

PROVIDING FINANCING FOR  
MULTIFAMILY | HOTEL | OFFICE | STUDENT HOUSING | MIXED-USE

# TURNING VISIONS INTO REALITY



HALL  
STRUCTURED FINANCE

HALL Structured Finance is part of the HALL Group family of companies.



HALL Group is a diversified set of companies with core expertise in real estate, including direct lending, development, management and leasing.

For over 50 years, HALL Group has collectively owned, managed and/or developed more than 100,000 apartments, 5 million square feet of commercial office space, numerous hotels, retail centers and high-rise residential.

HALL Group's consolidated net worth is in excess of \$1 billion.



*“ We go where others fear to tread. In the structured finance arena, we work with owners and developers in a manner that utilizes our extensive real estate and financial expertise to provide tailored financial solutions.*

*As an entrepreneurial company, we bring the flexibility needed to structure deals quickly and creatively where larger capital providers cannot. ”*

Craig Hall, Chairman  
HALL Group

# WHAT WE DO

HALL Structured Finance (HSF) provides construction and bridge financing to entrepreneurial real estate owners and developers for projects where its liquidity, financial strength and real estate expertise can add value and facilitate completion.

Senior company executives are highly experienced real estate lenders with each having more than 30 years of commercial real estate and financing expertise. HSF's core management team has been working together for over two decades.

## WHAT WE LOOK FOR

HSF is seeking first mortgage construction loan opportunities secured by commercial real estate projects, with a current emphasis and focus on the multifamily and hospitality sectors. In addition, HSF focuses on providing bridge financing on existing hotels.

## WHAT WE OFFER

- Extensive real estate experience
- Investment strength and leadership
- Entrepreneurial acumen and understanding
- Flexible deal structures
- Track record of successful loan transactions

### I. CONSTRUCTION LOAN PROGRAM HIGHLIGHTS

- Multifamily & Hotel
- Nationwide non-recourse loan program
- Loan sizing between \$20M and \$200M
- Targeted LTC's between 65% and 80%
- Loan terms typically between three and five years

### III. HOTEL BRIDGE LOAN PROGRAM HIGHLIGHTS

- Hotels (5 years old or newer)
- Southwest and Southeast regions; non-recourse loan program
- Loan sizing between \$20M and \$80M
- Targeted LTV up to 75%
- Loan terms typically between two and three years

## VANTAGE APARTMENTS

*St. Petersburg, FL*

\$40M Loan  
1st Lien  
Construction  
Multifamily



## CONSTRUCTION LOAN PROGRAM

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## HOTEL BRIDGE LOAN PROGRAM

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### LOCATIONS

Real estate projects located throughout the United States

Hotels located throughout the United States

### PROPERTY TYPES

Multifamily, hotel and select other real estate assets

Existing newer hotels (5 years old or newer)

### SECURITY

First mortgage lien on the subject property and pledge of ownership interests

First mortgage lien on the subject property and pledge of ownership interests

### LOAN SIZES

\$20 million to \$200 million

\$20 million to \$80 million

### LOAN TO VALUE

Up to 80% LTC

Up to 75% LTV

### RECOURSE

Non-recourse, with standard carve out provisions and completion guarantees on construction loans

Non-recourse, with standard carve out provisions

### LOAN TERM

36-month loan term

Up to 36-month loan term

### DEBT SERVICE

Interest only

Interest only

### RESERVES

Real estate taxes, insurance and replacement reserves

Interest reserves as needed to subsidize operations over 12 to 18 months

### CLOSING TIME

4 to 8 weeks from application and deposit remittance

4 to 8 weeks from application





# featured TRANSACTIONS

## RAINDANCE

Winterhaven, FL

1st Lien  
\$16.75M Construction Loan  
Multifamily



## BENSON HOTEL

Portland, OR

1st Lien  
\$51.1M Hotel Bridge Loan  
Hotel



## THE 55 RESORT APARTMENTS

Greeley, CO

1st Lien  
\$23M Construction Loan  
Multifamily



## THE GLADES II APARTMENTS

Gregory, TX

1st Lien  
\$15.5M Construction Loan  
Multifamily



## FLAMINGO CROSSINGS

Orlando, FL

1st Lien  
\$140M Construction Loan  
Four Hotels

Residence Inn by Marriott  
Fairfield Inn by Marriott  
Home2 Suites by Hilton  
Homewood Suites by Hilton



## THE WESTIN TEMPE

Tempe, AZ

1st Lien  
\$86.5M Construction Loan  
Hotel



## SPRINGHILL SUITES / ELEMENT HOTEL

Colorado Springs, CO

1st Lien  
\$55.6M Construction Loan  
Hotel



## HAMPTON INN & SUITES / HOME2 SUITES BY HILTON

Las Vegas, NV

1st Lien  
\$41.7M Construction Loan  
\$44.8M Bridge Loan  
Hotel



# WHO WE ARE



## our TEAM

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**Craig Hall** Founder & Chairman

**Donald Braun** President

**Mike Jaynes** Vice Chairman

**Mike Canning** Senior Vice President, Capital Markets

**David Cain** Vice President, Originations

**Brad Ferguson** Vice President, Originations

**Matt Mitchell** Vice President, Originations

**Rebecca Reitz** Vice President, Compliance

**Allyson Van Blarcum** Vice President, Originations

**Brian Mitchell** Vice President, Originations

**Reagan Dixon** Loan Officer

**Bryce Yamauchi** Loan Officer

**Fred Marchena** Senior Credit Officer

**Bryan Smith** Manager, Capital Markets

**Jordan Mastrogiovanni** Manager, Capital Markets

**Prentiss Burt** Underwriter

**Kelsey Clay** Underwriter

**Jeannette McGlaun** Underwriter

**Mallory Adams** Underwriter

**Urbashi Mukherjee** Underwriter

**Jerod Bauer** Construction Manager

**Renetta Gill** Closing Compliance Officer

**David Epperson** Portfolio Controller



# success STORIES

## MILLENNIUM AT CITRUS RIDGE APARTMENTS

Kissimmee, FL



*"HALL Structured Finance's expertise in both real estate development and finance made them the ideal partner for this project. Their uniquely-tailored, flexible approach to finance our development made this loan closure possible, and we're excited to get started."*

Russ Krivor, President and CEO  
DLC Residential

*"The TownePlace Suites was the third hotel project for which HSF has provided financing for us. The entire HSF team possesses outstanding hospitality knowledge and is a pleasure to work with. We highly recommend HSF."*

Robert Gustin, Owner  
Gustin Property Group, LLC



## TOWNEPLACE SUITES OAK CREEK

Milwaukee, WI

## HOME2SUITES BY HILTON

Atlanta, GA



*"HSF distinguishes themselves from other private lenders in that they try to figure out a way to get deals done, rather than focusing on how a deal won't work. HSF will look at deals in secondary markets with sponsors that may not have the balance sheet or the experience that other lenders may require."*

John Pascal, Managing Director  
Paramount Capital Advisors

# let's get STARTED

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Contact us today to learn how  
we can help you get one step closer  
to bringing your vision to life.

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