

First Lien Investment LLC

A Distressed Residential Mortgage Investment Manager



STRATEGY:

Purchase non-performing mortgages at discount to face value
Incentivize delinquent Borrowers to shorten resolution times
Rehab & flip residential REO properties after foreclosure
All investments guaranteed by first lien or title to real estate

HISTORICAL TRACK RECORD:

Asset Managers with decades of REO/NPL experience
Averaged 15%+ IRR UNLEVERAGED on previous funds
Greater than 35% annualized return on smaller deals
Specializing in the distressed mortgage space since 2009

OUR NICHE AS GENERAL PARTNERS:

We utilize decades of personal relationships in the Secondary Mortgage Market combined with “boots-on-the-ground” resolution strategies to arbitrage significant returns for our Investors by providing immediate liquidity to sellers of non-performing 1st lien mortgage loans and distressed real estate in the markets we specialize in. We are experts at analyzing loan collateral prior to acquisitions and utilize top valuation teams and detailed modeling to value properties in all demographic and asset classes.

BUY SIDE DYNAMICS: We provide liquidity to larger funds or banks in a niche market that many competitors will not operate in. Whether it's one low value asset or a \$15 million tranche, whole loan traders are starving for reliable, flexible buyers willing to operate at a trade size less than \$50 million and in geographic areas where Judicial Foreclosure can stall the resolution timeline (i.e. Florida).

RESOLUTION STRATEGIES: Engage with local real estate agents and mortgage brokers to help us communicate with a borrower about alternative loss mitigation options. Foreclosure is our last choice; if someone wants to keep the property, we do everything possible to make that happen through avenues such as loan modification, principal reduction, forbearance etc. Our Asset Managers dig into each file looking for issues that cannot be easily addressed by an attorney or servicer and are given authority to make logical resolution decisions that previous lenders may not allow. Our in-house paralegal team monitors outside counsels daily to keep foreclosure cases moving, thereby reducing length of time for the legal process as well as negative carry.



BILL BYEMEL

With an 18-year track record in real estate, Bill Byemel became known as a pioneer in the distressed residential market by creating a new paradigm for dealing with delinquent borrowers. Both his strategies and experience personally overseeing the resolution of \$250 million of NPL since 2009 are illustrated in his book WIN WIN REVOLUTION. Promoted to Managing Director of Spurs Capital in 2016, Bill has been influential in the expansion of Spurs' investor base market breadth. As a Partner in Retail Sites International, the 40-year-old commercial real estate firm that specializes in retail or restaurant site selection and development, Bill's clients have included major national corporations such as Darden, BJ's Brewhouse, McDonald's, and Family Dollar Stores.



ARI MELTZER

Ari Meltzer has been active in real estate since 2002. He is a Managing Partner in numerous, notable development and value-add projects across the State of Florida with a total asset value in excess of \$500M. Projects include student housing, retail and mixed use, senior living developments, condo conversions, and multi-family value-add. Ari focuses on investment strategies rooted in property-level operational enhancements as well as those with pricing advantages that arise from distressed, complex and dislocated scenarios. He is a proud father of 8-year-old triplets and enjoys spending time with his family.

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 real estate portfolio where the entry cost basis is between 40%-70% of current underlying collateral value; therefore, the downside risk is minimal and our portfolio is protected from any future market changes.

ESG PERSPECTIVES:

We are critically aware of the service we provide to neighborhoods and borrowers straddled with overbearing debt obligations. Waivers of deficiency are offered in return for borrowers who cooperate with a timely resolution. We are win-win advocates, believing that we can make great return for our investors while preserving the dignity of our customers, even those who have “played” the system during their defaults.

