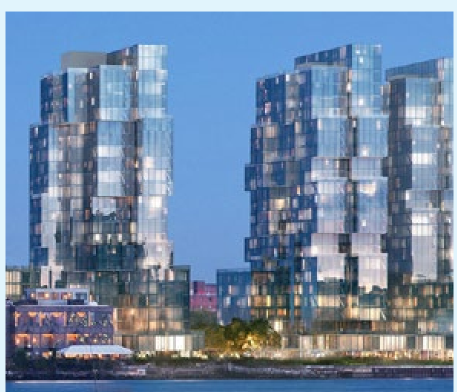
$737,000,000
The Putnam Portfolio
Balance Sheet
New York, NY

$525,000,000
Starrett-Lehigh Building
Balance Sheet
New York, NY

$500,000,000
Old Main Post Office
Construction
Chicago, IL

$390,000,000
625 Madison Avenue
CMBS & Mezz
New York, NY

$345,000,000
Gramercy Square
Construction
New York, NY



$330,000,000
420 Kent Avenue
Construction
Brooklyn, NY

$305,000,000
130 William Street
Construction
New York, NY

$300,000,000
Faena House
Construction
Miami Beach, FL

$275,000,000
Nike Flagship Store
Balance Sheet & Korean Mezz
New York, NY

$210,000,000
Beverly Connection
CMBS
Los Angeles, CA

$205,000,000
Marriott Moxy Hotel Times Square
Construction
New York, NY

$195,000,000
Silicon Valley Office Portfolio
Balance Sheet
Santa Clara, CA

$180,000,000
Sheraton Downtown Denver
CMBS
Denver, CO

$140,000,000
Crocker Park Shopping Center
CMBS
Westlake, OH

$127,000,000
One Prospect Park West
Construction
Brooklyn, NY

$98,000,000
Playa Del Oro II & Playa Lincoln
Balance Sheet
Los Angeles, CA

REPRESENTATIVE CLIENTS

AEW
AFI PROPERTIES
Aimco CREATING VALUE
APF PROPERTIES
APOLLO
ARCHSTONE
ASHKENAZY ACQUISITION
AvalonBay COMMUNITIES, INC.
BANK OF AMERICA
Blackstone
Brookfield
CARLYLE
CIM
ColonyCapital
CROWN
The Davis Companies
Dermot BUILT FOR LIVING
EPIC
EXTELL
FIVE MILE
GREYSTAR®
HARBOR GROUP INTERNATIONAL
KUSHNER
LeFrak
Macklowe Properties
Milstein Properties
M MOINIAN
MUSS DEVELOPMENT LLC
PARAMOUNT GROUP, INC.
PG PRIME GROUP
RELATED
ROCKROSE
RXR
SL GREEN REALTY CORP.
TACONIC PARTNERS
TFC
THOR EQUITIES
UDR
VORNADO REALTY TRUST

SELECT LENDER RELATIONSHIPS

- ACORE Capital
- AIG
- Apple Bank
- Amerant
- Arbor
- Bankers Life
- BankUnited
- Barclays
- Brookfield
- Capital One
- CIM
- Citi
- customers bank
- Deutsche Bank USA
- Dime Since 1864
- First Republic Bank
- Goldman Sachs
- Greystone
- investors Bank
- J.P.Morgan
- LC Ladder Capital
- leumi
- MF1
- Morgan Stanley
- MSD
- Natixis
- Newpoint Real Estate Capital
- New York Community Bank Member FDIC
- Northwestern Mutual
- Principal
- Prudential
- Santander
- Signature Bank
- Square Mile Capital
- Starwood Capital Group
- State Farm
- TD Bank
- Time Bank
- Wintrust

DEBT AND EQUITY CASE STUDIES

LIDO OCEANFRONT RESIDENCES
ASBURY PARK, NJ

$186,000,000

- Luxury Oceanfront Condominium Development
- 112 For-Sale Residences
- Ground-Floor Retail
- Construction Loan
- Debt Fund

TRANSACTION CHALLENGES

- Large ground-up construction loan for a single asset
- Repayment tied to condominium sell-out rather than stabilized rental cash flow
- Narrow pool of lenders for for-sale condo construction at this scale

MERIDIAN SOLUTION

- Meridian sourced a debt fund with the conviction to finance a for-sale condominium development and structured a single construction loan to fund the vertical development of the project.
- The team worked through every detail of a complex, ground-up request and closed on the timeline the sponsor required.

HUDSON PIERS
YONKERS, NY

$185,000,000

- Luxury Waterfront Multifamily
- 369 Rental Units
- Two Seven-Story Mixed-Use Buildings
- Ground-Floor Retail and On-Site Parking
- Refinance
- Bridge Lender

TRANSACTION CHALLENGES

- Highly structured refinancing with multiple moving parts
- Retiring existing construction and mezzanine debt
- Transitional asset in active lease-up
- Phase I of a master-planned waterfront development

MERIDIAN SOLUTION

- Meridian structured the refinancing through a bridge-to-agency program built for transitional business plans, delivering a single loan that retired the existing construction and mezzanine debt while supporting continued lease-up.
- Meridian tailored the execution to the multiple components of the transaction, positioning the sponsor to advance the remaining phases of the master-planned waterfront community.

WEST SIDE SQUARE
JERSEY CITY, NJ

$169,300,000

- **Luxury Multifamily Development**
- **477 Rental Units**
- **414,000 Square Feet**
- **10,000 SF of Retail**
- **298 Parking Spaces**
- **Debt Fund**

TRANSACTION CHALLENGES

- Constrained liquidity for large construction loans over the prior 12-18 months
- Full-stack capital requirement for a ground-up development
- Sourcing a single lender for a 477-unit, two-tower project

MERIDIAN SOLUTION

- Meridian canvassed a constrained construction lending market and sourced a full-stack financing solution from a debt fund, structuring a single loan to fund the entire ground-up development.
- The team delivered the capital required to move the project from approval to groundbreaking in the Journal Square section of Jersey City.

SELF-STORAGE PORTFOLIO
KY, NC, SC, WA

$108,000,000

- 15 Self-Storage Properties
- 500,000+ Square Feet
- Refinance
- CMBS Lender

TRANSACTION CHALLENGES

- 15 assets spread across four non-contiguous states
- Specialized self-storage asset class requiring tailored underwriting
- Consolidating maturing portfolio debt into a single execution

MERIDIAN SOLUTION

- Meridian arranged a single CMBS facility to refinance the geographically dispersed self-storage portfolio and retire its existing debt across all four states in one execution.
- Meridian presented the consolidated cash flow and operating history of the portfolio to the CMBS market and secured a five-year, interest-only structure that preserved cash flow throughout the term.

80-02 KEW GARDENS ROAD
QUEENS, NY

$70,000,000

- 12-Story Class A Office
- 500,000 Square Feet
- Five-Year, Interest-Only
- CMBS Execution
- 95%+ Occupied

TRANSACTION CHALLENGES

- Underwriting government-agency tenancy
- Securing competitive office capital

MERIDIAN SOLUTION

- Meridian arranged $70 million in five-year, interest-only financing for the property through a CMBS execution.
- Meridian presented the consistently strong occupancy and cash flow of the asset alongside nearly four decades of ownership by the sponsor, reassuring the lender on the government tenancy and securing competitive terms for a mission-critical, well-located office property with institutional and credit-rated tenancy.

INNOVO LIVING PORTFOLIO
TAMPA & SUNRISE, FL

$69,000,000

- 2 Multifamily Properties
- Refinance
- CMBS Lender
- Sub-6% Fixed Rate
- 5-Year Term, Interest-Only

TRANSACTION CHALLENGES

- Two assets across distinct Florida markets
- Varying asset profiles and locations
- Shifting capital markets environment

MERIDIAN SOLUTION

- Meridian negotiated a disciplined execution across both assets, aligning structure, proceeds, and pricing as capital markets conditions shifted.
- Meridian arranged $69 million in financing from a CMBS lender at a sub-6% fixed rate on a five-year term, with interest-only payments for the full term.

NATURA BY MURBECK
GAINESVILLE, FL

$67,500,000

- **Multifamily Ground-Up Development**
- **Two-Year Non-Recourse Construction Loan**
- **Converts to Permanent at 5.98% Fixed**
- **Balance Sheet**

TRANSACTION CHALLENGES

- Ground-up asset with no in-place cash flow
- A constrained market for new-development debt
- Interest-rate exposure across a multi-year build and lease-up

MERIDIAN SOLUTION

- Meridian sourced a balance sheet lender and structured a single two-year non-recourse construction loan that converts to a permanent loan at a fixed rate of 5.98%.
- By locking the permanent rate at closing and combining the construction and take-out financing in one facility, Meridian delivered execution certainty from groundbreaking through stabilization and removed exposure to a future refinancing.

WAYNE VILLAGE

WAYNE, NJ

$63,503,000

- 275 Units
- 19 Residential Buildings
- Garden-Style Multifamily
- Agency (Freddie Mac)

TRANSACTION CHALLENGES

- Securing favorable agency terms on a 1965-vintage, 19-building community, where asset age and multi-building condition reviews can constrain agency sizing
- Maximizing proceeds on a long-held, institutionally operated asset in suburban Northern New Jersey

MERIDIAN SOLUTION

- Meridian arranged $63,503,000 in agency financing by presenting the strength of the sponsor alongside the durable performance of a well-maintained, institutionally operated community.
- That combination supported favorable terms on an asset less than 20 miles from Manhattan in a NYC metro apartment market that continues to outperform much of the country.

GILBERT GATEWAY TOWNE CENTER
MESA, AZ

$60,000,000

- 263,973 SF Retail Center
- 100% Occupied
- Approx. 35.5 Acres
- Acquisition Financing
- Balance Sheet

TRANSACTION CHALLENGES

- Leverage above 70% loan-to-cost on an acquisition
- Expedited 45-day closing timeline
- Retail acquisition requiring lender conviction on the trade area

MERIDIAN SOLUTION

- Meridian sourced the financing and structured the loan at over 70% loan-to-cost with full-term interest-only payments.
- By presenting the strength of the fully-leased center and its location along Loop 202 and Power Road, Meridian secured the terms and closed the acquisition in just 45 days.

LANGSTON VIEWS
WASHINGTON, D.C.

$50,000,000

- 671-Unit Multifamily Complex
- Four Residential Towers
- 684,230 SF Net Rentable Area
- Refinance
- Bridge Lender

TRANSACTION CHALLENGES

- Asset in active lease-up at 78 percent occupancy
- Value-add property acquired out of foreclosure
- Significant return of equity sought by sponsor

MERIDIAN SOLUTION

- Meridian arranged a $50 million bridge refinancing that delivered a significant return of equity to the sponsor and supported the property as it moves through a planned lease-up.
- Meridian presented the value-add trajectory and larger unit footprints than comparable assets in the submarket to a bridge lender that underwrote the full business plan rather than current occupancy alone.

PLEASANTVILLE LOFTS
PLEASANTVILLE, NY

$46,000,000

- Class-A Multifamily
- 79 Luxury Units
- 7,056 SF Ground-Floor Retail
- 5-Year Non-Recourse Loan
- Life Insurance Company
- Refinance

TRANSACTION CHALLENGES

- One-of-a-kind asset with no true comps
- Lease-up of the ground-floor retail component
- Refinance of an existing construction loan

MERIDIAN SOLUTION

- Meridian ran a highly competitive lender process that yielded dozens of aggressive bids across banks, agency lenders, life insurance companies, and CMBS lenders.
- Meridian secured a 5-year non-recourse loan at a highly competitive rate in the low-5% range, retiring the existing construction loan and identifying a lender that understood the quality of the collateral.

2807 ARTHUR KILL ROAD
STATEN ISLAND, NY

$28,195,000

- Class A Industrial Condominium
- 80,000 SF First-Floor Unit
- 136,346 SF Warehouse Property
- Owner-Occupied Acquisition
- 85% Loan-to-Value
- Conventional Bank Loan with SBA 504 Component

TRANSACTION CHALLENGES

- Owner-occupied acquisition by an operating manufacturer
- Two lenders with distinct underwriting approaches
- Layered senior conventional and SBA 504 supplemental structure

MERIDIAN SOLUTION

- Meridian structured a coordinated solution that paired a senior conventional bank loan with supplemental SBA 504 financing, aligning two lenders with different underwriting approaches behind a single transaction.
- By matching the capital structure to the strength of the operating sponsor and the quality of the newly constructed asset, Meridian secured strong proceeds and an efficient, competitive execution that closed the acquisition.

CROWN POINTE
DUNWOODY, GA

$26,500,000

- Class A Office (Two Buildings)
- 509,792 Square Feet
- Acquisition Loan
- Balance Sheet

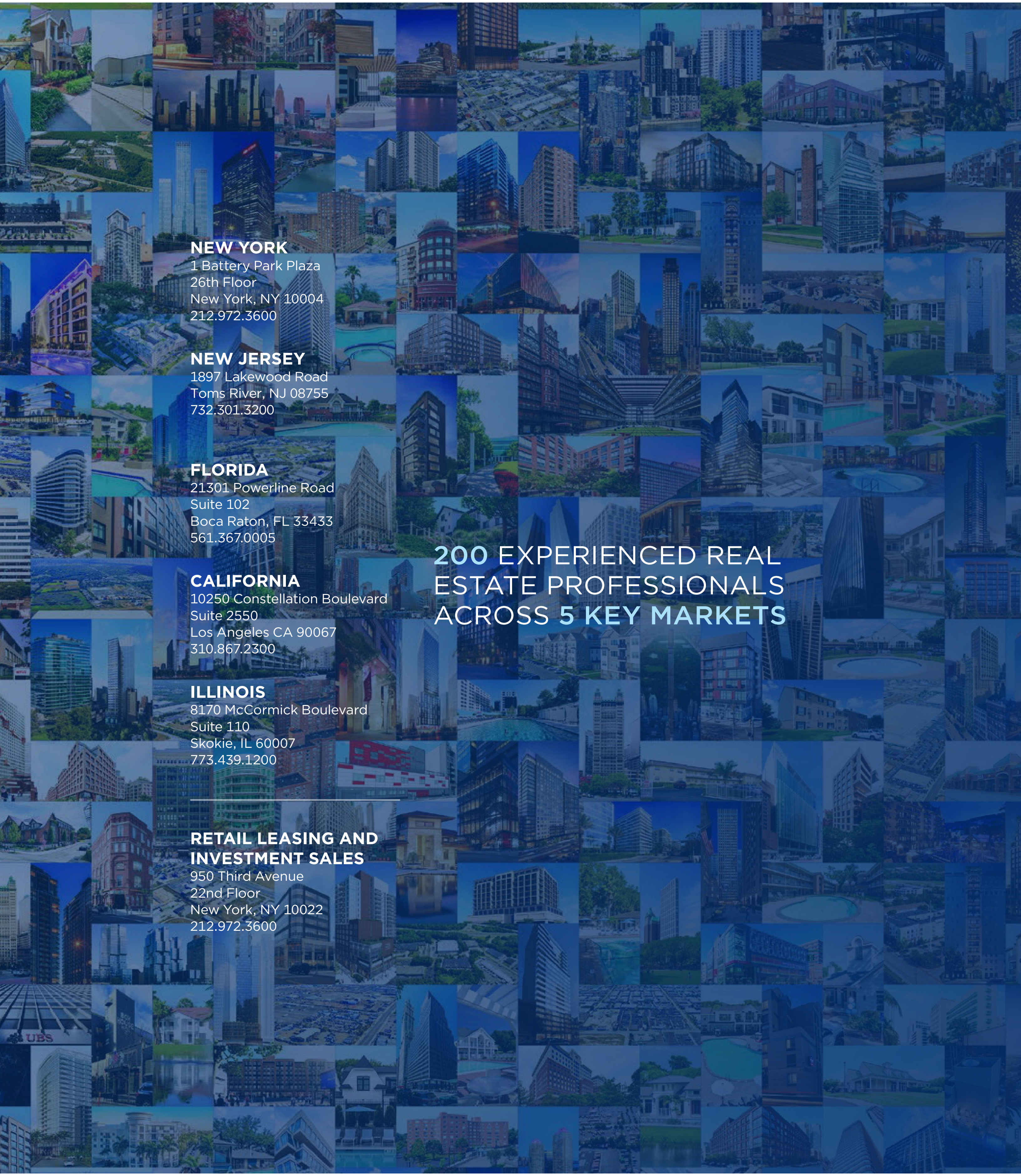
TRANSACTION CHALLENGES

- Distressed Class A office acquisition in a constrained office lending market
- Acquisition basis of $38,000,000 against $54,700,000 of legacy debt
- Complex business plan requiring a lender to underwrite beyond surface metrics

MERIDIAN SOLUTION

- Meridian canvassed the market and identified a balance sheet lender willing to dig deep into the fundamentals of the asset and the business plan of the sponsor.
- Meridian structured a $26,500,000 acquisition loan aligned with the vision of the sponsor, enabling a close on the distressed purchase of Crown Pointe.


THREE DIVISIONS.
ONE RELATIONSHIP.
MERIDIAN
CAPITAL GROUP



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