

Third Quarter 2024

## Market Profile

as of November 18, 2024

**NYSE:** [ABR](#)

**Price:** \$14.78

**Shares Outstanding<sup>(1)</sup>:** 204.90M

**Float:** 181.48M

**3 Mth Avg. Daily Volume:** 2.56M

**52-Week High:** \$16.35

**52-Week Low:** \$11.77

**Annual Dividend:** \$1.72

<sup>(1)</sup>Includes 16.29M OP units

## Recent News

**Nov 1, 2024**

[Arbor Realty Trust Reports Third Quarter 2024 Results and Declares Dividend of \\$0.43 per Share](#)

**Oct 10, 2024**

[Arbor Realty SR, Inc. Closes Offering of \\$100 Million of Senior Notes due 2027](#)

## Analyst Coverage

### JMP Securities

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### J.P. Morgan

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### Keefe, Bruyette & Woods

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### Raymond James & Associates

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### Wedbush Securities

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## Profile

Arbor Realty Trust, Inc. (NYSE:ABR) is a nationwide real estate investment trust and direct lender, providing loan origination and servicing for multifamily, single-family rental (SFR) portfolios and other diverse commercial real estate assets. Headquartered in Uniondale, NY, Arbor manages a multibillion-dollar servicing portfolio, specializing in government-sponsored enterprise products. Arbor is a leading Fannie Mae DUS<sup>®</sup> lender and Freddie Mac Optigo<sup>®</sup> Seller/Servicer. Arbor's product platform also includes CMBS, bridge, mezzanine, and preferred equity loans. Rated by Standard and Poor's and Fitch Ratings, Arbor is committed to building on its reputation for service, quality, and customized solutions with an unparalleled dedication to providing our clients excellence over the entire life of a loan.

## Corporate Strategy

Arbor Realty Trust is one of the nation's premier real estate finance companies, offering the most comprehensive, customized and creative financing platforms in the commercial real estate industry. Arbor's diversified lending solutions are bolstered by its economic foundation as a real estate investment trust, but it's not just another mortgage REIT. Arbor takes pride in conducting business as a firm that builds long-term client partnerships with a results-oriented approach that produces innovative and efficient financial solutions. The company has proven it can achieve all of its objectives through the following business strategies:

- Provide customized financing
- Execute transactions rapidly
- Capitalize on Arbor's CLO technology
- Manage and maintain credit quality

## Competitive Strengths

- Internally managed REIT with a versatile multifamily-centric operating platform and a unique business model, consisting of three primary business platforms:
  - Balance sheet loan origination
  - GSE/Agency loan origination
  - Servicing
- Complementary operating platforms with diversified and recurring income streams with a proven track record for growth
- Capital light GSE/Agency business generating significant earnings and cash flows
- Primary focus on small balance loans in the highly attractive and stable multifamily sector
- Prudent leverage and balance sheet strategy with stable liability structures that are long-dated, nonrecourse and non-mark-to-market
- Cycle tested senior management team with 30+ years of industry experience

## Third Quarter 2024 Highlights

### Company Highlights

- Diversified, annuity-based operating platform with a multifamily focus that generates strong distributable earnings and dividends in all cycles
  - GAAP net income of \$0.31 and distributable earnings of \$0.43, per diluted common share
  - Declares cash dividend on common stock of \$0.43 per share
  - Successfully delevered the Company 25% from a peak debt to equity ratio of 4:1 in 2023, to 3:1 at 3Q24
  - Cash and liquidity of ~\$600 million

### Agency Business

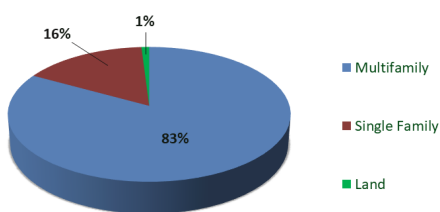
- Agency loan originations of \$1.10 billion; a servicing portfolio of ~\$33.01 billion, up 2% from 2Q24 and 10% from a year ago

### Structured Business

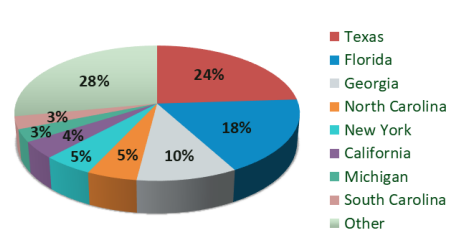
- Structured loan originations of \$258.5 million, runoff of \$521.3 million and a portfolio of ~\$11.57 billion
- In October 2024, issued \$100.0 million of 9.00% senior notes due 2027

**Diverse Product Lines:** Government-Sponsored Enterprise Products (Fannie Mae, Freddie Mac, FHA) | CMBS | Bridge | Mezzanine | Private Label | Single-Family Rental

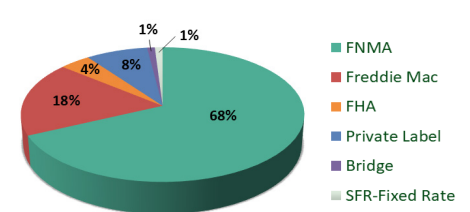
**Structured Portfolio Asset Class\***



**Structured Portfolio Geographic Location\***



**Agency Servicing Portfolio by Investor\***



\*As of September 30, 2024

## Executive Management

**Ivan Kaufman**  
Chairman and  
Chief Executive Officer

**Paul Elenio**  
Chief Financial Officer  
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**Fred Weber**  
Executive Vice President,  
Managing Director of Structured  
Finance and Principal Transactions

**Gene Kilgore**  
Executive Vice President,  
Structured Securitization

**Steve Katz**  
Executive Vice President,  
Chief Investment Officer  
Residential Financing

**John Caulfield**  
Chief Operating Officer,  
Agency Lending

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