

# AVATAR COMMERCIAL MORTGAGE REIT LLC

A Mortgage Fund with a REIT Structure to Potentially Benefit Investors

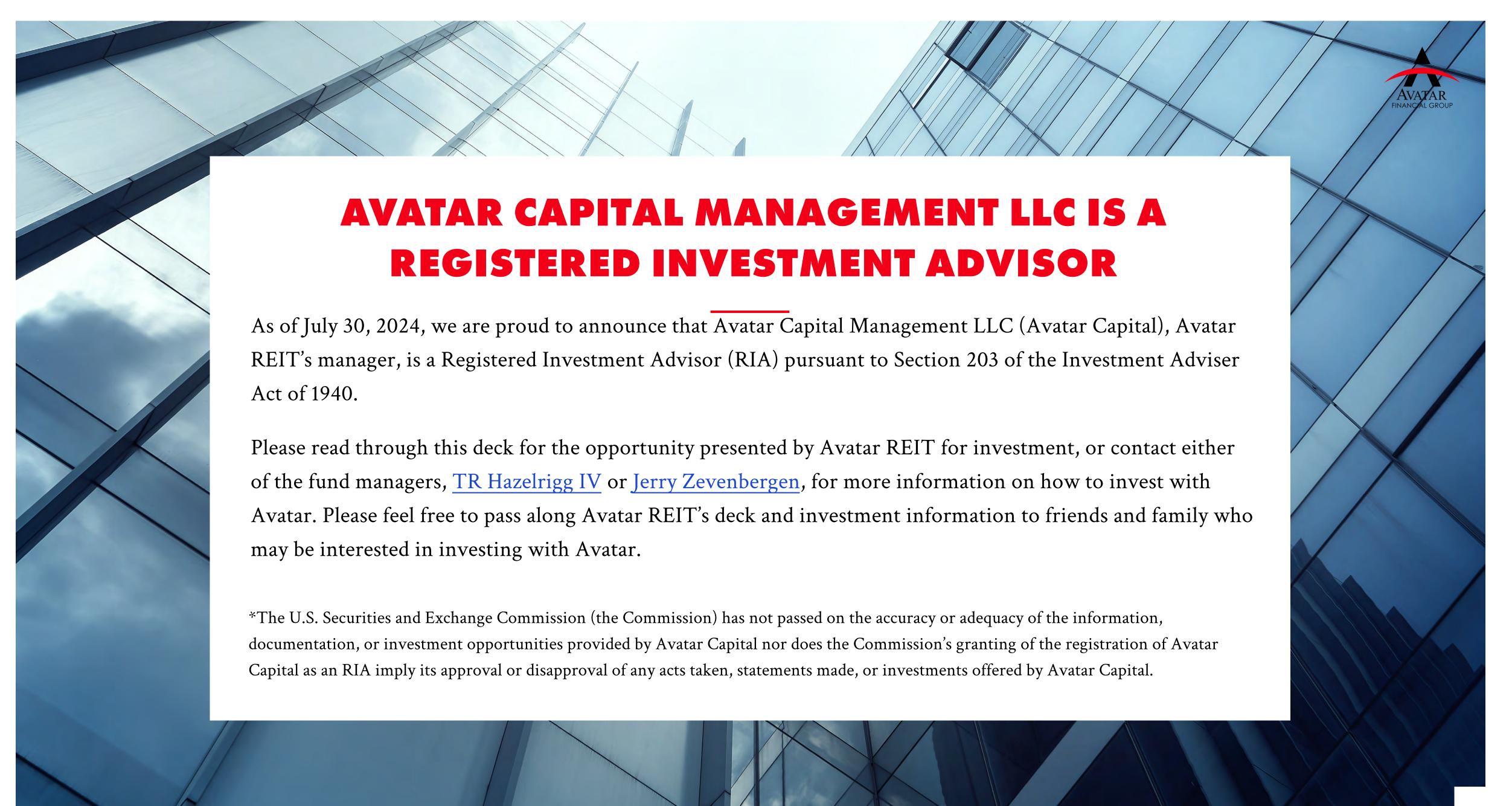




# ADDING AVATAR COMMERCIAL MORTGAGE REIT LLC TO YOUR INVESTMENT STRATEGY

#### AN INDUSTRY LEADER IN LOAN ORIGINATION

Avatar Financial Group LLC (AFG) is among the leading lenders in commercial hard money bridge loans, offering solutions for nonconforming, income-producing real estate transactions nationwide (excluding NV). AFG is positioned to meet the market's needs and expand its portfolio of loans in the \$1 million to \$100+ million range without the regulatory constraints that large banks and institutional lenders are now facing. Avatar Commercial Mortgage REIT LLC (Avatar REIT) seeks to raise capital to provide funding for certain loans originated by AFG. AFG affiliates manage the Fund and provide loan servicing.





# ADDING AVATAR REIT TO YOUR INVESTMENT STRATEGY

#### **INVESTMENT MANAGERS**

Since 1995, AFG's co-founders have managed commercial mortgage investments, eventually leading to the formation of AFG in 2003. The Avatar REIT may be a fit for investors vetting alternatives to traditional stocks and bonds for investment income; the potentially consistent returns and tax advantages of our Mortgage Fund distinguish this opportunity. Since its inception in 2021, the Avatar REIT has consistently made monthly distributions at an 8% annualized rate.

\*Net investor distributions after all fees. Performance is not a guarantee of future results. Please read our full disclosures on the final page of this presentation.



# A MORTGAGE INVESTING PARTNERSHIP SINCE 1995





JERRY ZEVENBERGEN, CEO & CO-FOUNDER



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

In addition to being active in loan underwriting, Jerry oversees AFG'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. is the co-founder and President of AFG. His responsibilities include loan origination and credit analysis as well as structuring AFG's 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 AFG with consistent loan request volume. In addition to these responsibilities, T.R. is instrumental in raising both institutional and family office capital.





## KEY BENEFITS

The Avatar REIT invests your capital in loans originated by AFG. This portfolio of loans includes a variety of commercial real estate asset types in geographically diverse markets intended to limit exposure to any one borrower. Performance in one asset class or geographical location is potentially 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 Fund continues to limit fixed rates on most loans for the first six months, with a majority converting to adjustable rates thereafter. The Avatar REIT managers plan to maintain this strategy to mitigate risk as the Fed continues on the path of inflation reduction. The due diligence process for borrowers is stringent and tested across decades of investment management in the commercial mortgage space.

#### **RISK MITIGATION**

- First Lien Secured Investment
- Maximum Loan Size: 10% of Total Fund Capital
- Short Terms: Typically 2 Years or Less
- Low Loan-to-Value: 56% Average as of 12.31.24
- Potential Protection from Market Volatility

INTEREST RATE HEDGE

**DIVERSIFICATION** 

POTENTIAL TAX ADVANTAGE

**EXPERT FUND MANAGEMENT** 

# REITS OFFER COMPELLING TAX ADVANTAGES



Non-REIT

Avatar REIT investors may benefit from tax savings afforded by the 2017 Tax Cuts and Jobs Act. Specifically, investors could potentially benefit from a 20% tax reduction on earned income.

#### **Distribution of Returns**

Avatar REIT's pre-tax income available for distribution

#### **Avatar Capital Management Fee**

Management fee taken before preferred returns are distributed to investors

# 1%

#### **Preferred Return**

Avatar REIT investors receive a preferred return on their equity investment



Additional proceeds are divided equally between investors and management.

Yield	9.00%*	10.00%
Initial Investment	\$100,000	\$100,000
Net Income	\$9,000	\$10,0 <i>57</i>
20% Tax Deduction on QBI	(\$1,800)	N/A
Net Taxable Income	\$7,200	\$10,0 <i>57</i>
Taxes on Income (37%)	\$2,664	\$3,721
Income After Tax	\$6,336	\$6,336
As shown above, an <b>9% return from a REIT</b> is <b>equivalent</b> to a <b>10%</b>		

REIT

**Investment Structure** 

As shown above, an **9% return from a REIT** is **equivalent** to a **10% return from a non-REIT** investment, assuming the highest tax rate of 37%.

<sup>\*</sup>Distributions from the Fund are not guaranteed; returns shown above are for illustration purposes only.

# AVATAR REIT'S APPROACH TO RISK MITIGATION



Every investor should carefully weigh the risks associated with each of their investments. Mortgage investments, when correctly managed, can potentially mitigate risk in the fixed income portion of your portfolio in the following ways:

#### **DIVERSIFICATION**

Investing in the equity of a debt Fund containing loans secured by a variety of commercial assets (office, retail, mixed-use, multifamily, hospitality, and industrial) across numerous geographic markets may lower the risk of poor performance due to the diversity of product types and locations.

#### **POTENTIAL TAX SAVINGS\***

Up to 20% of qualified net income may be excluded from investors' taxable income (2017 Jobs Act). 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.

#### POTENTIAL PROTECTION AGAINST MARKET VOLATILITY

The Avatar REIT typically lends at a maximum loan to value (LTV) ratio of 65%, with most loans falling in the 50% to 60% range. This range allows for market fluctuations and volatility while seeking to minimize potential risks to the overall Fund portfolio's secured assets.

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

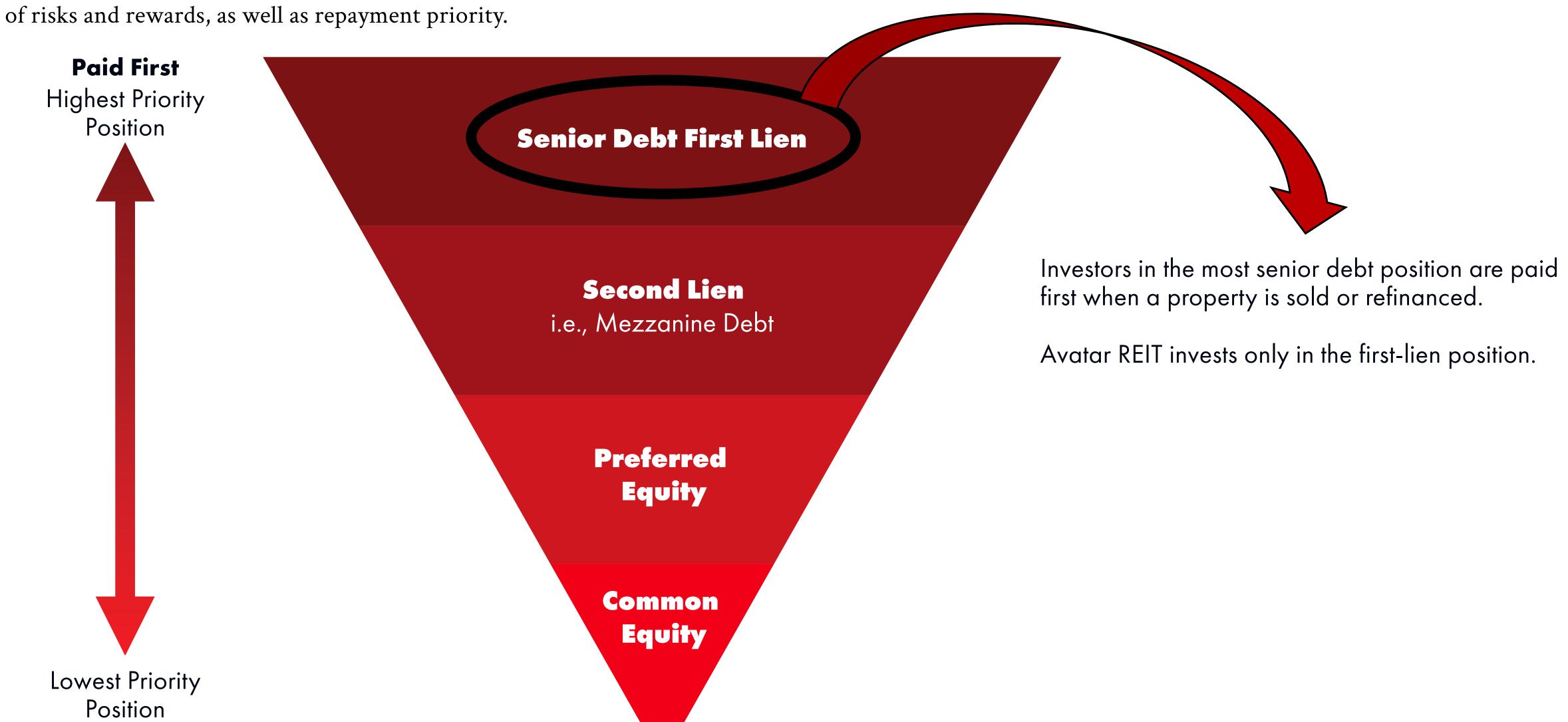
The maximum loan size in the Avatar REIT portfolio is 10% of the total Fund Capital. In addition, a typical loan term is two years, providing a potential hedge against changing real estate values and interest rates.

\*AFG and its affiliates do not provide tax or accounting advice. You should consult your own tax, legal and accounting advisors before investing in Avatar REIT.

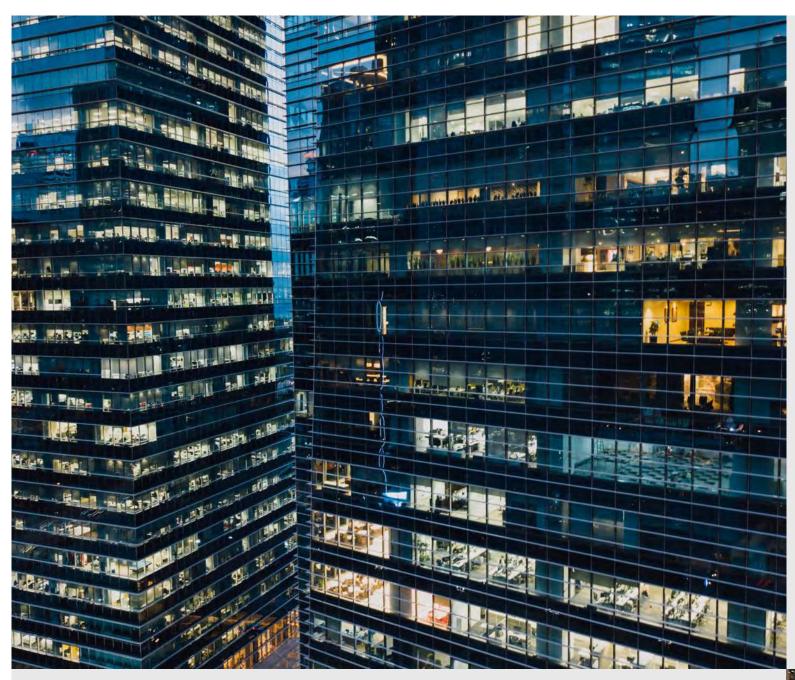
# UNDERSTANDING THE CAPITAL STACK IN CRE DEBT INVESTMENT



Commercial real estate investments often involve a combination of debt and equity capital. Each layer of the capital stack comes with its own set



**Paid Last** 



# **100+ YEARS**

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



# \$1 BILLION

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



1%

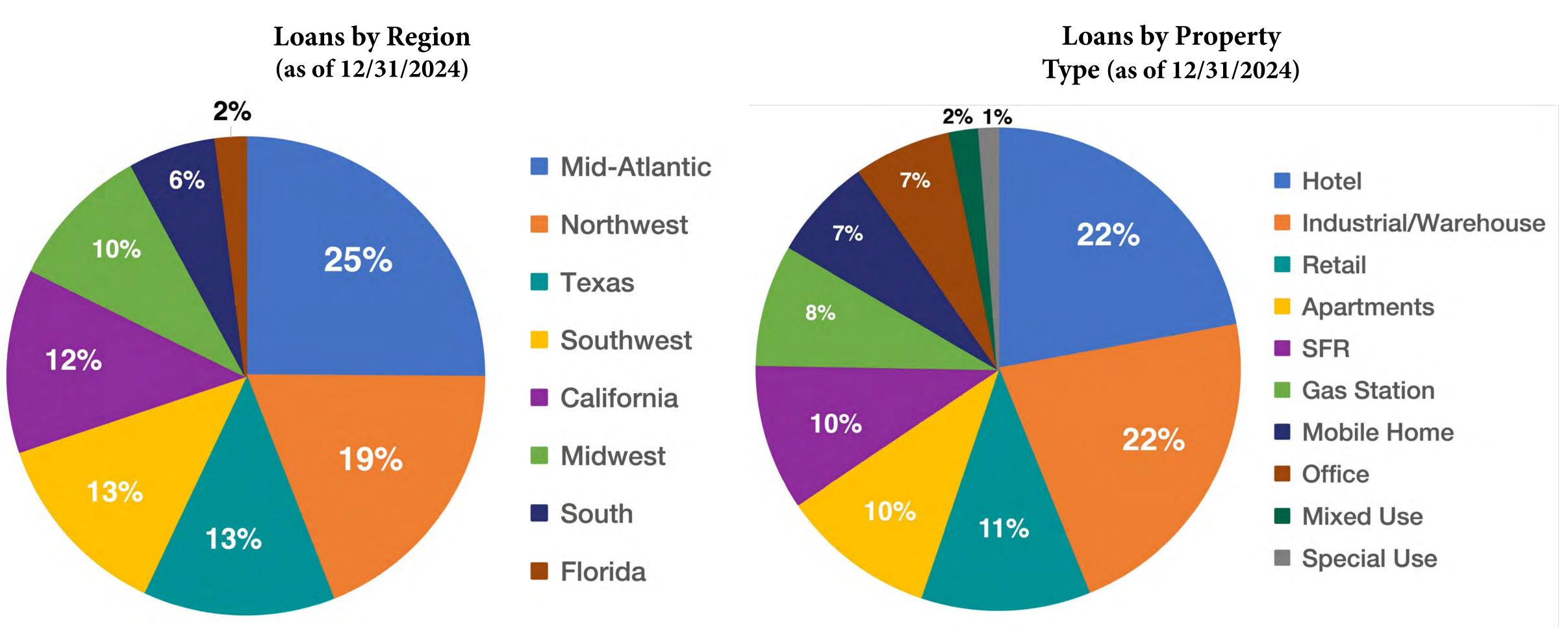
Fund Management Fee is only 1% (additional incentives split 50/50 with investors if the investor return exceeds 8%).

# **AVATAR REIT'S PORTFOLIO: COMPOSITION**



This portfolio of loans includes a variety of commercial real estate asset types in geographically diverse markets with potentially limited exposure to any one borrower. Performance in one asset class or geographical location may mitigate performance of other assets in the portfolio.

Less than 7% of the loans in Avatar REIT's portfolio are collateralized by office assets, as of 12/31/24.



# **AVATAR REIT'S PORTFOLIO: HIGHLIGHTED TRANSACTIONS**



Below is a selection of representative financing transactions in Avatar REIT.

## \$7 MM 3 Medical Office Buildings Northern Arizona



**Loan Amount:** \$7,000,000

**LTV:** 45%

**Interest Rate:** 10.99% for 12 months, then adjustable based on the SOFR

**Term:** 18 Months





Loan Amount: \$6,500,000

LTV: 64%

**Interest Rate:** 11.50% for 6 months, then adjustable based on the SOFR

**Term:** 2 Years

## \$4.35 MM Avid Hotel Property Portland, TX



Loan Amount: \$4,350,000

**LTV:** 65%

**Interest Rate:** 11.65% for 6 months, then adjustable based upon the SOFR

Term: 2 Years

### \$9.5 MM Single-Family Residence Manhattan Beach, CA



Loan Amount: \$9,500,000

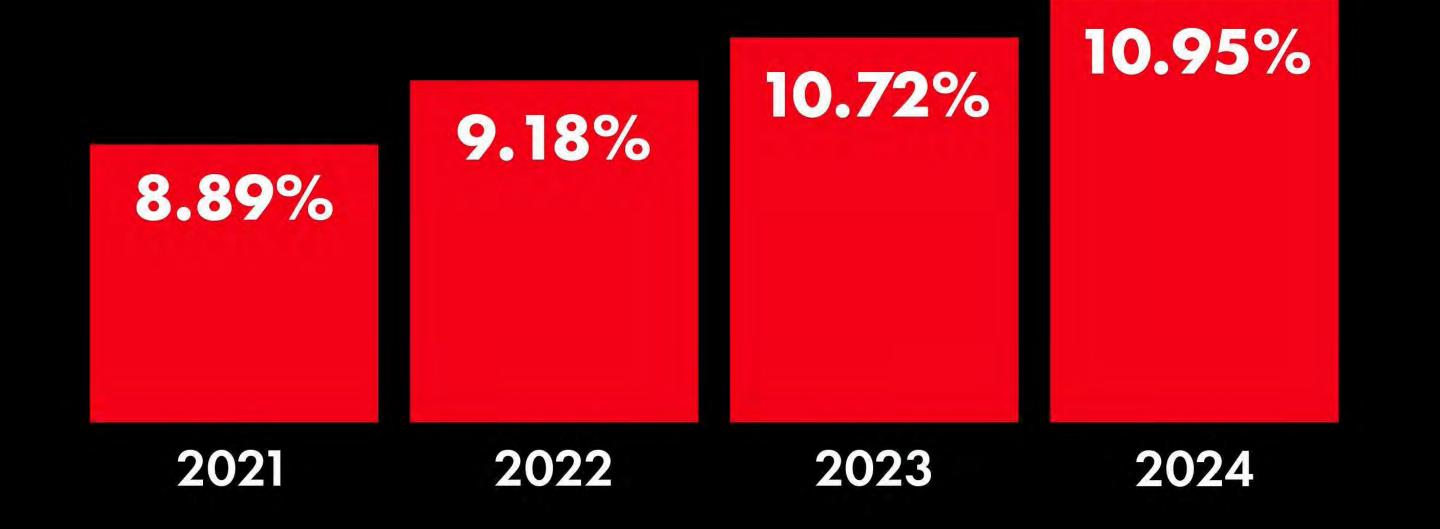
LTV: 62%

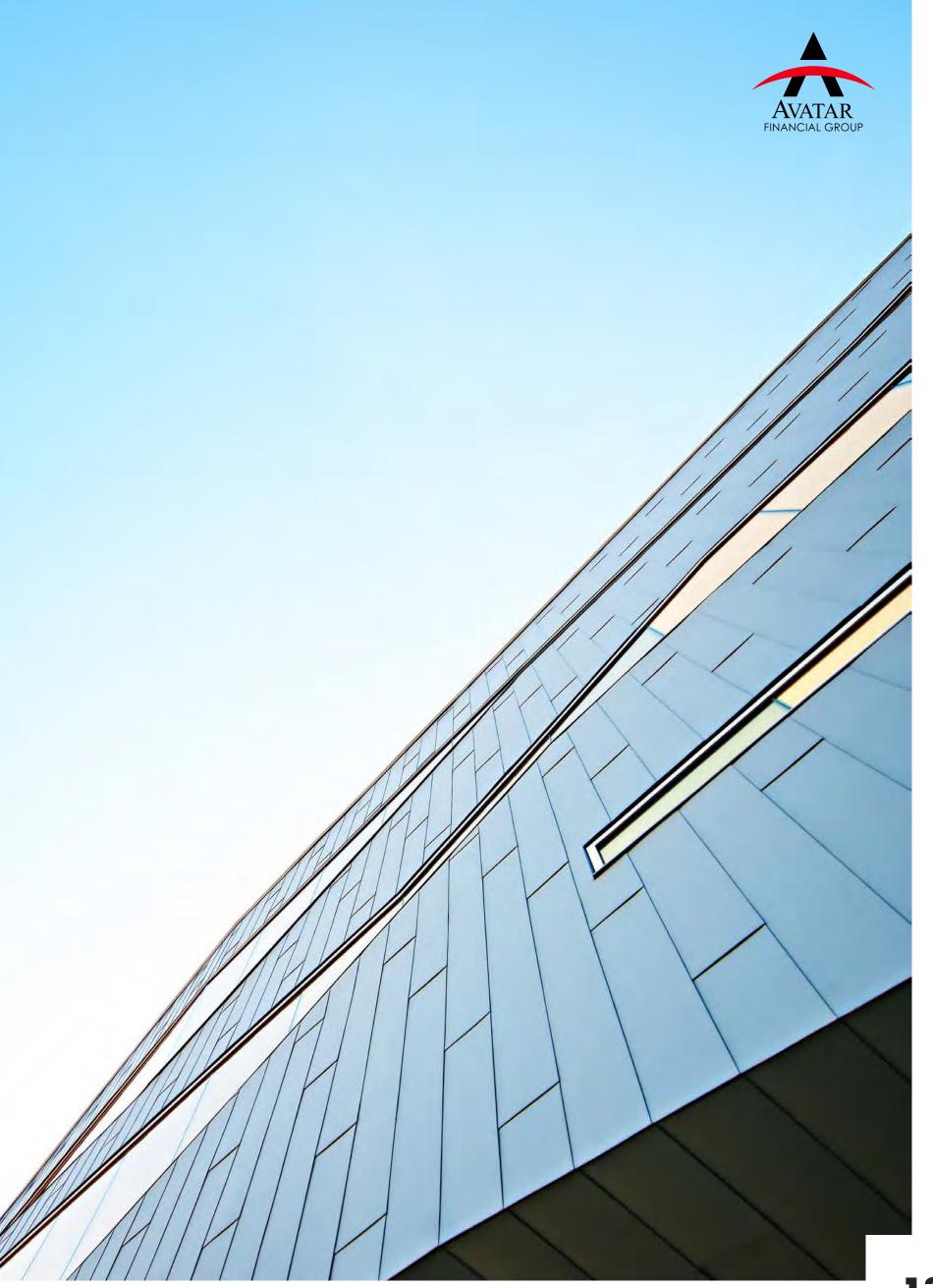
**Interest Rate:** 10.99% for 6 months, then adjustable based on the SOFR

**Term:** 9 months

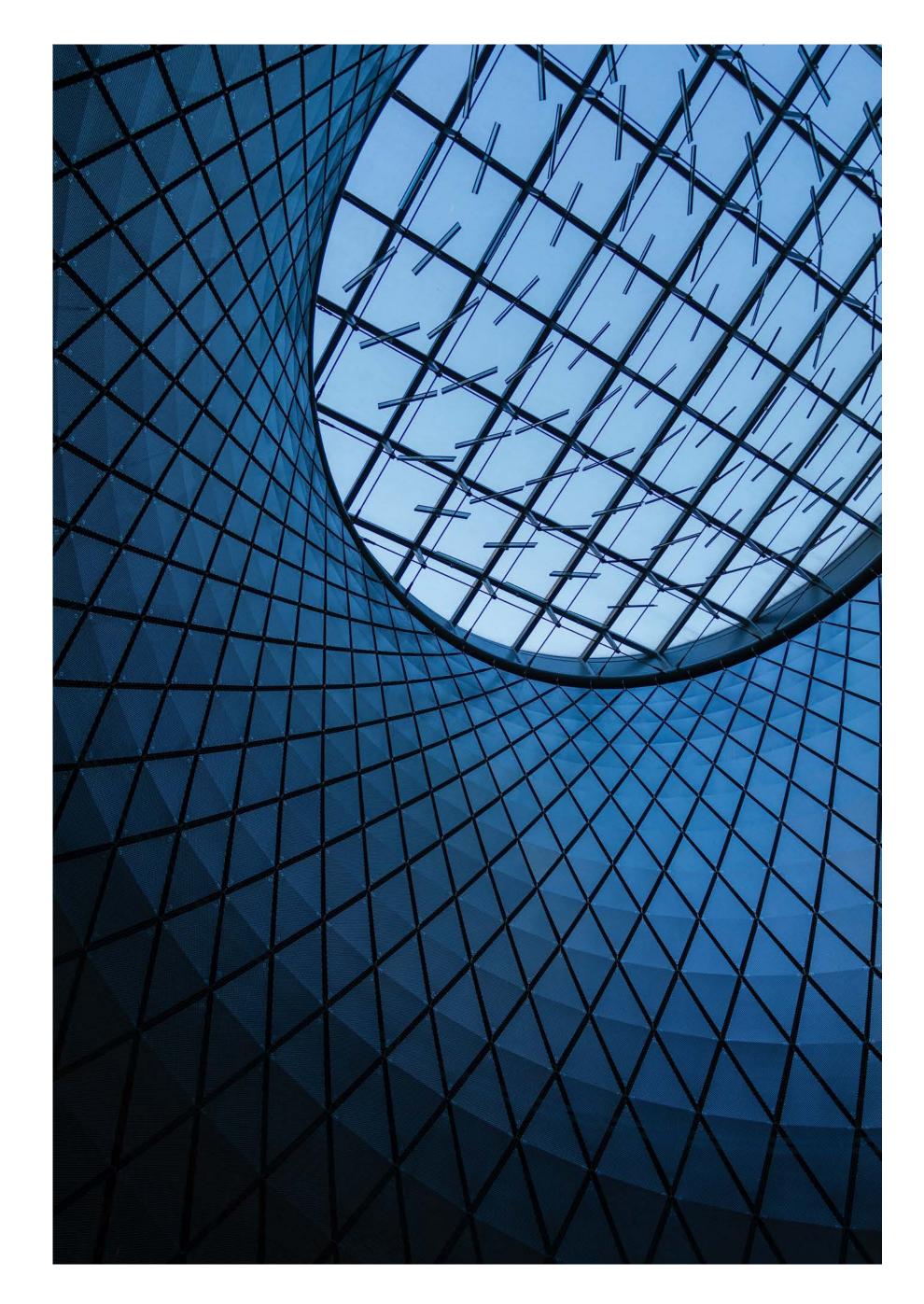


# Avatar REIT's Historic Year-End Average Note Rates for the Portfolio





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



# UNDERWRITING & DUE DILIGENCE



#### **ORIGINATION "COMMON SENSE"**

AFG 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. AFG endeavors to make sound business judgments while intending to provide real estate bridge loans without the regulatory constraints of banks.

#### **AVATAR'S BORROWER SUITABILITY CHECK**

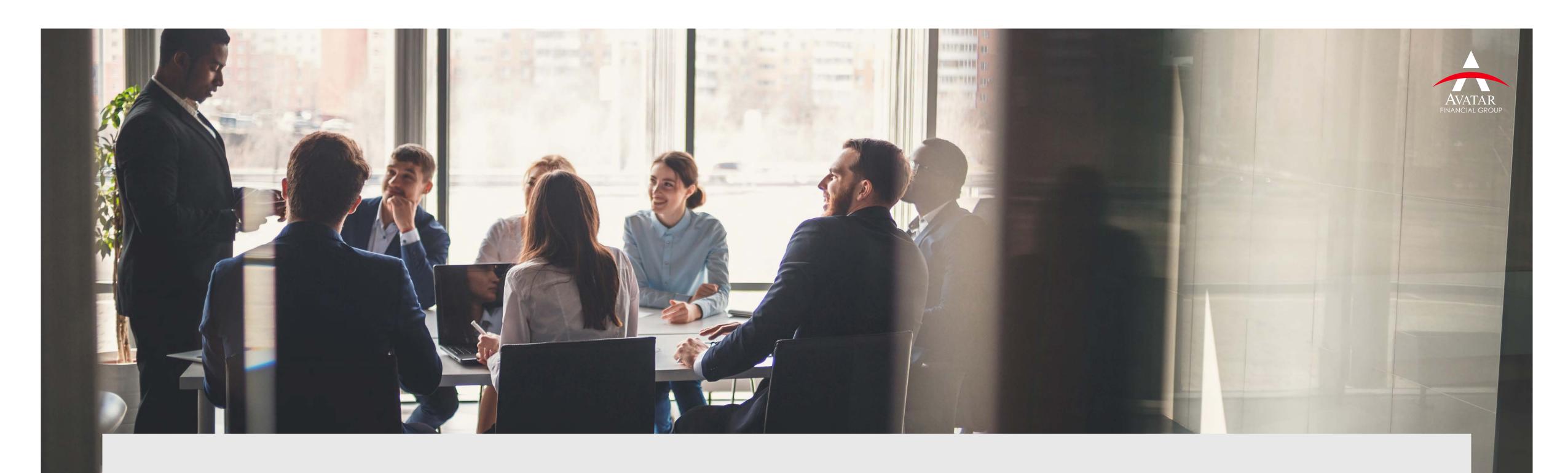
With 100+ years of combined experience in the market, AFG has a well-honed model for underwriting and due diligence, and has applied that approach to the due diligence strategy of the Avatar REIT. AFG considers suitability in context rather than focusing on the standard formulas used by major banks.

#### HISTORIC UNDERWRITING RESULTS

The quality of AFG's underwriting process is perhaps best understood by our foreclosure rate.

Over the past 10 years, AFG has completed foreclosures on 2.4% of loans originated. Sales of those foreclosed properties (Real Estate Owned "REO") completed by 2/28/2025 resulted in an average 8.80%\* annualized return on investment, including servicing fees.

<sup>\*</sup>Performance is no guarantee of future results. Read our full disclosures on the final page of this presentation.



# 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
team's common sense approach
considers these issues 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.

AFG evaluates the Borrower against this variable to determine loan suitability.

# KEY RELATIONSHIPS



#### **FUND MANAGER**



Avatar Capital, a Registered Investment Advisor, manages the Fund while AFG and its affiliates service all loans, and both entities maintain direct contact with borrowers throughout the life cycle of a loan.

#### **AUDIT COMPANY**



Audit services are provided by CohnReznick. With a legacy spanning more than a century, CohnReznick supports clients across 30 industries around the globe.

#### **BANKING**



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

#### **ADMINISTRATOR**



Armanino is a Top 20 CPA & Consulting firm in the nation, one of the "Best of the Best" accounting firms, both nationally and regionally. Armanino consists of three departments; Audit, Tax and Consulting that provide a complete array of traditional and non-traditional services.



# INVEST WITH US

FINANCIAL GROUP

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