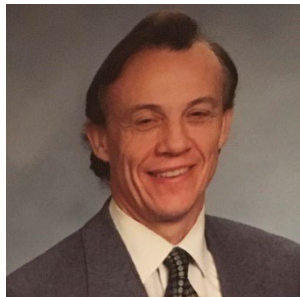


Astoria Housing Partner

Mark Hall



Co-Managing Principal/Partner Astoria Housing Partners LLC.

Responsible for sourcing and equity placements, Mr. Hall's extensive experience in the multifamily housing industry goes all the way back to 1984. During that time, he has overseen site acquisition, pre-development design, construction, and property management nationwide including having supervised the development of thousands of apartment units with "Affordable SetAsides". As a founder and Co-CIO at Allagash Opportunity Zone Partners, Mr. Hall has used his extensive experience in structuring affordable housing transactions (currently closing Woodlands Apartments – 151 DUs of LIHTC). He has financed, arranged financing for third-party borrowers, and acted as a lender, utilizing various government subsidy programs for many of these projects.

He has wide experience in the tax-exempt bonds structures within such financings including: GNMA Securities, FNMA forward commitments, Commercial HUD loans, Letters-of Credit, and Unrated Bonds. Mr. Hall most recently served as an advisor for a fully integrated hotel owner/operator with over 4,000 full-service rooms under management across the U.S., as well as a consultant to a Chicago-based SEC registered investment adviser with \$3 billion in a variety of CRE property types under management.

In these roles, Mr. Hall has consulted on investment, development, and operational activities. He was responsible for arranging acquisition financing for and leading the acquisition of the majority of the hotel owner/operator's current portfolio of older, full-service mid-market hotels. Post-acquisition, Mr. Hall conceptualized the repositioning of these properties by converting upper floors to apartments, upgrading lower floors to a boutique higher-end hotel product, and renting ground floor as niche retail. As a result, these projects eliminated the issue of high vacancy for underperforming, aging properties in order to maximize asset values and achieve significant success for investors. From 2010-2017, Mr. Hall was a Managing Director and the Senior Investment Banker for Private Equity Commercial Real Estate transactions for Brean Capital LLC.

In addition to banking private equity and private debt transactions, he supported the trading floor on any purchases of CMBS or whole loan participations. From 1996 to 2009, Mr. Hall worked for GE Real Estate as a Senior Director in the Strategic Accounts Group. In this role, he had responsibility for equity investments in and co-investing with US-based opportunity funds and public REITs/Companies. Mr. Hall led investments in numerous CRE value-add and development projects alongside GE's premier clients and counterparties, including Carlyle, Starwood, Apollo, and Colony Capital. Additionally, he bought billions worth of properties for GE in secondary markets, while also having responsibilities for general commercial real estate lending and originating billions in CRE loans. In 2008, Mr. Hall was selected for and successfully completed the rigorous and highly acclaimed Crotonville, NY Senior Management Training program for GE's Senior Management personnel.

Mr. Hall started at GE as a Senior Banker in the Commercial Mortgage-Backed Securities Large Loan Group where in his four years, he generated 90% of the net income for the entire group. Prior to joining GE, Mr. Hall was Director of Originations and a member of the Board of Directors of Wingate Capital (now CW Capital) from 1991-1997. He headed up national production for Continental Wingate's retail commercial mortgage group focusing on FHA/GNMA Project Loan transactions. In this role, Mr. Hall oversaw the originations, underwriting, and closing of billions of affordable multi-housing rental properties nationwide under HUD Full Insurance programs. In

doing so, Mr. Hall processed the very first 241F done in the country as part of the Emergency Low-Income Housing Preservation Act. He also supervised the Firm's process of obtaining their FNMA DUS license.

From 1988-1991, Mr. Hall was Head of Acquisitions for the Kidder/Wingate Funds I & II, which managed over \$100 million to acquire equity interests in multifamily rental housing nationwide. During his tenure these funds outperformed all contemporary listed GNMA/Affordable Housing funds.

Mr. Hall is very active in the affordable housing space with 2022 and 2023 acquisitions which include substantial MF projects in Saint Louis, Cincinnati and Trenton NJ. Cincinnati (120-units) and Trenton (170-units) are LIHTC projects.