

WHY DID WE CREATE OUR NEW CREDIT- ORIENTED STRATEGY?

Over the last two decades, we have consistently delivered a curated series of opportunities to a select group of investors, expertly sourcing and executing differentiated real estate investments throughout the Mid-Atlantic and Southeast regions. We seek macro trends and demographic shifts we can align with market dynamics to craft resilient and forward-thinking investment strategies—and we see a massive opportunity right now.

Learn more about it in our slideshow.

WHY ARE WE ADDING THIS STRATEGY?

First and foremost, this strategy is a complement to our deal-by-deal equity-driven private real estate investments. It is another opportunity for you, and your clients, to partner with us to diversify and build your portfolio.

The mammoth pullback in lending is creating very compelling entry points for new investment. We are extending our firm's real estate investment and development expertise in a natural and exciting way—launching our credit-oriented strategy—to capitalize on the significant dislocation in the real estate credit markets.



WHAT IS THE STRATEGY?

- Focus on providing capital to quality real estate assets through preferred equity, mezzanine debt, and rescue capital solutions
- Take advantage of attractive entry points because of capital market dislocation
- Require a significant margin of safety, so there is a favorable risk/return profile
- Leverage our core strengths of meticulous underwriting and market understanding
- Dissect properties, analyze their fundamentals, gauge their market positioning, and evaluate project sponsors
- Examine sponsors' capabilities and assess senior debt structures to uncover where opportunity lies, and risks are hidden



WE LEVERAGE OUR LENDING EXPERIENCE.

Throughout our tenure, we have secured more than \$200 million in loans as a borrower, utilizing a variety of structures—and we have developed many strong lender relationships. This experience affords us intimate knowledge of the lending landscape. We leverage this first-hand familiarity of loan structures and covenants to secure advantageous financing terms when we are providing capital.



WE BECOME A TRUSTED PARTNER.



What We Will Do

Offer operational guidance and best practices to help sponsors unlock value

Utilize a holistic approach to foster long-term success

What We Won't Do

Act as a traditional or passive capital provider and have a transactional relationship

Choose sponsors without carefully vetting them

OUR OPERATIONAL EXPERIENCE IS A KEY DIFFERENTIATOR.

Our hands-on operating experience across commercial, multi-family, and residential real estate provides us with a unique advantage in our credit-oriented strategy—not only can we provide support for our borrowers, but we can intervene swiftly and effectively in downside scenarios. We implement proven tactics to protect and increase revenue, surgically identify cost-saving mechanisms, and make targeted re-investments as part of our strategic asset management and asset repositioning processes. These actions can protect, preserve, and maximize your investment value.



OUR CREDIT-ORIENTED STRATEGY
LEVERAGES OUR OPERATIONAL EXPERTISE
AND UNWAVERING COMMITMENT TO
PROVIDING EXCELLENCE FOR INVESTORS
LIKE YOU. FOR MORE INFORMATION ON
HOW WE UTILIZE THIS PLAN,

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