

SALEM PARTNERS

Salem Partners, LLC (“Salem”) is pleased to announce a successful, \$65 million loan financing that closed on July 23rd, 2021, on behalf of a best-in-class, private equity owned, residential platform (the “Company”).

The Company hired Salem to structure a bespoke credit product against a portfolio of built, under construction, and to-be-built multifamily assets (the “Portfolio”) which will provide the Company with the necessary capital to allocate to its ground-up development pipeline.

The asset base of the Portfolio consists of Class A, mixed-use rental housing with extraordinary amenities and design in growing urban markets in the United States. These properties offer a significant value to renters by providing luxury accommodations with modern architecture, top-tier amenities, and desirable urban locations within each market at a very affordable rent per bed. The Company actively manages their assets and is growing their footprint in more growth markets across the U.S.

Salem ran a competitive institutional capital market process to find the required financing, garnering interest from some of the most notable and sophisticated credit investors in commercial real estate including large family offices, real estate private equity investors, insurance companies, hedge funds and sovereign wealth funds.

From that process, Salem was able to produce multiple term sheets for the Company to evaluate. Salem and the Company selected a capital partner that offered the most attractive terms and best fit from a long-term perspective.

JULY 2021

SALEM PARTNERS

*Private Equity
Residential
Platform*

**\$65,000,000 PORTFOLIO
FINANCING**

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About Salem Partners:

Founded in 1997, **Salem Partners** (www.salempartners.com) is a boutique investment banking, wealth management and real estate investment firm that combines a collection of seasoned professionals from diverse set of investment banking, finance, and real estate industry backgrounds. Salem Partners' real estate investment banking group, led by Jeff Barcy and Parker Bennett, focuses on advising best-in-class developers, operators, and real estate companies by structuring programmatic equity joint-ventures, entity level capital and various forms of structured credit & debt financing. The group advises real estate operating companies, sellers of larger portfolios / recapitalizations and real estate related mergers & acquisitions. Additionally, Salem raises equity and debt capital for specialty finance and lease companies through the structuring of lending joint-ventures and note-on-note debt financing.



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