

AVANTI WAY | CAPITAL

# Avanti Income Fund I

 **FOUNDATION**  
SPECIALTY FINANCE

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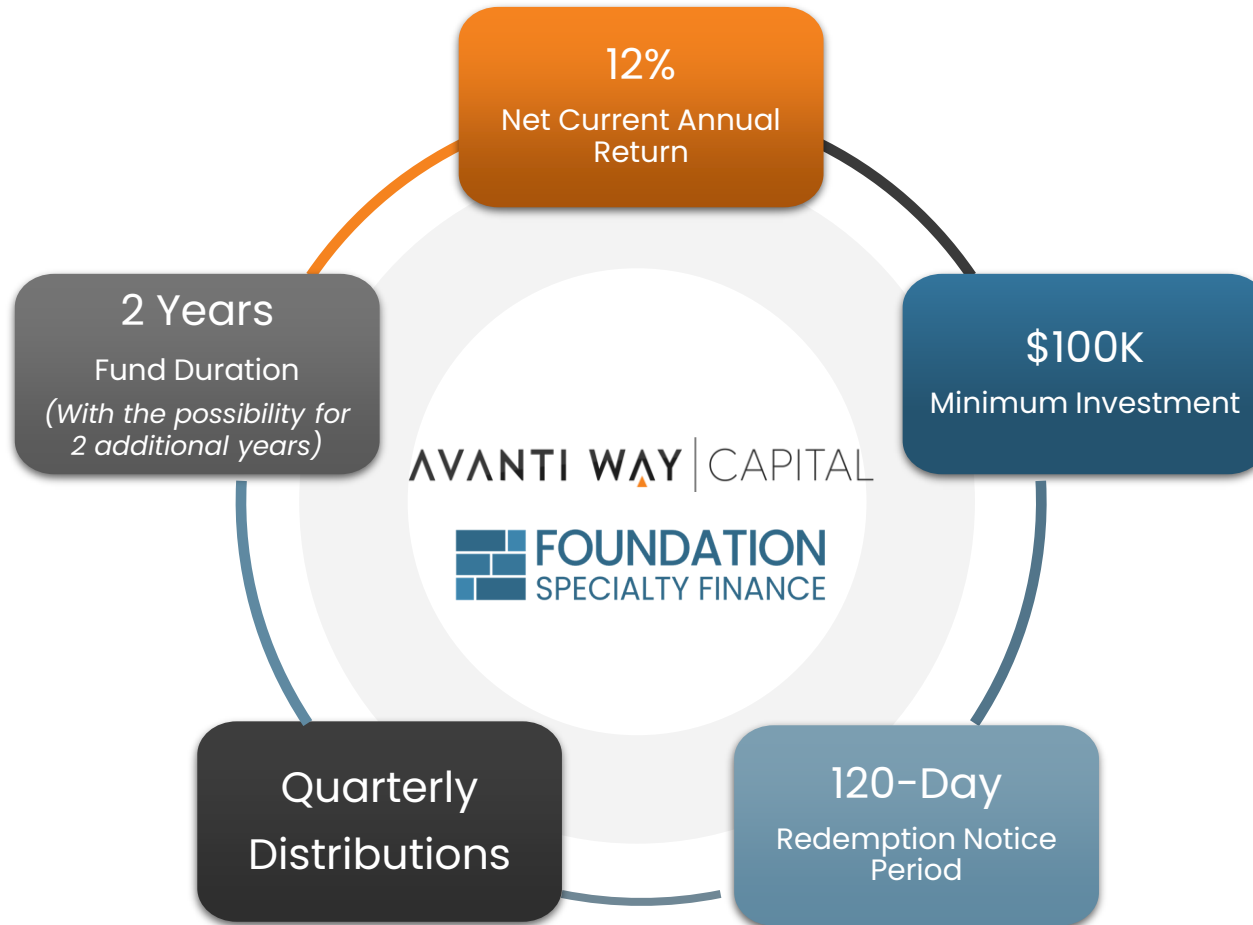
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# ABOUT THE OFFERING

Point North, Avanti Way, and Foundation have partnered to sponsor and manage Avanti Income Fund I. The Fund will acquire, underwrite, and liquidate high quality real estate bridge loans proving an attractive return on investment for investors.



Markets are dynamic and constantly evolving, and so should be your approach to investing. Higher interest rates, rising inflation, and an overall tighter credit environment has limited the opportunities in equity investments, and opened a window of opportunity for Investors to move across the risk-return spectrum to achieve equity-like returns, with getting debt-like protection.

The Fund's objective is to preserve capital while providing recurring cash flow income secured by over-collateralized real estate assets.



## CAPITAL PRESERVATION

**Senior Secured Position:** First-priority loans have the least amount of risk in the capital stack. We have claims on the mortgaged assets ahead of everyone else.

**25% Down-Market Protection:** Our target investments are underwritten to protect the principal even with a 25% decline in property value.



## LEVERAGED RETURNS

**Leveraged Debt:** We have access to preferential debt with a credit facility, allowing us to achieve higher returns due to the power of leverage.

Our credit facility lends 80% of the loan amount, and we layer preferred equity on top for the additional 20%. This means debt-like protection with equity-like returns.



## LIQUIDITY

**Short-Term Loans:** Loan maturity periods range from 6 to 18 months, allowing us to continually reposition our portfolio in response to market conditions.

Additionally, the possibility for early withdrawal with a predetermined notice period, provides flexibility in the event of investors' unforeseen capital needs.

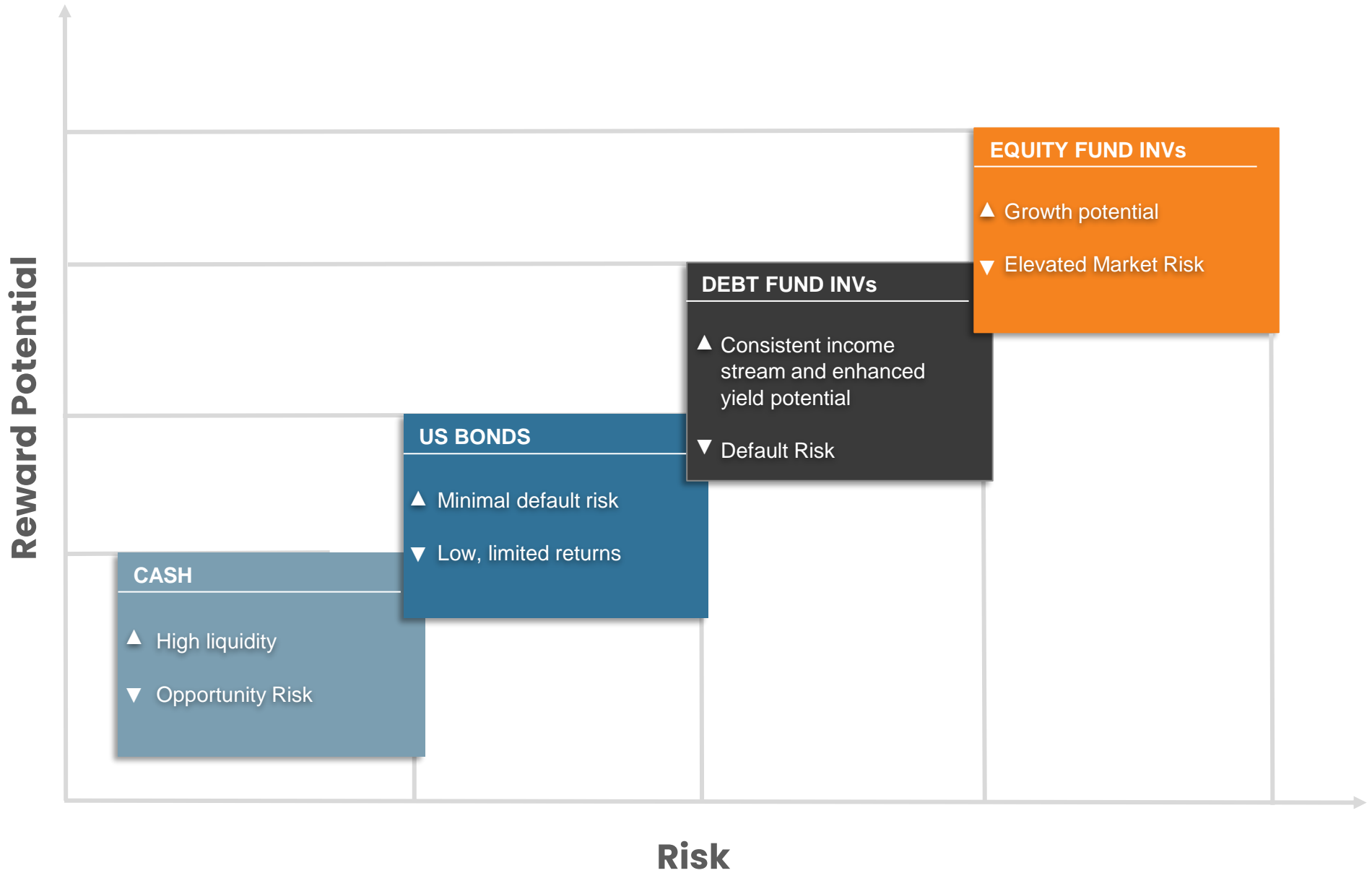


## DIVERSIFICATION

**Portfolio Diversification:** Our short duration over-collateralized loans provide investors with superior risk-adjusted returns.

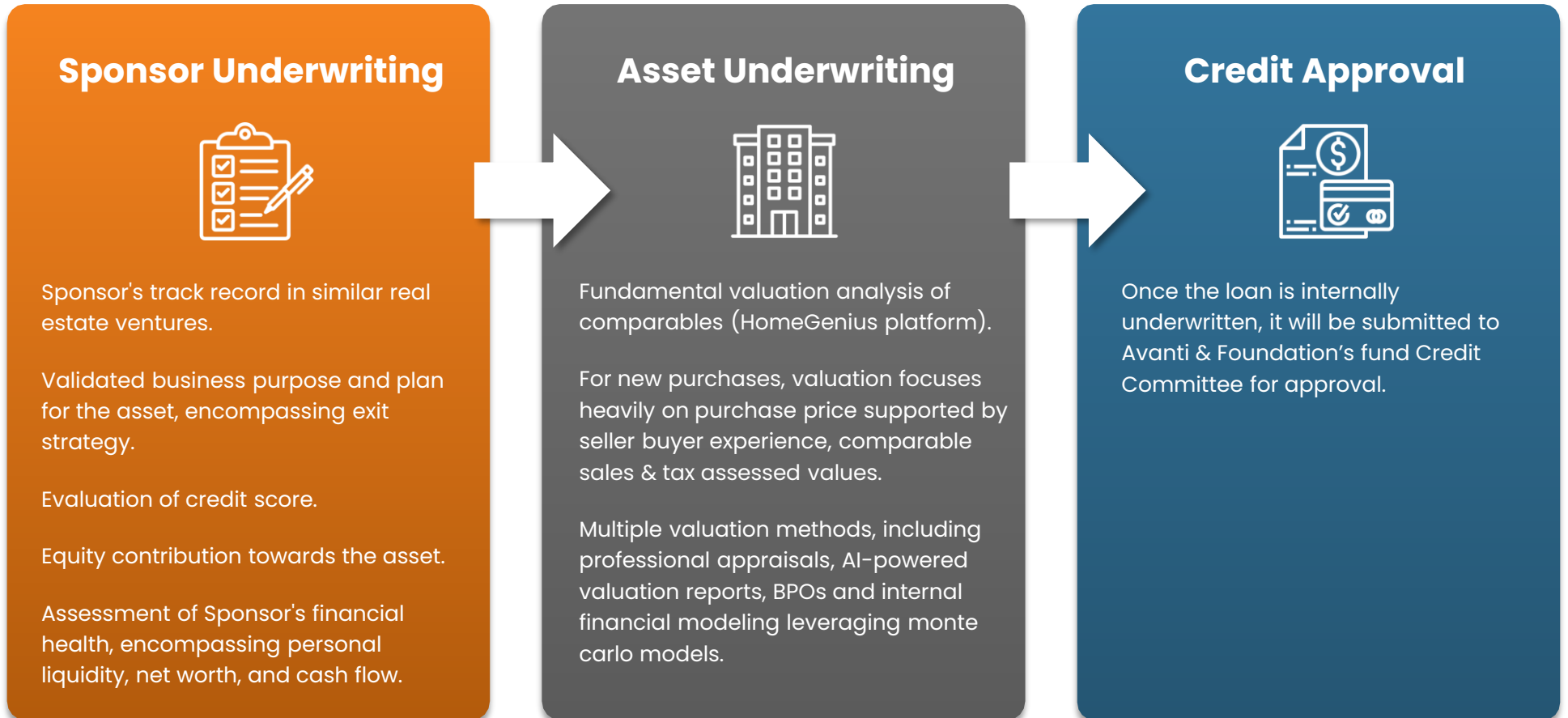
In addition, our loan acquisition strategy mitigates concentration risk across loan types, geographies, and borrower characteristics.

# RISK- REWARD RELATIONSHIP



# UNDERWRITING GUIDELINES

Each investment opportunity is subject to a rigorous, institutional-quality due diligence process subdivided into three primary variables:





# CAPITAL STACK & RISK MANAGEMENT

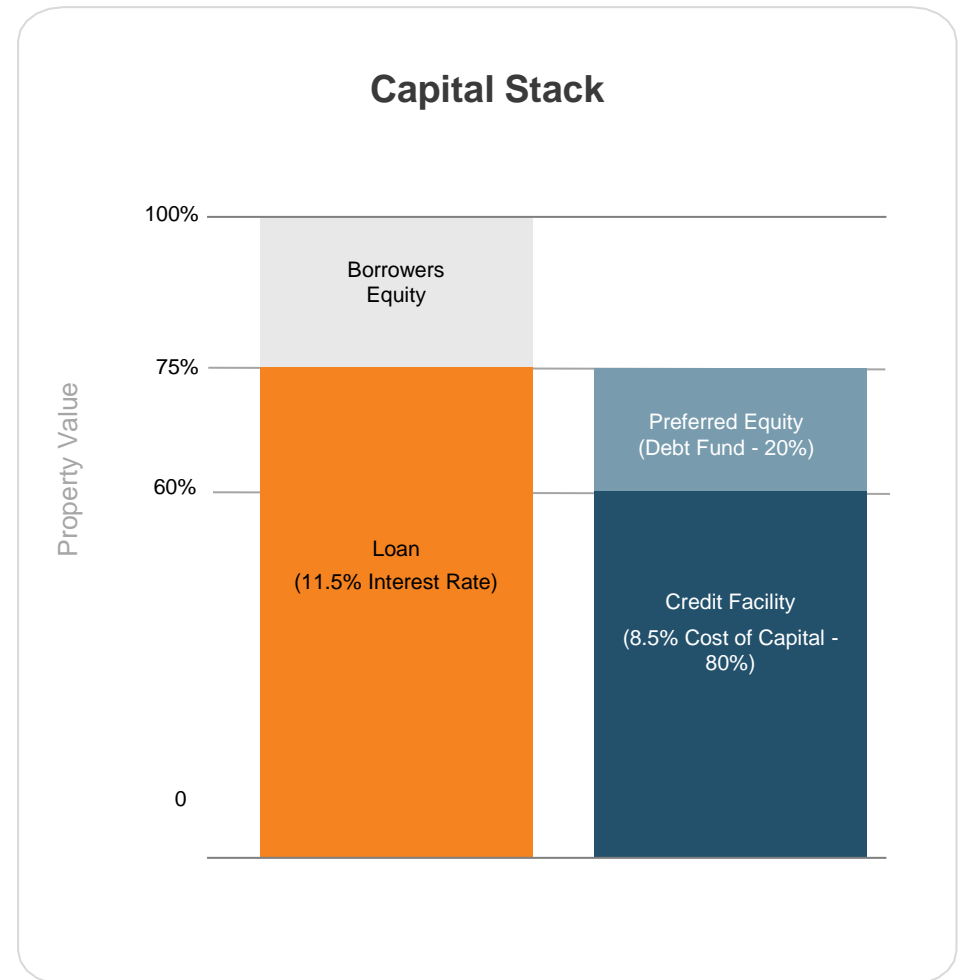
Our target investments are investor-owned single, multifamily, mixed-use, and commercial units, in growth markets throughout the Southeastern United States. Leverage points are sub 75% of value, providing for sufficient borrower equity in every investment. The key theme of our investment strategy is principal preservation, with attractive risk adjusted returns.

## VALUATION APPROACH

Multiple tools determine the value of each property, including professional appraisals, AI-powered valuation reports, BPOs and internal financial modeling.

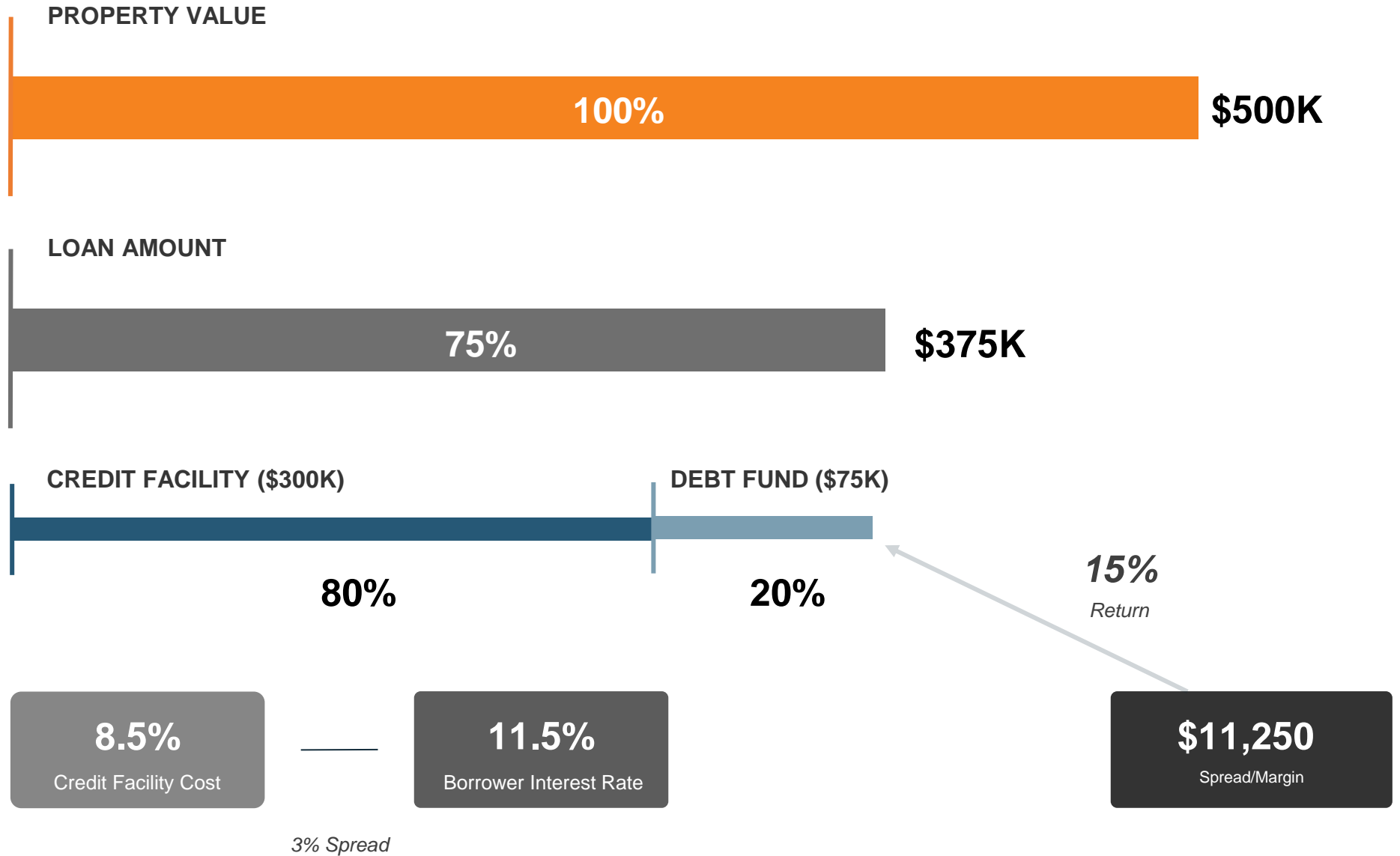
## EXCLUSIVE DEBT ACCESS

Additionally, we have access to preferential debt with a credit facility, allowing us to achieve higher returns due to the power of leverage.



<sup>1</sup> The ultimate LTV ratio of each investment is determined by the fund in its discretion. Charts depict a hypothetical target investment. Results depend heavily on the underwriting process and the principal amount extended to the borrower.

# SAMPLE LOAN





# PROVEN LEADERSHIP : REDEFINING REAL ESTATE EXCELLENCE

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## 1 Initiation & Investment Commitment:

- **Commitment:** Investors agree to Fund terms and conditions.
- **Subscription:** Investors submit subscription forms and documents.

## 2 Fund Inception and Credit Facility Activation:

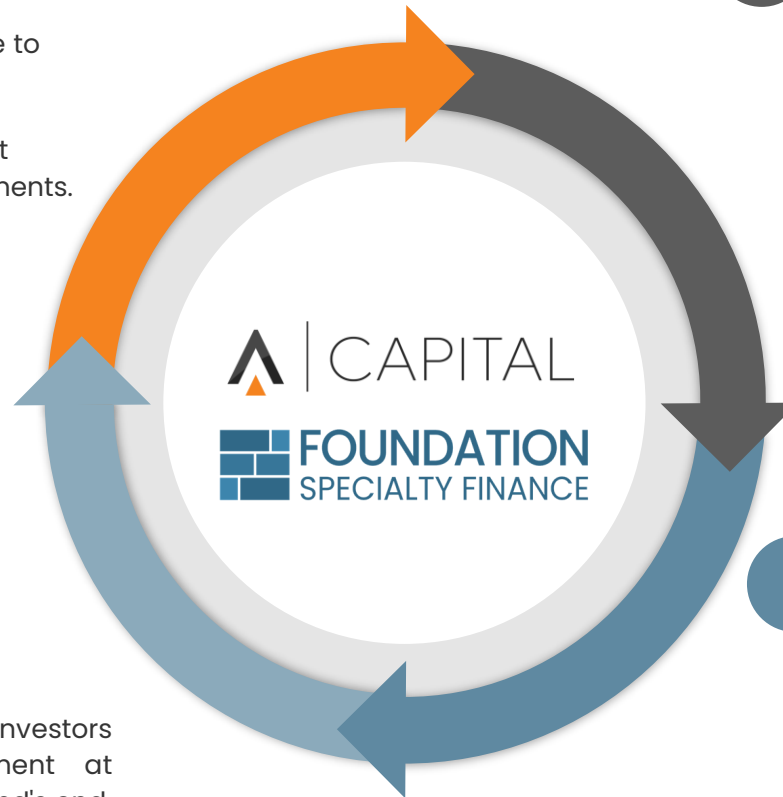
- **Minimum Funding Reached:** Investment process starts upon reaching minimum funding.
- **Credit Facility Activation:** The Fund officially gains access to approved credit line.
- **Funds Allocation:** Fund manager distributes funds across debt instruments per fund strategy.

## 3 Fund Operations & Portfolio Management:

- **Debt Portfolio Management:** Fund manager actively oversees debt portfolio, ensuring timely payments and monitoring credit quality.
- **Income Generation:** The Fund earns income from interest payments on invested debt instruments.
- **Reporting and Communication:** Investors receive frequent performance updates and interact with Fund Sponsor.

## 4 Exit & Redemption:

- **Redemption & Exit Strategy:** Investors can redeem their investment at specified intervals or at the fund's end.



# A BEST-IN-CLASS STRATEGIC PARTNERSHIP

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## AVANTI WAY | CAPITAL

Avanti Way is a leading Florida real estate conglomerate with over 1,800 real estate professionals, 16 offices across the state, \$8B in transaction volume since inception, and roughly \$1B in assets under management. Their experience working with investors, coupled with their award-winning technology platform makes them unique in the way they approach real estate investments, and their ability to deliver superior risk-adjusted returns to investors.



Enrique Teran

Enrique's lifelong passion and understanding of the real estate industry started with his family's business. His first three years saw him closing over 200 transactions. This experience led him to a vision to transform the realtor-consumer interactions. Acting on his goals, he created one of the first paperless platforms in the industry. This system upgraded the whole real estate business model and delivered an enhanced experience. As the Co-Founder and Principal of the Avanti Way Group, he has led the organization to be one of the Top 50 most productive brokerage firms in Florida. Enrique served as the 2022 Residential President for the Miami Board of Realtors.



Andres Korda

Andres Korda is a Georgetown Business graduate with an MBA from Babson College. He began as a small investor in real estate, identified major inefficiencies, and has dedicated his life to developing solutions to transform the industry by creating tech-enabled experiences that simplify work for real estate professionals and enhance their value proposition by upgrading how people consume real estate. Korda was recognized by the South Florida Business Journal as one of its "40 under 40" and "Power Leaders". He co-founded all the companies within the Avanti Way Group, and has been a speaker at several conferences worldwide, including Inman Real Estate Connect.



Arturo Borges

As Managing Partner at Avanti Way Capital, Arturo oversees a portfolio valued at \$1 Billion and is responsible for executing the firm's strategy. He has been directly involved in over \$400MM worth of real estate acquisitions over his career. Mr. Borges is a member of the Urban Land Institute (ULI), and a member of Chapman Partnership, a non-profit organization empowering the homeless to build their futures through a comprehensive suite of programs instrumental for growth and self-sufficiency. He was also selected a Connect Commercial Real Estate 2022 Next Generation Awards' winner as a rising star surmounting challenges and excelling in business and leadership in the community.

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The Foundation team specializes in building a comprehensive lending and property acquisition platform for investors seeking to refinance or acquire single-family, multifamily, and mixed-use properties using bridge or long-term debt financing. With over 120 years of experience, Foundation team has raised over \$10 billion in capital and completed thousands of successful transactions, ranging from single-family homes to complex commercial portfolios worth hundreds of millions.



Steve Powel

Steve Powel, a seasoned real estate executive with 38 years' experience, notably led SitusAMC's growth from \$15B to \$175B assets globally. As Executive Chairman, he introduced pioneering solutions like tailored Talent Solutions, setting industry standards. Powel expanded SitusAMC (previously Situs) into Western Europe and Asia, overseeing significant mergers including RERC and HPI. He played a key role in merging Situs and AMC to form SitusAMC, holding various leadership positions. Currently, he serves as Vice Chairman of MISMO's Board, advises SitusAMC's Board, and is Principal of Point North Capital, LLC, showcasing his multifaceted expertise in real estate finance.



Ron McMahan

Ron has over 25 years of experience as a financial and investment management executive. During his career he has been responsible for loan origination, portfolio management, asset management, and servicer oversight including loss mitigation, foreclosure and REO. He has worked with multiple real estate asset classes, including manufactured homes, distressed and performing single-family assets, and multifamily properties and loans. Ron has managed investment funds for which over \$6b of debt and equity was raised and purchased or originated over 15,000 assets. At Foundation Mr. McMahan assists in the management of all operational aspects of the Company with a focus on capital raising and asset and portfolio management.



Chris Crovatto

Throughout his 35 year real estate career, Chris has successfully launched and raised capital for multiple entrepreneurial venture companies. He has been directly responsible for over \$3b in structured real estate and private equity transactions covering a wide spectrum of properties from single-family to large commercial real estate properties and/or portfolios in nearly every asset class.



John Seeburger

John has 32 years of CRE experience and launched specialty RE lending platforms at Heller, GE, GMAC Commercial Mortgage and Capmark. John co-headed GMACCM/Capmark lending units that generated \$750m in specialty loan volume and a \$350m balance sheet. He also oversaw the origination and underwriting of more than \$500m of specialty real estate products at Bank of America Commercial Finance.

Prior to his structured finance career, John worked as a senior consultant providing commercial real estate related financial services to a national institutional client base at a firm he co-founded, which was ultimately acquired by PWC.





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