

CLARK EQUITY CAPITAL

FUNDING REAL ESTATE OPPORTUNITIES

Clark Equity Capital is a private real estate investment bank that sources and adds value to nationwide opportunities for development, repositioning and value-added acquisitions. Our objective is to provide small-to-mid-size developers a consistent source of educated equity capital for projects that yield above-market, risk-adjusted returns. Our goal is to develop and maintain mutually beneficial, long-term, working relationships with reputable individuals with local real estate expertise. We work collaboratively with our joint-venture partners to add more value to the transactions than just capital.

JOINT-VENTURE EQUITY PROGRAM

	TARGETED	CONSIDERED
EQUITY INVESTMENT	<ul style="list-style-type: none">■ < \$5MM / property■ ≤ 90% of equity requirement	<ul style="list-style-type: none">■ 5MM - \$10MM / property■ > 90% of equity requirement
PROJECTS	<ul style="list-style-type: none">■ new development■ repositioning / conversion■ single project / asset	<ul style="list-style-type: none">■ acquisitions■ partner buyout / recapitalization■ property portfolio
PRODUCTS	<ul style="list-style-type: none">■ self-storage■ land development■ retail / mixed-use■ multifamily	<ul style="list-style-type: none">■ industrial / warehouse■ condominium■ office / flex■ hotel
LOCATIONS	<ul style="list-style-type: none">■ continental United States	<ul style="list-style-type: none">■ Hawaii
ENTITLEMENTS	<ul style="list-style-type: none">■ existing	<ul style="list-style-type: none">■ in progress
DEBT FINANCING	<ul style="list-style-type: none">■ 75% leverage■ developer obtained	<ul style="list-style-type: none">■ > 75% leverage■ CEC is able to arrange the guarantee of its affiliate, Clark Investment Group, providing access to uniquely favorable financing. CIG generally charges 1-2% of the loan's annual outstanding balance.
REFINANCING / SALE	Expected to return equity investment within: <ul style="list-style-type: none">■ 3 - 5 years	<ul style="list-style-type: none">■ > 5 years
TARGET YIELD	<ul style="list-style-type: none">■ > 20% IRR depending on perceived risk, leverage and time required to return equity investment	
TYPICAL STRUCTURE	<ul style="list-style-type: none">■ 10% preferred return on all equity■ 20% - 50% developer back-end ownership (tiered promote or waterfall may be acceptable)■ market rate development fees■ market rate property management fees	

Contact us today with your opportunity.

CLARKEQUITY.COM

OPPORTUNITIES. RELATIONSHIPS. INVESTMENTS.