UNITED STATES SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

FORM 8-K

CURRENT REPORT

Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934

Date of Report (Date of earliest event reported): October 29, 2021

Arbor Realty Trust, Inc.

(EXACT NAME OF REGISTRANT AS SPECIFIED IN ITS CHARTER)

MARYLAND (STATE OF INCORPORATION)

001-32136 (COMMISSION FILE NUMBER) 20-0057959 (IRS EMPLOYER ID. NUMBER)

333 Earle Ovington Boulevard, Suite 900 Uniondale, New York (ADDRESS OF PRINCIPAL EXECUTIVE OFFICES)

11553 (ZIP CODE)

(516) 506-4200

(REGISTRANT'S TELEPHONE NUMBER, INCLUDING AREA CODE)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

□ Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)

□ Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)

□ Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))

□ Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (§230.405 of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 (§240.12b-2 of this chapter).

Emerging growth company \Box

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.

Securities registered pursuant to Section 12(b) of the Act:

Title of each class	Trading symbols	Name of each exchange on which registered
Common Stock, par value \$0.01 per share	ABR	New York Stock Exchange
Preferred Stock, 6.375% Series D Cumulative		
Redeemable, par value \$0.01 per share	ABR-PD	New York Stock Exchange
Preferred Stock, 6.25% Series E Cumulative		
Redeemable, par value \$0.01 per share	ABR-PE	New York Stock Exchange
Preferred Stock, 6.25% Series F Fixed-to-		
Floating Rate Cumulative Redeemable, par value		
\$0.01 per share	ABR-PF	New York Stock Exchange

Item 2.02 Results of Operations and Financial Condition.

On October 29, 2021, Arbor Realty Trust, Inc. issued a press release announcing its earnings for the quarter ended September 30, 2021, a copy of which is attached hereto as Exhibit 99.1.

Item 9.01	Financial Statements and Exhibits.
(d) Exhibits	
Exhibit Number	Exhibit
<u>99.1</u>	Press Release, dated October 29, 2021.
104	Cover Page Interactive Data File - the cover page XBRL tags are embedded within the Inline XBRL document.

EXHIBIT INDEX

Exhibit Number

<u>99.1</u> <u>Press Release, dated October 29, 2021.</u>

104 Cover Page Interactive Data File - the cover page XBRL tags are embedded within the Inline XBRL document.

SIGNATURE

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

ARBOR REALTY TRUST, INC.

By: /s/ Paul Elenio

Name: Paul Elenio Title: Chief Financial Officer

Date: October 29, 2021



Company Highlights:

- Diversified, annuity-based operating platform with a multifamily focus that continues to produce strong distributable earnings and dividends in all cycles
 - GAAP net income of \$0.51 and distributable earnings of \$0.47 per diluted common share¹
 - Raised cash dividend on common stock to \$0.36 per share, our sixth consecutive quarterly increase
 - Raised \$414 million of accretive growth capital:
 - \$270 million from issuance of 4.50% senior unsecured notes due in 2026
 - \$144 million from offering of 6.25% Series E preferred stock

Structured Business:

- · Segment income of \$48.1 million
- Record loan originations of \$2.47 billion
- Structured loan portfolio of over \$9 billion on growth of 24%
- · Closed a \$1.50 billion collateralized securitization vehicle, our largest to date

Agency Business:

- Segment income of \$33.1 million
- · Loan originations of \$1.80 billion and a servicing portfolio of over \$26 billion

Recent Developments:

- · Raised an additional \$201 million of accretive growth capital through the issuance of 6.25% Series F preferred stock
- Closed our 3rd private label securitization totaling \$535 million

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Uniondale, NY, October 29, 2021 -- Arbor Realty Trust, Inc. (NYSE: ABR), today announced financial results for the third quarter ended September 30, 2021. Arbor reported net income for the quarter of \$72.8 million, or \$0.51 per diluted common share, compared to net income of \$82.0 million, or \$0.72 per diluted common share for the quarter ended September 30, 2020. Distributable earnings for the quarter was \$75.7 million, or \$0.47 per diluted common share, compared to \$67.1 million, or \$0.50 per diluted common share for the quarter ended September 30, 2020.

Agency Business

Loan Origination Platform

	Age	Agency Loan Volume (in thousands)						
		Quarter Ended						
	Sep	September 30,						
		2021 June 30, 202						
Fannie Mae	\$	719,730	\$	637,494				
Private Label		625,176		377,184				
Freddie Mac		307,664		155,914				
FHA		84,430		130,764				
SFR-Fixed Rate		67,227		11,996				
Total Originations	\$	1,804,227	\$	1,313,352				
Total Loan Sales	\$	1,006,958	\$	1,482,110				
Total Loan Commitments	\$	1,856,474	\$	1,194,344				

For the quarter ended September 30, 2021, the Agency Business generated revenues (excluding gains and losses on derivative instruments) of \$79.7 million, compared to \$91.2 million for the second quarter of 2021. Gain on sales, including fee-based services, net was \$16.3 million for the quarter, reflecting a margin of 1.62%, compared to \$19.1 million and 1.85% for the second quarter of 2021, excluding \$449.9 million of private label loans securitized. Income from mortgage servicing rights was \$32.5 million for the quarter, reflecting a rate of 1.75% as a percentage of loan commitments, compared to \$26.3 million and 2.20% for the second quarter of 2021.

At September 30, 2021, loans held-for-sale was \$1.27 billion which was primarily comprised of unpaid principal balances totaling \$1.26 billion, with financing associated with these loans totaling \$1.10 billion.

In October 2021, the Company closed its third private label securitization totaling \$535.0 million. The Company originated and sold multifamily mortgage loans to the securitization and will be the primary servicer. The Company retained subordinate certificate interests in the securitization of \$47.5 million, in satisfaction of credit risk retention requirements.

Fee-Based Servicing Portfolio

The Company's fee-based servicing portfolio totaled \$26.21 billion at September 30, 2021 and excludes private label loans originated that were not yet securitized. Servicing revenue, net was \$20.1 million for the quarter and consisted of servicing revenue of \$35.0 million, net of amortization of mortgage servicing rights totaling \$14.9 million.

	Fee-Based Servicing Portfolio (\$ in thousands)											
	As of September 30, 2021											
		Wtd. Av		Wtd. Avg.			Wtd. Avg.	Wtd. Avg. Life				
		UPB	Fee	Life (in years)		UPB	Fee	(in years)				
Fannie Mae	\$	19,271,527	0.532%	8.4	\$	19,191,969	0.532%	8.3				
Freddie Mac		4,726,587	0.281%	9.8		4,708,457	0.285%	9.8				
Private Label		1,176,391	0.200%	8.8		1,176,627	0.200%	9.0				
FHA		933,519	0.156%	21.4		882,899	0.157%	21.0				
SFR-Fixed Rate		104,094	0.200%	5.7		75,103	0.200%	5.9				
Total	\$	26,212,118	0.457%	9.1	\$	26,035,055	0.459%	9.0				

Loans sold under the Fannie Mae program contain an obligation to partially guarantee the performance of the loan ("loss-sharing obligations"), and includes \$34.4 million for the fair value of the guarantee obligation undertaken at September 30, 2021. The Company recorded a \$3.2 million reversal of provision for loss sharing associated with CECL for the third quarter of 2021. At September 30, 2021, the Company's total CECL allowance for loss-sharing obligations was \$28.4 million, representing 0.15% of the Fannie Mae servicing portfolio.

Structured Business

Portfolio and Investment Activity

- Strong growth in the portfolio of \$1.78 billion, or 24.1%
- Originated 118 loans totaling \$2.47 billion, consisted primarily of multifamily bridge loans totaling \$2.37 billion
- Payoffs and pay downs on 54 loans totaling \$567.9 million
- Committed to fund one \$17.6 million single-family rental build-to-rent loan

At September 30, 2021, the loan and investment portfolio's unpaid principal balance, excluding loan loss reserves, was \$9.17 billion, with a weighted average current interest pay rate of 4.56%, compared to \$7.39 billion and 4.85% at June 30, 2021. Including certain fees earned and costs associated with the loan and investment portfolio, the weighted average current interest pay rate was 4.97% at September 30, 2021, compared to 5.33% at June 30, 2021.

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The average balance of the Company's loan and investment portfolio during the third quarter of 2021, excluding loan loss reserves, was \$8.18 billion with a weighted average yield of 5.55%, compared to \$6.61 billion and 5.85% for the second quarter of 2021. The decrease in average yield was primarily due to lower rates on originations when compared to runoff.

During the third quarter of 2021, the Company recorded a \$4.1 million reversal of provisions for loan losses associated with CECL, which includes a \$1.1 million loan loss recovery. At September 30, 2021, the Company's total allowance for loan losses was \$131.5 million. The Company had six non-performing loans with a carrying value of \$55.6 million, before related loan loss reserves of \$2.6 million, compared to eight loans with a carrying value of \$6.5 million as of June 30, 2021.

Financing Activity

The Company completed its largest collateralized securitization vehicle to date totaling \$1.50 billion of real estate related assets and cash. Investment grade-rated notes totaling \$1.24 billion were issued, and the Company retained subordinate interests in the issuing vehicle of \$262.5 million. The facility has a two-and-a-half-year asset replenishment period and an initial weighted average interest rate of 1.31% over LIBOR, excluding fees and transaction costs.

The balance of debt that finances the Company's loan and investment portfolio at September 30, 2021 was \$8.58 billion with a weighted average interest rate including fees of 2.64% as compared to \$6.41 billion and a rate of 2.79% at June 30, 2021. The average balance of debt that finances the Company's loan and investment portfolio for the third quarter of 2021 was \$7.31 billion, as compared to \$5.94 billion for the second quarter of 2021. The average cost of borrowings for the third quarter of 2021 was 2.76%, compared to 2.89% for the second quarter of 2021.

Capital Markets

The Company raised a significant amount of accretive growth capital primarily through the following transactions:

The Company issued \$270.0 million of 4.50% senior unsecured notes in a private placement, generating net proceeds of \$265.8 million after deducting offering expenses. The notes are due in 2026 and the proceeds are being used to make investments and for general corporate purposes.

The Company completed a public offering of 5.75 million shares of its 6.25% Series E cumulative redeemable preferred stock, including the underwriters' exercise of their over-allotment option, generating net proceeds of \$139.1 million. The Company used these proceeds to make investments relating to its business and for general corporate purposes.

In October 2021, the Company completed a public offering of 8.05 million shares of its 6.25% Series F fixed-to-floating cumulative redeemable preferred stock, including the underwriters' exercise of their over-allotment option, generating net proceeds of \$194.8 million. The Company is using these proceeds to make investments relating to its business and for general corporate purposes.

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Dividends

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The Company announced today that its Board of Directors has declared a quarterly cash dividend of \$0.36 per share of common stock for the quarter ended September 30, 2021, the Company's sixth consecutive quarterly increase, representing a 20% increase over that time span. The dividend is payable on November 30, 2021 to common stockholders of record on November 15, 2021. The ex-dividend date is November 12, 2021.

Earnings Conference Call

The Company will host a conference call today at 10:00 a.m. Eastern Time. A live webcast and replay of the conference call will be available at http://www.arbor.com in the investor relations section of the Company's website. Those without web access should access the call telephonically at least ten minutes prior to the conference call. The dial-in numbers are (866) 342-8591 for domestic callers and (203) 518-9797 for international callers. Please use participant passcode ABRQ321 when prompted by the operator.

A telephonic replay of the call will be available until November 5, 2021. The replay dial-in numbers are (800) 839-9305 for domestic callers and (402) 220-6094 for international callers.

About Arbor Realty Trust, Inc.

<u>Arbor Realty Trust, Inc.</u> (NYSE: <u>ABR</u>) 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 New York, Arbor manages a multibillion-dollar servicing portfolio, specializing in government-sponsored enterprise products. Arbor is a leading <u>Fannie Mae DUS®</u> lender and <u>Freddie Mac Optigo</u> Seller/Servicer, and an approved FHA Multifamily Accelerated Processing (MAP) lender. Arbor's product platform also includes <u>bridge</u>, <u>CMBS</u>, <u>mezzanine and preferred equity</u> 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.

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Safe Harbor Statement

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Certain items in this press release may constitute forward-looking statements within the meaning of the "safe harbor" provisions of the Private Securities Litigation Reform Act of 1995. These statements are based on management's current expectations and beliefs and are subject to a number of trends and uncertainties that could cause actual results to differ materially from those described in the forward-looking statements. Arbor can give no assurance that its expectations will be attained. Factors that could cause actual results to differ materially from Arbor's expectations include, but are not limited to, changes in economic conditions generally, and the real estate markets specifically, in particular, due to the uncertainties created by the COVID-19 pandemic, continued ability to source new investments, changes in interest rates and/or credit spreads, and other risks detailed in Arbor's Annual Report on Form 10-K for the year ended December 31, 2020 and its other reports filed with the SEC. Such forward-looking statements speak only as of the date of this press release. Arbor expressly disclaims any obligation or undertaking to release publicly any updates or revisions to any forward-looking statements contained herein to reflect any change in Arbor's expectations with regard thereto or change in events, conditions, or circumstances on which any such statement is based.

<u>1. Non-GAAP Financial Measures</u>

During the quarterly earnings conference call, the Company may discuss non-GAAP financial measures as defined by SEC Regulation G. In addition, the Company has used non-GAAP financial measures in this press release. A supplemental schedule of non-GAAP financial measures and the comparable GAAP financial measure can be found on the last page of this release.

<u>Contact:</u> Arbor Realty Trust, Inc. Paul Elenio, Chief Financial Officer 516-506-4422 <u>pelenio@arbor.com</u>

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ARBOR REALTY TRUST, INC. AND SUBSIDIARIES

Consolidated Statements of Income - (Unaudited) (\$ in thousands—except share and per share data)

	 Quarter Ended	Sept	tember 30,	Nine Months Ended September 30,				
	 2021		2020		2021		2020	
Interest income	\$ 125,480	\$	81,701	\$	321,772	\$	253,307	
Interest expense	55,560		37,888		144,122		129,172	
Net interest income	 69,920		43,813		177,650		124,135	
Other revenue:								
Gain on sales, including fee-based services, net	16,334		19,895		86,102		60,566	
Mortgage servicing rights	32,453		42,357		95,688		96,708	
Servicing revenue, net	20,088		13,348		50,939		40,156	
Property operating income	-		1,033		-		3,970	
Loss on derivative instruments, net	(1,492)		(753)		(7,320)		(58,852	
Other income, net	 2,195		1,050		4,140		3,404	
Total other revenue	 69,578		76,930		229,549		145,958	
Other expenses:								
Employee compensation and benefits	41,973		32,962		128,647		101,652	
Selling and administrative	11,757		9,356		33,707		29,013	
Property operating expenses	149		1,300		421		4,778	
Depreciation and amortization	1,807		1,922		5,349		5,830	
Provision for loss sharing (net of recoveries)	(3,272)		(2,227)		(1,070)		21,706	
Provision for credit losses (net of recoveries)	 (3,799)		(7,586)		(12,689)		59,510	
Total other expenses	 48,615		35,727		154,365		222,489	
Income before extinguishment of debt, sale of real estate, income from								
equity affiliates, and income taxes	90,883		85,016		252,834		47,604	
Loss on extinguishment of debt	-		-		(1,370)		(3,546	
(Loss) gain on sale of real estate			(1,868)		1,228		(1,868	
Income from equity affiliates	5,086		32,358		32,095		56,758	
Provision for income taxes	 (9,905)		(17,785)		(33,356)		(15,493	
Net income	 86,064		97,721		251,431		83,455	
Preferred stock dividends	4,913		1,888		13,216		5,665	
Net income attributable to noncontrolling interest	8,347		13,836		26,806		11,012	
Net income attributable to common stockholders	\$ 72,804	\$	81,997	\$	211,409	\$	66,778	
Basic earnings per common share	\$ 0.51	\$	0.72	\$	1.57	\$	0.60	
Diluted earnings per common share	\$ 0.51	\$	0.72	\$	1.57	\$	0.59	
Difuted earnings per common snare	\$ 0.31	\$	0.72	ф —	1.50	р	0.55	
Weighted average shares outstanding:								
Basic	 142,624,300		113,766,446		134,437,663		111,775,436	
Diluted	 160,270,905	_	133,997,087	_	152,691,461	_	132,401,315	
Dividends declared per common share	\$ 0.35	\$	0.31	\$	1.02	\$	0.91	

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ARBOR REALTY TRUST, INC. AND SUBSIDIARIES

Consolidated Balance Sheets (\$ in thousands—except share and per share data)

	September 30, 2021 (Unaudited)		D	ecember 31, 2020
Assets:	(Unaudited)		
Cash and cash equivalents	\$	380,730	\$	339,528
Restricted cash	Ψ	569.928	Ψ	197,470
Loans and investments, net (allowance for credit losses of \$131,534 and \$148,329, respectively)		8,993,790		5,285,868
Loans held-for-sale, net		1,274,234		986,919
Capitalized mortgage servicing rights, net		417,283		379,974
Securities held-to-maturity, net (allowance for credit losses of \$1,761 and \$1,644, respectively)		112,735		95,524
Investments in equity affiliates		91,846		74,274
Due from related party		12,664		12,449
Goodwill and other intangible assets		101,933		105,451
Other assets		214,441		183,529
	¢		¢	
Total assets	\$	12,169,584	\$	7,660,986
Liabilities and Equity:				
Credit and repurchase facilities	\$	3,399,711	\$	2,234,883
Collateralized loan obligations		4,715,804		2,517,309
Senior unsecured notes		1,102,578		662,843
Convertible senior unsecured notes, net		258,001		267,973
Junior subordinated notes to subsidiary trust issuing preferred securities		142,192		141,656
Due to related party		4,384		2,365
Due to borrowers		93,544		89,325
Allowance for loss-sharing obligations		62,828		64,303
Other liabilities		255,135		197,644
Total liabilities		10,034,177		6,178,301
Equity:				
Arbor Realty Trust, Inc. stockholders' equity:				
Preferred stock, cumulative, redeemable, \$0.01 par value: 100,000,000 shares authorized, shares issued and				
outstanding by period, respectively:				
Special voting preferred shares, 16,325,095 and 17,560,633 shares				
8.25% Series A, 0 and 1,551,500 shares				
7.75% Series B, 0 and 1,260,000 shares				
8.50% Series C, 0 and 900,000 shares				
6.375% Series D, 9,200,000 and 0 shares				
6.25% Series E, 5,750,000 and 0 shares		361,635		89,472
Common stock, \$0.01 par value: 500,000,000 shares authorized, 143,007,036 and 123,181,173 shares issued		501,055		05,472
and outstanding, respectively		1,430		1,232
Additional paid-in capital		1,635,134		1,317,109
Retained earnings (accumulated deficit)		10,674		(63,442)
Total Arbor Realty Trust, Inc. stockholders' equity		2,008,873		1,344,371
Noncontrolling interest		126,534		138,314
Total equity		2,135,407	_	1,482,685
Total liabilities and equity	\$	12,169,584	\$	7,660,986
				.,.,.,

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ARBOR REALTY TRUST, INC. AND SUBSIDIARIES

Statement of Income Segment Information - (Unaudited) (in thousands)

		Quarter Ended Se	ptember 30, 2021		
	 Structured	Agency	Other /		
	Business	Business	Eliminations $^{(1)}$	Cor	nsolidated
Interest income	\$ 114,710	\$ 10,770	\$ -	\$	125,480
Interest expense	50,823	4,737	-	•	55,560
Net interest income	 63,887	6,033	-		69,920
Other revenue:					
Gain on sales, including fee-based services, net	-	16,334	-		16,334
Mortgage servicing rights	-	32,453	-		32,453
Servicing revenue	-	34,960	-		34,960
Amortization of MSRs	-	(14,872)	-		(14,872)
Loss on derivative instruments, net	-	(1,492)	-		(1,492)
Other income, net	2,168	27	-		2,195
Total other revenue	 2,168	67,410			69,578
Other expenses:					
Employee compensation and benefits	14,082	27,891	-		41,973
Selling and administrative	5,718	6,039	-		11,757
Property operating expenses	149	-	-		149
Depreciation and amortization	634	1,173	-		1,807
Provision for loss sharing (net of recoveries)	-	(3,272)	-		(3,272)
Provision for credit losses (net of recoveries)	(3,445)	(354)	-		(3,799)
Total other expenses	 17,138	31,477			48,615
Income before income from equity affiliates and income taxes	48,917	41,966	-		90,883
Income from equity affiliates	5,086	-	-		5,086
Provision for income taxes	 (622)	(9,283)			(9,905)
Net income	53,381	32,683	-		86,064
	 ,-01				,
Preferred stock dividends	4,913	-	-		4,913
Net income attributable to noncontrolling interest	-	-	8,347		8,347
Net income attributable to common stockholders	\$ 48,468	\$ 32,683	\$ (8,347)	\$	72,804

⁽¹⁾ Includes certain income or expenses not allocated to the two reportable segments. Amount reflects income attributable to the noncontrolling interest holders.

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ARBOR REALTY TRUST, INC. AND SUBSIDIARIES

Balance Sheet Segment Information - (Unaudited) (in thousands)

	September 30, 2021					
	Structured Agency					
		Business		Business	С	onsolidated
Assets:						
Cash and cash equivalents	\$	162,870	\$	217,860	\$	380,730
Restricted cash		552,706		17,222		569,928
Loans and investments, net		8,993,790		-		8,993,790
Loans held-for-sale, net		-		1,274,234		1,274,234
Capitalized mortgage servicing rights, net		-		417,283		417,283
Securities held-to-maturity, net		-		112,735		112,735
Investments in equity affiliates		91,846		-		91,846
Goodwill and other intangible assets		12,500		89,433		101,933
Other assets		136,653		90,452		227,105
Total assets	\$	9,950,365	\$	2,219,219	\$	12,169,584
Liabilities:						
Debt obligations	\$	8,515,801	\$	1,102,485	\$	9,618,286
Allowance for loss-sharing obligations		-		62,828		62,828
Other liabilities		225,088		127,975		353,063
Total liabilities	\$	8,740,889	\$	1,293,288	\$	10,034,177

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ARBOR REALTY TRUST, INC. AND SUBSIDIARIES

Reconciliation of Distributable Earnings to GAAP Net Income - (Unaudited)
(\$ in thousands—except share and per share data)

	(Quarter Ended September 30,			N	ine Months End	ed September 30,		
		2021		2020		2021		2020	
Net income attributable to common stockholders	\$	72,804	\$	81,997	\$	211,409	\$	66,778	
Adjustments:									
Net income attributable to noncontrolling interest		8,347		13,836		26,806		11,012	
Income from mortgage servicing rights		(32,453)		(42,357)		(95,688)		(96,708)	
Deferred tax provision (benefit)		6,256		3,853		10,692		(5,172)	
Amortization and write-offs of MSRs		23,757		15,456		62,088		48,739	
Depreciation and amortization		2,705		2,867		8,137		8,731	
Loss on extinguishment of debt		-		-		1,370		3,546	
Provision for credit losses, net		(9,867)		(11,137)		(18,210)		79,144	
Loss on derivative instruments, net		1,492		753		1,484		44,113	
Stock-based compensation		2,612		1,854		7,986		7,286	
Loss on redemption of preferred stock		-		-		3,479		-	
Distributable earnings ⁽¹⁾	\$	75,653	\$	67,122	\$	219,553	\$	167,469	
Diluted distributable earnings per share ⁽¹⁾	\$	0.47	\$	0.50	\$	1.44	\$	1.26	
Diluted weighted average shares outstanding ⁽¹⁾		160,270,905		133,997,087		152,691,461		132,401,315	

⁽¹⁾ Amounts are attributable to common stockholders and OP Unit holders. The OP Units are redeemable for cash, or at the Company's option for shares of the Company's common stock on a one-for-one basis.

The Company is presenting distributable earnings because management believes it is an important supplemental measure of the Company's operating performance and is useful to investors, analysts and other parties in the evaluation of REITs and their ability to provide dividends to stockholders. Dividends are one of the principal reasons investors invest in REITs. To maintain REIT status, REITs are required to distribute at least 90% of their REIT-taxable income. The Company considers distributable earnings in determining its quarterly dividend and believes that, over time, distributable earnings is a useful indicator of the Company's dividends per share.

The Company defines distributable earnings as net income (loss) attributable to common stockholders computed in accordance with GAAP, adjusted for accounting items such as depreciation and amortization (adjusted for unconsolidated joint ventures), non-cash stock-based compensation expense, income from MSRs, amortization and write-offs of MSRs, gains/losses on derivative instruments primarily associated with Private Label loans not yet sold and securitized, the tax impact on cumulative gains/losses on derivative instruments associated with Private Label loans sold during the periods presented, changes in fair value of GSE-related derivatives that temporarily flow through earnings, deferred tax provision (benefit), CECL provisions for credit losses (adjusted for realized losses as described below) and amortization of the convertible senior notes conversion option. The Company also adds back one-time charges such as acquisition costs and one-time gains/losses on the early extinguishment of debt and redemption of preferred stock.

The Company reduces distributable earnings for realized losses in the period management determines that a loan is deemed nonrecoverable. Loans are deemed nonrecoverable upon the earlier of: (i) when the loan receivable is settled (i.e. when the loan is repaid, or in the case of foreclosure, when the underlying asset is sold); or (ii) when management determines that it is nearly certain that all amounts due will not be collected. The realized loss amount is equal to the difference between the cash received, or expected to be received, and the book value of the asset.

Distributable earnings is not intended to be an indication of the Company's cash flows from operating activities (determined in accordance with GAAP) or a measure of its liquidity, nor is it entirely indicative of funding the Company's cash needs, including its ability to make cash distributions. The Company's calculation of distributable earnings may be different from the calculations used by other companies and, therefore, comparability may be limited.