

# DEAL TRACKING REPORT

*Red Lion Hotel*



THE GREENWICH GROUP  
INTERNATIONAL LLC  
REAL ESTATE INVESTMENT BANKING

## Term Sheets Received:

## Executed Confidentiality Agreement Received:

## Detailed Discussions:

#	Company / Firm	Comments
1	Goldman Sachs	6/9/24 - Financing Memo sent to Rebecca Bayard - 6/10/24

## Initial Discussions:

#	Company / Firm	Comments
1	ACORE Capital, LP	6/25/24 - Sent follow up email
2	Affinius Capital	
3	Bank OZK	
4	Barings Real Estate Advisors	6/7/24 - We are actively doing construction loans (typically 60 to 65% leverage) and our pricing is around 500 over (non-recourse). I am not sure if this sponsor is willing to offer some recourse for better pricing. If so, we would not be the right lender. In addition, I don't believe this one would be a good fit for us due to exposure we already have in Rosslyn.
5	Benefit Street Partners	6/8/24 - Financing Memo sent to Jared Simon 6/10/24
6	Canyon Partners	6/7/24 - Wants pricing guidance
7	Centennial Bank	6/25/24 - Sent follow up email
8	Deutsche Bank Mortgage Capital, LLC	6/8/24 - Financing Memo sent to Peter Castro -6/10/24
9	Kennedy Wilson	6/8/24 - Financing Memo sent to Craig Lockhart - 6/10/24
10	Northwestern Mutual Life Insurance	6/9/24 - Financing Memo sent to Eric Ekeroth - 6/10/24
11	Pacific Life Insurance Co.	6/9/24 - Financing Memo sent to Michael Scarfuri - 6/10/24
12	QuadReal	6/9/24 - Financing Memorandum sent to Paul Stern - 6/10/24
13	Regions Bank	6/25/24 - Follow up email sent
14	Santander	6/25/24 - Follow up email sent
15	TD Bank	6/11/24 - Financing Memo sent to Bill Brandt
16	Truist	6/9/24 - Financing Memo sent to Ces Escamilla - 6/10/24
17	United Bank	6/11/24 - Eric Morales passed on to LeVar Crooms - Levar.Crooms@bankwithunited.com

## Groups that have Passed:

#	Company / Firm	Comments
1	Axos Bank	6/11/24 - Loan size is too large. Max out at \$75 million.

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## Groups that have Passed (Cont.):

#	Company / Firm	Comments
2	Bank of america	6/25/24 - Reserving capital for existing customers
3	First National Bank	6/10/24 - Being very selective on new projects so they are a pass
4	HELABA BANK	6/10/24 - Helaba are not currently looking at new deals
5	Invesco	6/25/24 - Not doing construction
6	MetLife Real Estate Investments	6/10/24 - We aren't currently offering construction financing; however, we are putting together a new fund, which will be called the MORE Fund, and we expect to have a construction component available in that investment vehicle – but likely not until closer to year end.
7	New York Life Investments	6/27/24 - It will be challenging for us to move forward with a large multifamily construction loan in the DC metro area. We are concerned about rising vacancy rates due to the office market slowdown.
8	Otera Capital	6/11/24 - Financing Memo sent to Alfred Trivilino
9	PNC Bank	6/11/24 - We are reserving capital for existing customers and top prospects currently, so we will not be able to offer terms for this deal. This does look like a great project.
10	Principal Asset Managment	6/25/24 - Too big. Max out at \$60M
11	TIAA - CREF	6/27/24 - No construction loans at the present time
12	Voya Investment Management	6/11/24 - Loan size is too large. Max out at \$50 million

## Uncategorized:

#	Company / Firm	Comments
1	Aareal Bank	6/10/24 - Email to Dan Goldman bounced back
2	AEGON USA	6/8/24 - Financing Memorandum sent to Scott Cote - 6/10/24
3	Aetna Life Insurance Co.	6/11/24 - Financing Memo sent to Mike Nicols
4	AIG Global Real Estate	6/25/24 - Follow up email sent
5	Allegiant Asset Management	6/8/24 - Merged with PNC
6	Allianz of America, Inc.	6/25/24 - Sent follow up email
7	Allstate Insurance Company	6/8/24 - Commercial Mortgage Book transferred to Voya Investment Management - Greg Michaud
8	American Equity Investment Life Insurance Company	6/11/24 - Financing Memo sent to Brendan McNally

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## Uncategorized (Cont.):

#	Company / Firm	Comments
9	American National Insurance Co.	6/11/24 - Financing Memo sent to Denny Fisher
10	Athena Capital Management, Inc.	
11	AVIVA Investors	
12	Bank of Montreal	6/25/24 - Follow up email sent
13	BBVA Compass	6/8/24 - Financing Memo sent to Bruce Habig 6/10/24
14	BNY Mellon	6/11/24 - Financing Memo sent to Jacob Winterle, Kamal Yagubov and Michael Bennett
15	Capital One Bank	6/25/24 - Follow up email sent
16	CIBC	6/7/24 - Financing Memo sent to Jeremy Carruthers
17	Cigna	6/8/24 - Financing Memo sent to Jeff Keenan - 6/10/24
18	Citibank	
19	Citibank Private Bank	6/8/24 - Financing Memo sent to Aashish Ponda - 6/10/24
20	EagleBank	
21	Guardian Life Insurance Co. of America	6/8/24 - Financing Memo sent to Dan Maples - 6/10/24
22	Guggenheim Commercial Real Estate Finance LLC	6/9/24 - Do not appear to be in the lending business at present
23	HSBC	6/10/24 - Email to James Richards bounced back
24	John Hancock Life Insurance Co.	6/8/24 - Financing Memo sent to Reid Mclay - 6/10/24
25	JP Morgan Chase	6/8/24 - Financing Memorandum sent to Greg Werly
26	Key Bank	6/9/24 - Financing Memo sent to Daniel Baker - 6/10/24
27	Mack Real Estate Group	6/9/24 - Financing Memo sent to Saul Safdieh - 6/10/24
28	Manulife Financial	6/25/24 - Follow up email sent
29	Morgan Stanley	6/9/24 - Financing Memo sent to Michael Merlini - 6/10/24
30	Nippon Life Insurance Co.	6/10/24 - Email to Peter Viehe-Naess bounced back
31	Scotiabank- The Bank of Nova Scotia	
32	Societe Generale	

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Uncategorized (Cont.):

#	Company / Firm	Comments
33	Square Mile Capital	
34	State Farm Life	
35	Sumitomo Mitsui Banking Corporation	6/10/24 - Email to Alex Cabria bounced back
36	UBS	6/25/24 - Follow up email sent
37	US Bank	6/25/24 - Follow up email sent
38	Wells Fargo	6/25/24 - Follow up email sent
39	Zurich Structured Finance	6/9/24 - Financing Memo sent to Tom Buffa - 6/10/24