



# STREET VIEW

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*Ramblings on Real Estate*

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## ***Delivering debt solutions – how Mount Street delivers the optimum debt advisory services the market can offer***

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If I were a betting person, I'd wager that each one of you reading this would agree that this past year has been far from routine. We have been continually forced to redefine the realities of the new normal as the various restrictions and requirements impacting our daily lives seem to shift constantly. Each of us is learning to master the art of change in our own way; I personally have moved across an ocean, launched a new business line, began leading a state-wide non-profit organisation called *Lasagna Love* which aims to combat hunger through small community efforts, and have had my first child. While this rate of change has come with its challenges, I've started to shift my mindset to seeking excitement and positivity of what each new day can possibly bring.



Today's CRE debt and equity markets offer a similar narrative as they are more disparate than ever before, and capital requirements seem to be shifting almost daily. However, this also presents significant opportunities. Many firms are leveraging this market to restructure existing portfolios and positions, as well as strategically pivoting to acquisitions and developments in new asset classes and geographies.

As this trend continues, alternative investment classes are more likely to become mainstream in investor portfolio allocations and the opportunity to repurpose more traditional asset classes continues to gain momentum. Adaptability and foresight will be key tools for investors looking to position themselves at the forefront of this new normal.

Now, more than ever is the perfect time to leverage a debt advisor. As the debt space grows more complex, a debt advisor's role is to guide clients in navigating those complexities and ultimately improve the efficiency of investments through our holistic capital markets advice. Mount Street is uniquely placed to fulfil this role as:

- We have a global reach with active, long-standing relationships with real estate investors in all active real estate markets across the world
- We have a targeted approach to capital markets which creates a streamlined process to ultimately deliver the best pricing
- Our team is comprised of real estate banking professionals with decades of financing experience, including advising clients through complex situations, restructurings, and workouts
- We actively manage the complete capital-raising process which will enable your deal teams to focus on the execution of the transaction

As the industry continues its transition to this new landscape, Mount Street continues to have a positive outlook for the CRE investment market and is excited to be your partner throughout your investment cycle.

