



# **AVATAR COMMERCIAL MORTGAGE REIT**

| A Mortgage Fund with a REIT Structure  
that Benefits Investors





# **ADDING AVATAR COMMERCIAL MORTGAGE REIT TO YOUR INVESTMENT STRATEGY**

## **AN INDUSTRY LEADER IN LOAN ORIGINATION**

Avatar Financial Group (AFG) is a leader in commercial hard money bridge loans, offering solutions for nonconforming, income-producing real estate transactions nationwide. AFG is positioned to meet the market's needs and expand its portfolio of loans in the \$1 million to \$35+ million range without the regulatory constraints that large banks and institutional lenders are now facing. Avatar Commercial Mortgage REIT was formed to raise capital to provide funding for certain loans originated by AFG. Avatar affiliates manage the fund and provide loan servicing.



# ADDING AVATAR COMMERCIAL MORTGAGE REIT TO YOUR INVESTMENT STRATEGY

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## INVESTMENT MANAGERS

Since 1995, Avatar's co-founders have expertly managed commercial mortgage investments, eventually leading to the formation of Avatar Financial Group in 2003. The REIT is an excellent fit for investors vetting alternatives to traditional stocks and bonds for income replacement; the lower volatility, consistent returns, flexibility, and tax advantages of our mortgage fund distinguish this opportunity.

*\*Overall portfolio performance pertains to Avatar's historic portfolio performance. Read our full disclosures on the final page of this presentation.*



**9.46%**

**10-YEAR RETURN\***



# A MORTGAGE INVESTING PARTNERSHIP SINCE 1995



**JERRY ZEVENBERGEN,  
CEO & CO-FOUNDER**

In addition to being active in loan underwriting, Jerry oversees Avatar's loan servicing, banking relationships, accounting, and budgeting. In 1995, Jerry left his position as an audit partner with Moss Adams to become the CEO of a private lending company where he facilitated the expansion of lending activities from the local market to a national platform.



**T.R. HAZELRIGG IV,  
PRESIDENT & CO-FOUNDER**

T.R. is the co-founder and President of Avatar. His responsibilities include loan origination and credit analysis as well as structuring Avatar's national debt strategies. With over 25 years in the structured finance industry, T.R. has built a nationwide network of real estate brokers, appraisers, mortgage brokers, investors and even competitors that provide Avatar with consistent, high quality loan volume. In addition to these responsibilities, T.R. is instrumental in raising both institutional and family office capital for the company. His vast experience is an essential asset to all aspects of Avatar's portfolio management.





## HOW IT WORKS

Avatar invests your capital in loans originated by Avatar Financial Group. This portfolio of loans includes a variety of commercial real estate asset types in geographically diverse markets with limited exposure to any one borrower. Performance in one asset class or geographical location is mitigated by performance of others in the portfolio. Loans are only made in a first-lien position – typically at 65% of the property's value. The due diligence process for borrowers is stringent and tested across decades of investment management in the commercial mortgage space.

### KEY BENEFITS:

#### RISK MITIGATION

- First Lien Secured Investment
- Diversification
- Maximum Loan Size and Short Terms
- Average Loan-to-Value Ratio
- Protection from Market Volatility

#### LIQUIDITY

#### TAX-ADVANTAGED INVESTMENT

#### EXPERT FUND MANAGEMENT



# AVATAR'S APPROACH TO RISK MITIGATION



Every investor carefully weighs the risk associated with each of their investments. Mortgage investments, when managed by a trusted sponsor with expertise, can mitigate risk in the fixed income portion of your portfolio in the following ways:

## **DIVERSIFICATION**

Investing in the equity of a debt Fund which holds loans secured by a variety of commercial assets (office, retail, mixed-use, multifamily, hospitality, and industrial) across numerous geographical markets lowers risk of poor performance because product types and locations are diverse.

## **PROTECTION AGAINST MARKET VOLATILITY**

Over time, commercial real estate has proven to be more stable when indexed against other investment classes. The long-term appreciation cycle of a real estate investment holds up against inflation as property values tend to increase at these times, while stocks and bonds may not. Therefore, REIT funds can continue to provide an income stream to investors even in volatile times.

## **MAXIMUM LOAN SIZE & SHORT TERMS**

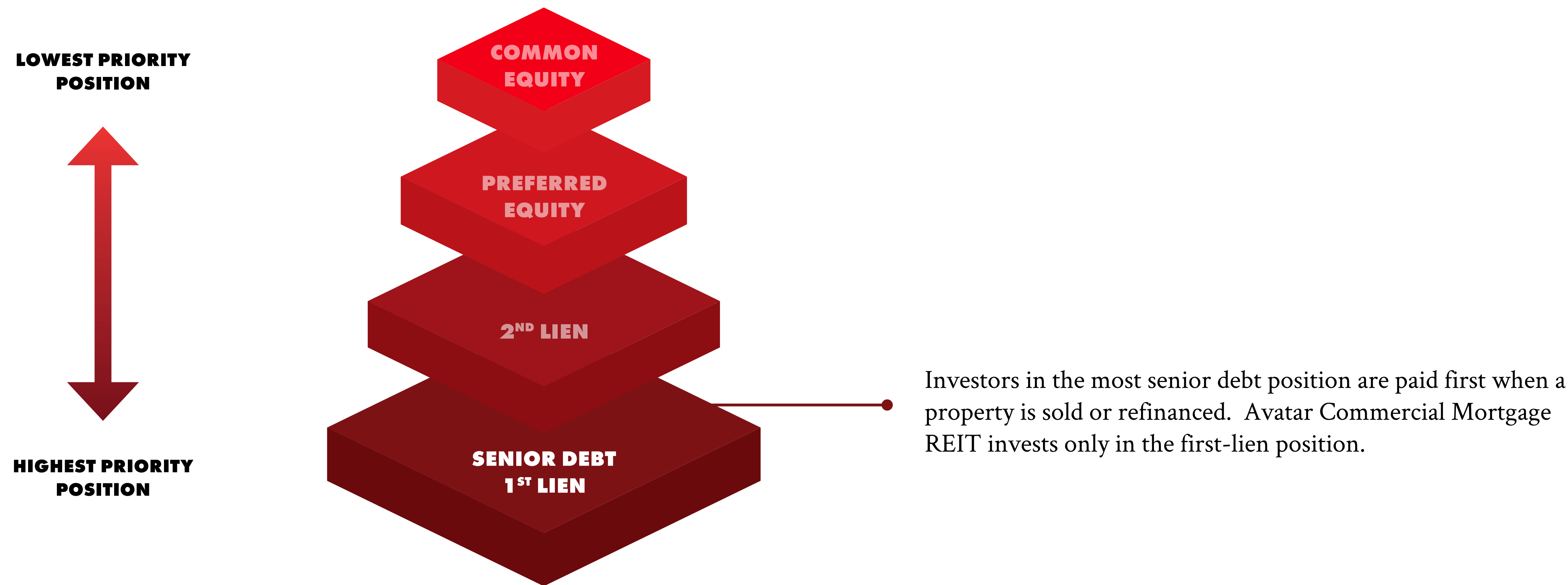
The maximum loan size in Avatar's Mortgage REIT is 10% of the assets under management. In addition, a typical loan term in the REIT is two years, providing a hedge against changing real estate values and interest rates.

## **POTENTIAL TAX SAVINGS**

Up to 20% of qualified net income may be excluded from the taxable income of investors (Jobs Act of 2017). While we believe most investors will be able to take full advantage of this, the federal taxable income calculation is made at the individual taxpayer level, so the results may vary.

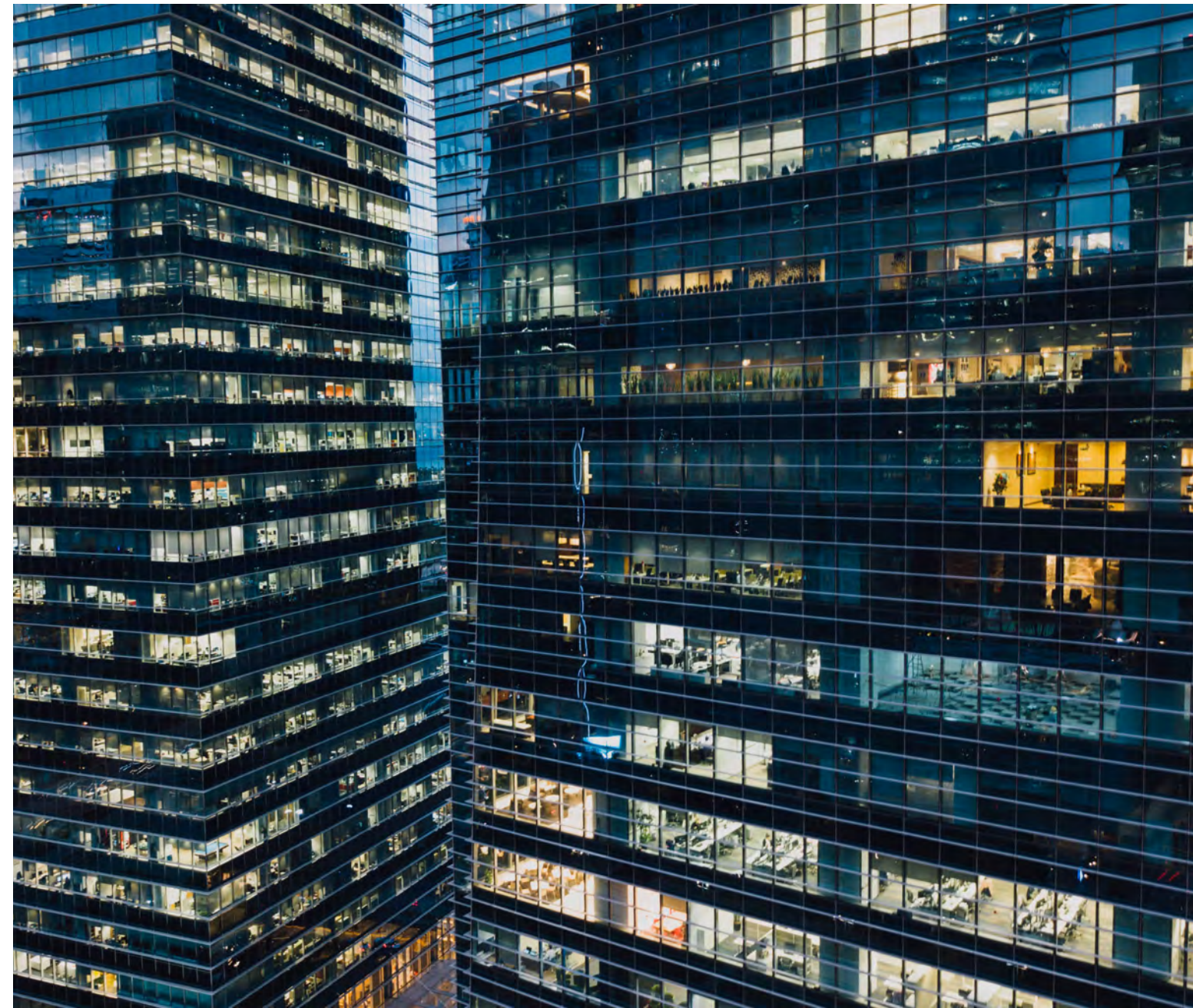


# MORTGAGE INVESTMENT VS. OTHER TYPES OF REAL ESTATE INVESTMENT



*For educational purposes only. There is no assurance that any strategy will succeed or that any program will meet its investment objectives.*





## **100+ YEARS**

Combined years of experience  
in the commercial mortgage  
investing and lending space.



## **\$1 BILLION**

Avatar's principals have  
completed hundreds of  
transactions and placed \$1B+ in  
loans since entering the industry.



## **1%**

Fund Management Fee  
is only 1% (plus incentives  
if the Investor return  
exceeds 8%).





# PROFITABILITY CYCLE & PERFORMANCE



## WEIGHTED AVERAGE PERFORMANCE \*

YEAR	PORTFOLIO FOR THE YEAR
2011	11.82%
2012	11.47%
2013	11.12%
2014	10.19%
2015	9.84%
2016	8.69%
2017	10.37%
2018	9.26%
2019	8.61%
2020	9.23%
2021	8.64%

*\* Also includes performance of the Avatar portfolio prior to formation of the REIT.*



# REIT PERFORMANCE

Our latest performance numbers are strong – and the Avatar team can help you tap into this opportunity.

[CONTACT US](#)

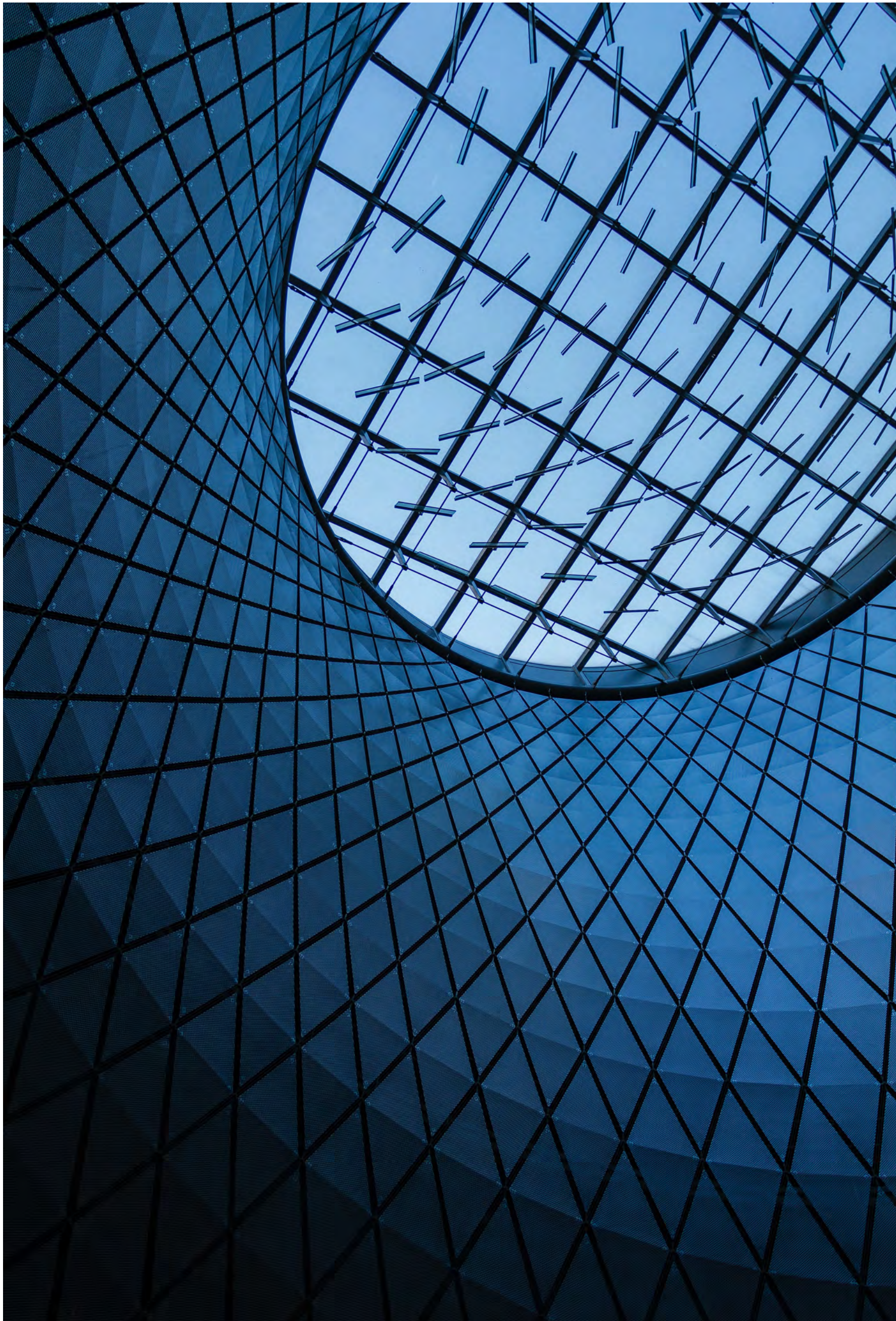
[DOWNLOAD PPM](#)

**8.00%**

**PREFERRED DISTRIBUTIONS  
MADE MONTHLY IN 2021**

*Past performance is no guarantee of future results. Read our full disclosures on the final page of this presentation.*





# UNDERWRITING & DUE DILIGENCE



## ORIGINATION “COMMON SENSE”

Avatar is uniquely positioned and capitalized to provide real estate bridge loans for borrowers with financing needs that are not being met by traditional lenders because borrowers don't meet stringent bank standards or simply don't have time to wait. Avatar is able to apply sound business judgment without the regulatory constraints of banks.

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## AVATAR'S BORROWER SUITABILITY CHECK

With 100+ years of combined experience in the market, Avatar has a well-honed model for underwriting and due diligence, and has applied that approach to the due diligence strategy of the Avatar Commercial Mortgage REIT. Avatar considers suitability in context rather than focusing on the standard formulas used by major banks.

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## HISTORIC UNDERWRITING RESULTS

The quality of Avatar's underwriting process is perhaps best understood by our foreclosure rate. During the past 10 years, Avatar has completed a foreclosure and taken ownership of the property in only 2 situations.

**This represents 0.46% of our loan volume. Upon sale of these properties, the ROI amounted to 8.98%.**



## TYPICAL BORROWER PROFILE

### **LIMITED TIME TO COMPLETE TRANSACTION**

Example, the Borrower has won a competitive bid for an opportunistic purchase which requires a fast and certain close.

### **CREDIT SCORE**

Minor items can affect a Borrower's credit score that may not represent the Borrower's ability to pay. Our underwriting's common sense approach considers that instance in context.

### **PROPERTY DOESN'T MEET BANK STANDARDS**

The property may temporarily not meet bank standards for a loan; for example, the occupancy rate of a property falls below bank standards. Avatar evaluates the Borrower against this variable to determine loan suitability.



# KEY RELATIONSHIPS

## FUND MANAGERS



Avatar services all loans offered to investors. Loan servicing ensures property accounting for payments and maintains our direct contact with borrowers throughout the life cycle of the loan.

## BANKING



Line of credit provided by Axos Bank enables the REIT to efficiently manage cash. Axos Bank offers a comprehensive range of innovative financial products and services with the highest level of security.

## ADMINISTRATOR



Verivest is a real estate investment platform designed to bring transparency and trust to middle market investing. State-of-the-art online investor services – account set-up, fund accounting and electronic monthly distributions.

## AUDITOR



RSM US LLP is a leading U.S. provider of audit, tax, and consulting services.





# AVATAR COMMERCIAL MORTGAGE REIT

# INVEST WITH US

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