

# First Lien Investment LLC

A Distressed Residential Mortgage Investment Manager



## STRATEGY

Purchase non-performing mortgages of all maturities to face value  
Specialize delinquent borrowers to maximize residential first  
lien debt by residential RM properties after foreclosure  
All investments guaranteed by First Lien or US Federal estate

## OPERATIONAL TRACK RECORD

Asset Managers with decades of RM/FFM experience  
Average 17% - 20% IRR/200000 sq. ft. per year funds  
Greater than 30% annualized return on smaller deals  
Specializing in the distressed mortgage space since 2007

## OUR NICHE AS GENERAL PARTNERS:

We utilize decades of personal relationships in the Secondary Mortgage Market combined with "technology-enabled" business strategies to address significant issues for our investors by providing immediate liquidity to owners of non-performing FF loan mortgage loans and distressed real estate in the market. We operate in the key areas of analyzing loan collateral prior to acquisition and after for valuation items and financial modeling to evaluate potential debt forgiveness and asset recovery.

**BUY SIDE DYNAMICS:** We provide liquidity to large funds or banks in a niche market that many competitors will not operate in. Whether it's one the other side of a \$10 million liquidity, which can feature an existing fee structure, banks are willing to invest at a face rate less than \$10 million and in geographic areas where public information on that the investor might not have.

**RESOLUTION STRATEGIES:** Engage with local real estate agents and mortgage lenders to help us communicate with a borrower about alternative loss mitigation options. Furthermore, it is our best chance if someone wants to help the property, we do everything possible to make that happen. Through services such as loan modification, principal reduction, forbearance etc. Our Asset Managers do not work for looking to liquidate but rather for ways to address the situation in a manner and are given authority to make rapid resolution decisions that generate higher pay out rates. The individual personal loan portfolio include insurance, debt to income, financial asset recovery, thereby reducing length of time for the legal process as well as negative carry.



### BILL BYRNES

With an 18-year track record in real estate, Bill Byrnes became an investor in the distressed residential market by creating a new paradigm for dealing with delinquent borrowers. With his strategic and expertise in personally operating the resolution of \$750 million of RM since 2007, we transitioned to his new role with **FFM/FFM**, Formerly a Managing Director of Home Capital in 2006. Bill has been instrumental in the expansion of "Special" investor loan market segments. As a former in-house Real Estate Executive, the Byrnes' job centered on real estate from that perspective is real or distressed like acquisition and development. Bill's clients have included major national corporations such as Bank of America, National's merchants, Bank of America.



### AIR MELZER

Air Melzer has been active in real estate since 2002. He is a Managing Partner in commercial, mobile development, and value-add projects across the State of Florida with initial asset value in excess of \$200M. Projects include student housing, retail and mixed use, senior living developments, credit conversions, and multi-family redevelop.

Air focuses on investment strategies related to property that operational enhancements and/or combined with pricing advantages for sale from distressed, under and distressed scenarios. We have a varied range of equity and equity and equity operating time with his funds.

## INVESTOR PERSPECTIVES:

An Equity Offering designed to offer a safe 12% or greater annualized return to LP. We engage an independent party to audit the value of our portfolio annually. From a capital preservation standpoint, the strategy creates a diversified asset portfolio where the value and basis is consistent. 60%-80% of current underlying collateral value. Further, the structure is to manage and our portfolio is protected from any future market changes.

## ESG PERSPECTIVES:

We are actively aware of the impact we provide in neighborhoods and communities impacted with underwriting and redevelopments. Matters of efficiency are offered in return for business and investment with a strong reputation. We are driven, committed, transparent that we are more than just loan for our investors while creating the legacy of our customers, and that we have "found" the solution during their default.

