ARCHER ADVISORY

Prospective Client Presentation

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Archer Advisory is a focused advisory platform, founded by career bankers, that supports operating companies and commercial real estate professionals with capital sourcing, strategic guidance, and transaction execution.

Archer Advisory Overview

- Led by Douglas C. Bowman, Founder & Relationship Manager. Founded in 2024.
- Decades of commercial banking and team leadership: Charlotte Market President: United Community Bank; SVP: First National Bank of Pennsylvania; SVP: HSBC; SVP: Fifth Third Bank; VP BB&T (now Truist).
- Formal credit training via BB&T Leadership Development Program. MBA from Wake Forest University.
- Deep connections in the industry across the spectrum of debt and equity markets.
- Our advisory platform is supported by research platforms such as Costar, cutting edge Generative AI modeling, and through our sister company, Commercial Carolina, a long-standing regional commercial real estate firm.

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Why We Matter to Lenders

- Archer is a low-volume, high touch advisory firm. We don't need to close 20 deals a month to cover overhead.
- Lenders see from us only screened, financeable opportunities — not blast emails with hopes something will stick.
- We work hard to understand a lenders credit policies, corporate "personality", and problem-solving history.
- There is comfort knowing the sponsor/borrower is supported by a team that understands credit / investment committee requirements and delivery timelines. We speak their language, which creates a better experience for all.
- Lender-ready narratives address credit fundamentals, risks/mitigants, proposed structure, and exit logic.
- We keep everything objective and free of fluff. Accurate, to the point, objective, and tailored when necessary.
- Duration and extent of our engagement based on the needs of the client and lender (disclosed up front).

Areas of Expertise

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Asset Types

- Flex
- Industrial
- Light Industrial
- Single / Multi-Tenant Retail
- Hospitality
- Self-Storage
- Office
- Special Use
- Renewable Energy
- Multifamily

Sources of Capital

- Community Banks
- Regional Banks
- Money Center Banks
- Multinational Banks
- Credit Unions
- Private Equity / Family Office
- Agency
- Funds
- Investment Banks
- Private Lenders
- SBA and other programs
- Asset Managers
- Correspondent Lenders
- Life Companies
- CMBS
- REITS

Loan Types & Services

- Term Loans
- Construction Loans
- Subscription Lines
- Revolving Credit Facilities
- Refis
- Bridge Loans
- Mezz Debt & Preferred Equity
- Permanent Financing
- Clubs, Syndications, Participations
- Equity

Pricing Matrix (sample)

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Lender selection process

- After we present your request to various capital providers in our network, we'll compile the most compelling offers in a matrix like the one below.
- We will share our opinions and together we'll prioritize the options.
- Your Archer advisor can play an active role in the underwriting and closing process or they can simply create a data room where the lender and your designee can securely share documents and manage the closing process.
- On one end of the spectrum, your advisor will monitor progress from the sidelines and step in only if asked or if they see something is not going as planned.
- On the other end, your advisor can act as "air traffic controller" by handling the exchange of documents and other information during underwriting and can manage the efforts of all parties involved in getting to the closing table (attorneys, bankers, YOU, etc).

Lender	Lender Type	Loan Type	Loan Amount	LTV	Term	Amortization	Rate Type	Spread / Coupon	All-In Rate	I/O Period	Prepay / Yield Maintenance	Origination Fee	Legal / DD Costs	Recourse	Closing Timeline	Comments / Strengths
Lender 1																
Lender 2																
Lender 3																
Lender 4																
Lender 5																