

DEAL TRACKING REPORT

1000 Museum Condo Inventory Loan



THE GREENWICH GROUP
INTERNATIONAL LLC
REAL ESTATE INVESTMENT BANKING

Term Sheets Received:

Executed Confidentiality Agreement Received:

Detailed Discussions:

#	Company / Firm	Comments
1	Apollo Commercial Real Estate Finance, Inc.	9/29/20 - 9/28/20 - DA sent an email to Ben Gray asking for indication of terms this week
2	Blackstone	9/29/20 - 9/24/20 Follow up discussions with Tony - expect to get outline of terms week of 9/29
3	CIM Group	9/10/20 - Good initial call with Doug Faron. Will be liaising with his counterpart on the debt team. Seemed interested.
4	TPG (TX Pacific)	9/11/20 - Good initial call. Reviewing due diligence materials.

Initial Discussions:

#	Company / Firm	Comments
1	Ares Management	
2	CIT Commercial Real Estate	
3	Mack Real Estate Group	9/10/20 - Left message
4	Morgan Stanley	9/29/20 - 9/24/20 email to Michael - \$20M mezz position
5	Rockpoint Group	9/29/20 - Have left several messages about the senior loan and also told him there might be an opportunity for either Pref Equity or Mezz between \$15-\$25M. No response as yet.
6	Square Mile Capital	9/29/20 - Followed up to see if he would like to have a conversation
7	Stepstone Group	9/29/20 - Potentially a candidate for the Mezz/Pref Equity. Pricing would be in the 20% rate and need a minimum of \$35M investment size.
8	Westbrook Partners	

Groups that have Passed:

#	Company / Firm	Comments
1	Alcion Ventures	
2	Benefit Street Partners	9/29/20 - Passed; have seen it before and don't want to have anything to do with it
3	BlackRock Financial	
4	Capital Source	

DEAL TRACKING REPORT

1000 Museum Condo Inventory Loan



THE GREENWICH GROUP
INTERNATIONAL LLC
REAL ESTATE INVESTMENT BANKING

Groups that have Passed (Cont.):

#	Company / Firm	Comments
5	Cerberus Real Estate Capital Management, LLC	9/11/20 - Good initial call. Will review.
6	Garrison Investment Group	
7	Invesco	
8	iStar Financial	
9	KKR	
10	Naftali Group	9/29/20 - 9/8/20 - Naftali had heard that the note had been foreclosed on by Soffer and have lost interest in the project; stopped returning calls/emails
11	Oaktree Capital Management	9/29/20 - Problem with Sponsorship
12	PCCP	9/29/20 - Don't like condo inventory loans because of the low multiple
13	Pennybacker Group	9/29/20 - 9/21/20 - passed because it is too large; they considered it, but decided it was just too large to stretch for
14	Rockwood Capital Corporation	9/10/20 - Currently not focused on condo loans (unless it really works as a rental)
15	Silverstein Properties	9/29/20 - 9/8/20 - have seen this deal before; Passed; inferred that it has been shopped around a lot and don't like the high per unit cost basis in the project; prefer more middle market condo deals
16	Starwood Capital	9/29/20 - Seen the deal before and rejected previously.
17	W Financial	9/29/20 - deal is too large for them; they are concerned that they are hyper luxury units which means a smaller market; Passed
18	Wheelock Street Capital	9/29/20 - Would only be interested in an Equity position
19	Winthrop-Witkoff	9/29/20 - Passed; look at transactions in New York only
20	Yam Capital	9/29/20 - too large for them; Passed

Uncategorized:

#	Company / Firm	Comments
1	Annaly	
2	Atlaya Capital	
3	BGI Capital	
4	Carlyle Group	
5	Catalus Capital	
6	Churchill Real Estate	

DEAL TRACKING REPORT

1000 Museum Condo Inventory Loan



THE GREENWICH GROUP
INTERNATIONAL LLC
REAL ESTATE INVESTMENT BANKING

Uncategorized (Cont.):

#	Company / Firm	Comments
7	Colony Mortgage Capital, LLC	
8	Five Mile Capital Partners, LLC	
9	HC2 Capital	
10	Helaba	
11	Junius Real Estate Partners	
12	Kawa Capital	9/29/20 - this lender is on the exclusion list with the client
13	Madison Realty Capital	
14	Marathon Asset Management	
15	Melody Capital Partners	9/29/20 - never responded to repeated attempts to contact
16	Meritx Securities	
17	MSD Capital, L.P.	
18	Orix Real Estate Americas	
19	Pebb Capital	9/29/20 - never responded to repeated attempts to contact
20	Prashkovsky Investors	
21	SafeHarbor Capital Partners	
22	Slate Property Group	
23	The Moinian Group	
24	The Related Group	9/29/20 - this group is on the exclusion list with the client
25	Urban Standard Capital	