ARBOR

ARBOR REALTY TRUST, INC.

ARBOR REALTY TRUST INVESTOR PRESENTATION

September| **2019**

Forward-Looking Statements

Certain items in this presentation may constitute forward-looking statements within the meaning of the "safe harbor" provisions of the Private Securities Litigation Reform Act of 1995, including information about possible, anticipated or assumed future results of our business, our financial condition, liquidity, results of operations, plans and objectives. 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, continued ability to source new investments, changes in interest rates and/or credit spreads, changes in the real estate markets, and other risks detailed in Arbor's Annual Report on Form 10-K for the year ended December 31, 2018 and its other reports filed with the SEC. Such forward-looking statements speak only as of the date of this presentation. 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.

This presentation includes certain non-GAAP financial measures. These non-GAAP financial measures are in addition to, and not as a substitute for, or superior to measures of financial performance prepared in accordance with GAAP. There are a number of limitations related to the use of these non-GAAP financial measures versus their nearest GAAP equivalent. For example, other companies may calculate such non-GAAP financial measures differently or may use other measures to evaluate their performance, all of which could reduce the usefulness of these non-GAAP financial measures as tools for comparison. As required by Regulation G, a reconciliation of AFFO to net income, the most directly comparable GAAP measure, is available in our Annual Report on Form 10-K for the year ended December 31, 2018 and on Form 10-Q for the quarter ended June 30, 2019.

Arbor Realty Trust – Valued Franchise

- **Arbor Realty Trust** is an internally-managed REIT with 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**
  - Primary focus on small balance loans in the **highly-attractive and stable multifamily sector**
  - Prudent leverage and balance sheet strategy
- Led by a senior management team with **30+ years** of industry experience and **~25% ownership**
- **~24%** annualized total shareholder return since 2015 vs. ~9% for peers[1]

Top 10
FNMA DUS Producer For Over a Decade

#2
Small Loan FNMA & FHLMC Producer in 2018

~$20Bn
Servicing Portfolio

~$4Bn
Investment Portfolio

490
Employees

~24%
Annualized Total Shareholder Return since 2015[1]

Peer Group Average consists of ACRE, ARI, BXMT, HCFT, LADR, RC, STAR, STWD and XAN; excludes CLNC, GPMT, JCAP, KREF and TRTX as they started trading after January 1, 2015

1. As of September 5, 2019

Arbor's Unique Business Model Provides Substantial Competitive Advantages

✓ Strong risk-adjusted returns	✓ High ROE / capital-light
✓ Drives agency pipeline once loans are eligible	✓ Long-dated servicing fees
✓ Match-funded with CLOs	✓ High-barriers to entry

Combined Benefits

☑ **One-stop-shop** for multifamily borrowers offering flexible lending solutions with enhanced certainty and speed of execution

☑ **Safety and growth** of dividend combining benefits from both mortgage REIT and agency platform

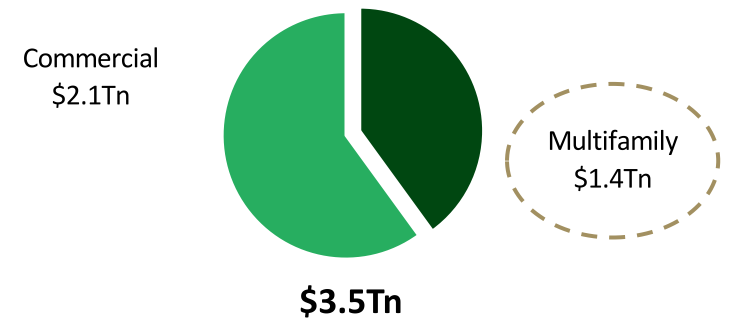
$1.4Tn Multifamily Market Opportunity

- Arbor is focused on one of the largest and most attractive segments of the $3.5Tn mortgage market, the **$1.4Tn** multifamily market

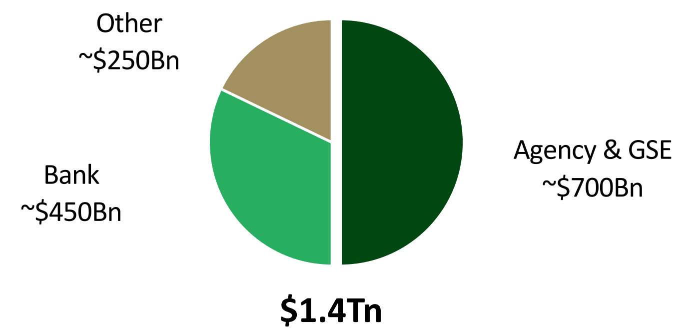
- Multifamily continues to be a **highly-attractive asset class**
  - Long-term secular demand driven by reduced home ownership rates
  - Availability of GSE financing
  - Highly-liquid asset class with stable demand through economic cycles

- With its unique business model, Arbor is able to generate **industry-leading returns** in one of the **safest** asset classes

Mortgage Debt Industry (Q1 ’19)



Multifamily Debt Industry (Q1 ’19)



Source: Mortgage Bankers Association

Leading Nationwide Origination and Servicing Platform

- **$35Bn** of agency originations since inception in 1995
  - Highly-scalable and difficult to replicate platform
  - Focus on small balance loans ($1 - $8M) with average size of ~$5M
- **$19.5Bn** servicing portfolio, 100% focused on multifamily
  - Generates significant prepayment protection income stream with a 9 year weighted average remaining life
  - $885M fee earning escrow balances
  - ~$320M estimated fair market value of MSR[1]

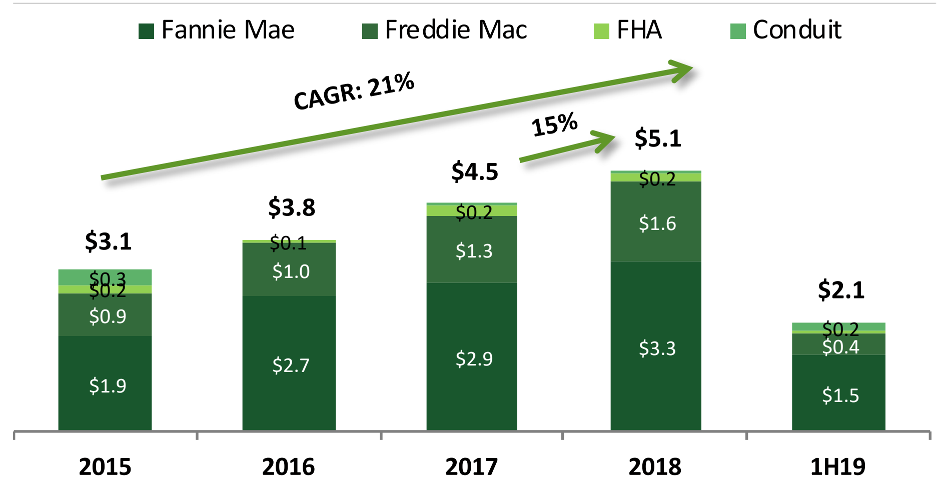
Top 10 — **DUS Producer**

#2 — **Small Loans FNMA**

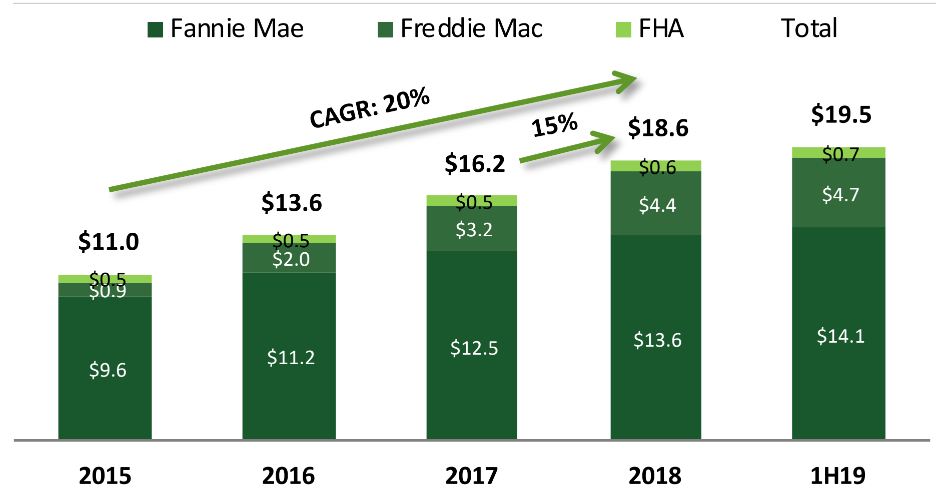
#2 — **Small Loans FHLMC**

#3 — **Green Loans FNMA**

Total Agency Originations ($ in Bn)



Agency Servicing Portfolio ($ in Bn)



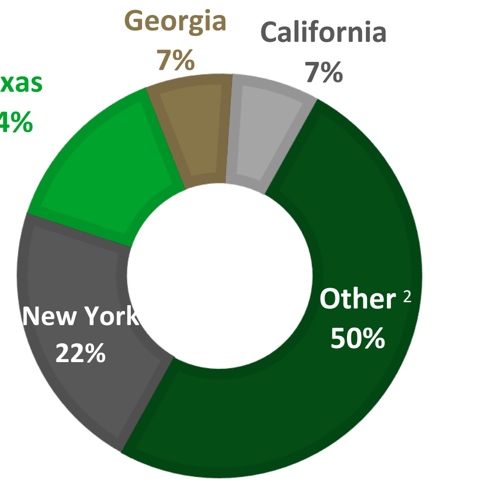
Source: Fannie Mae, Freddie Mac, Mortgage Bankers Association
Note: Market rankings based on 2018 calendar year
1. Mortgage servicing rights

Balance Sheet Loan Portfolio Composition

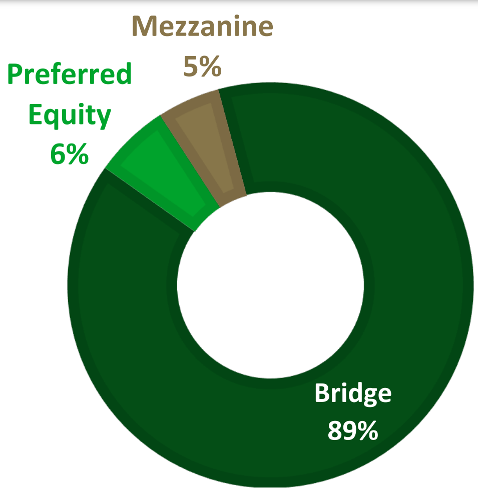
Portfolio Overview

Total Portfolio	**$3.9Bn**
As of:	**6/30/2019**
➤ Average Loan Size	$17.4M
➤ W/A Loan-to-Value	75%
➤ Allowance for Loan Losses	~2%
➤ W/A Months to Maturity[1]	21.4

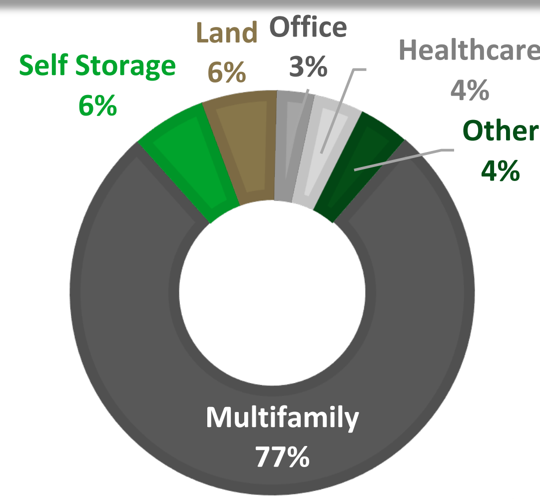
Geographical Location



Loan Type



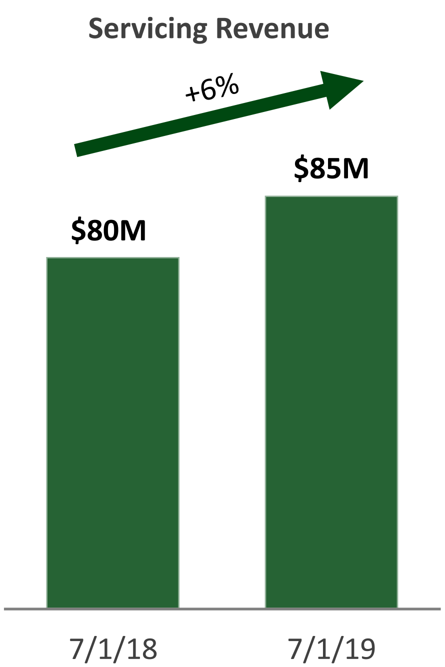
Asset Class



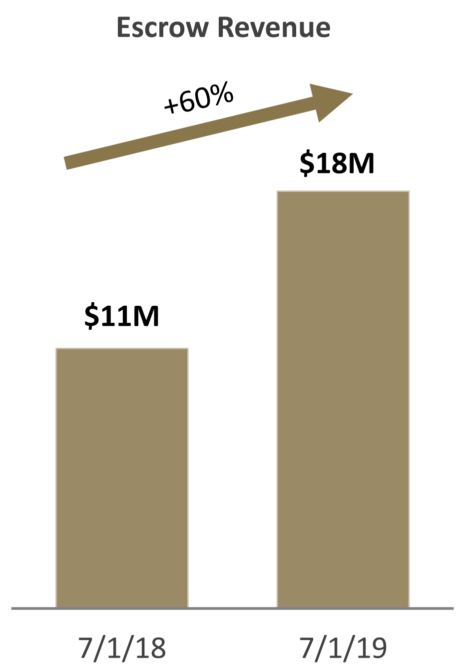
1. Maturity without extension options
2. No other individual state represented 4% or more of the total

Significant Growth in our Diversified, Long-Dated Income Streams [1]

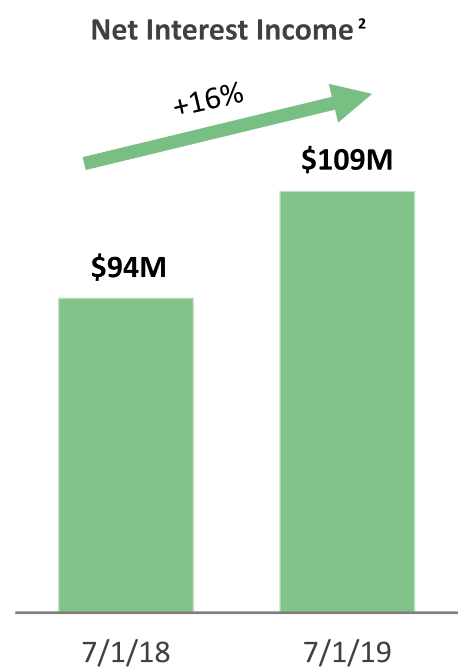
Considerable growth in our income streams run rate providing a very strong baseline of predictable and stable core earnings



Based on:	7/1/18	7/1/19
Servicing Portfolio	$17.1Bn	$19.5Bn
Servicing Rate	0.469%	0.436%



Based on:	7/1/18	7/1/19
Escrow Balance	$736M	$885M
Escrow Rate	1.56%	2.07%

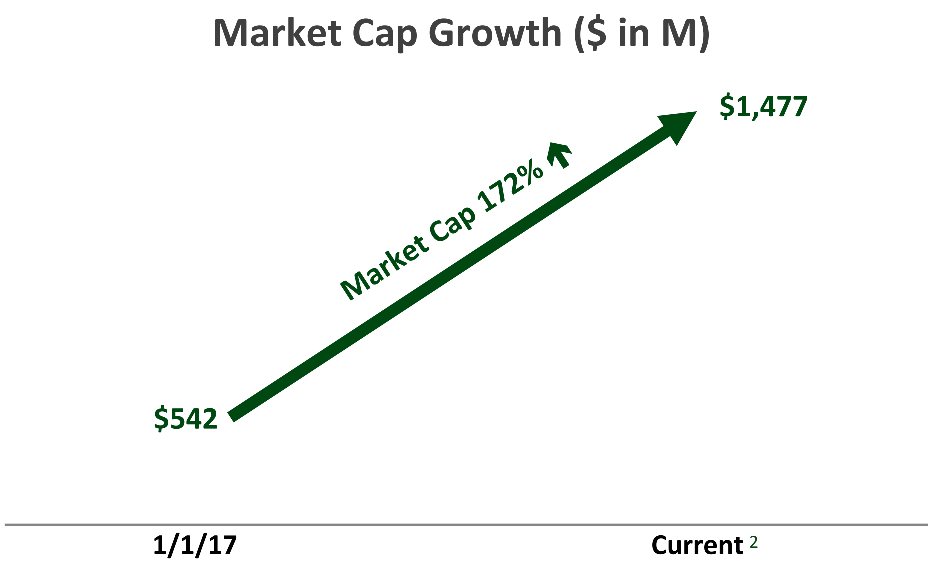


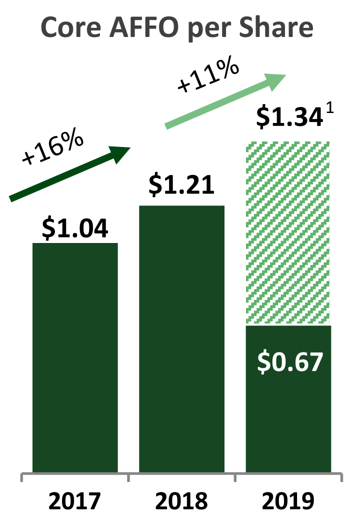
Based on:	7/1/18	7/1/19
Asset Bal.	$3.1Bn	$3.9Bn
Asset Rate [3]	7.40%	7.34%
Debt Bal.	$2.8Bn	$3.6Bn
Debt Rate [3]	4.93%	4.96%

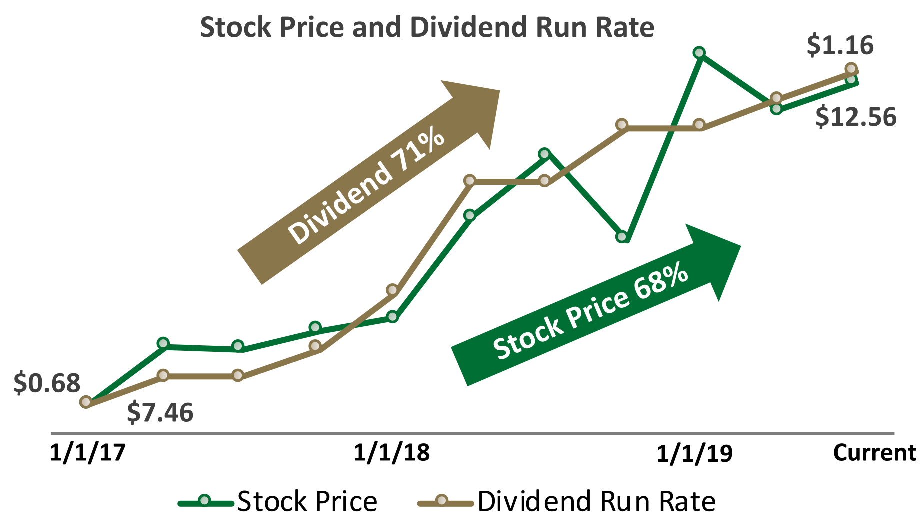
1. Based on June 30, 2018 and 2019 portfolio, debt and escrow balances, which may not be indicative of the full year's results.
2. Structured only; does not include interest income from Agency loans held for sale.
3. Asset and debt rates reflect "all in" amounts, which include certain fees and costs.

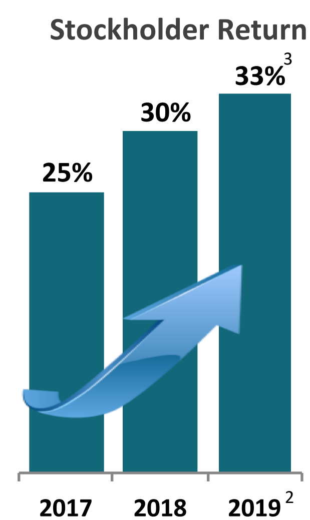
Key Performance Indicators

- Significant growth in earnings & dividends
- Increased stability & diversity of earnings
- Larger, more efficient company
- Greater access to capital









1. Annualized based on actual Core AFFO of $0.67 for the first half of 2019.
2. Based on the closing stock price of $12.56 as of September 5, 2019.
3. 33% reflects YTD return as of September 5, 2019; annualized return equals 52% which may not be indicative of the full year results.

Significant Growth Opportunities

Agency Business

- We believe that the GSE-backed loans segment will continue to be a **significant and core portion** of the overall mortgage loans market
  - Majority of ABR's agency transaction volume is in small balance multifamily loans that are excluded from agency caps
- Strong footprint and **demonstrated ability to grow market share** in stable Agency lending segment

Structured Loan Business

- We expect continued growth in our loan business driven by market demand, our proprietary relationships and our expertise in structured loans
  - We experienced **20% growth** in our loan book in the first six months of 2019, on top of **24% growth** in 2018

Corporate Growth Initiatives

- We are developing a single-family residential platform, providing additional bridge and permanent lending products, further diversifying our income streams and lending platforms
- Investment in residential banking joint venture provides additional income diversity
- We have room to grow our dividend with 87% payout ratio[1] vs. 95% for the peer group[2]

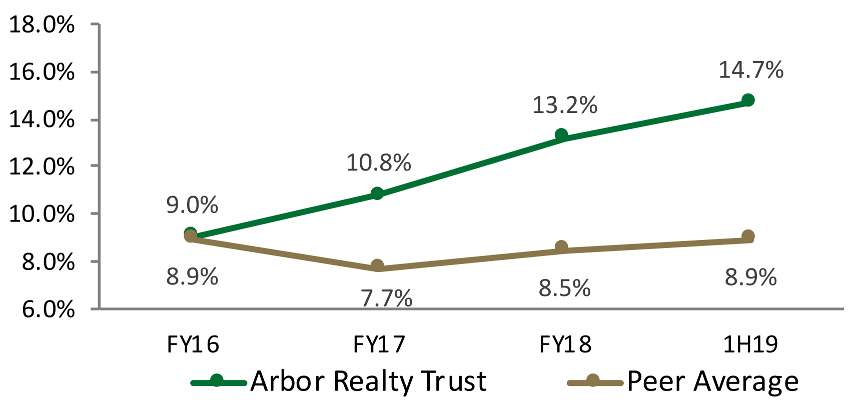
1. Based on annualized 1H 2019 core AFFO of $1.34 and $1.16 dividend
2. Peer group consists of ACRE, ARI, BXMT, CLNC, GPMT, HCFT, JCAP, KREF, LADR, RC, STAR, STWD, TRTX and XAN

Substantial Value Play

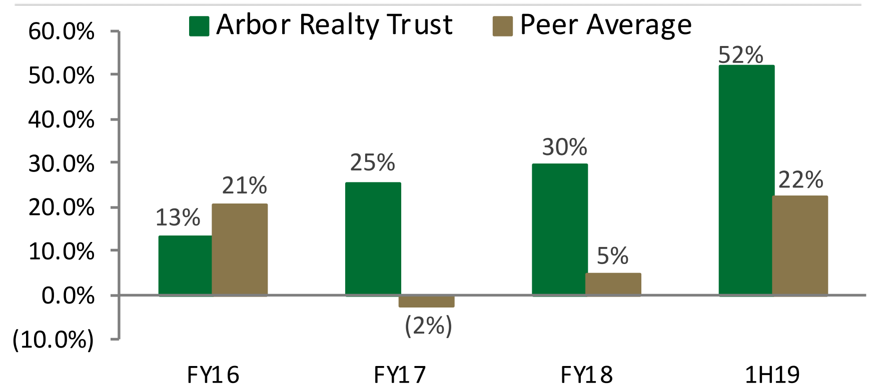
The quality and diversity of our income streams, combined with our complete operating platform, differentiates us from our peers and warrants a premium valuation

Outperforming peers by a considerable margin

Return on Equity

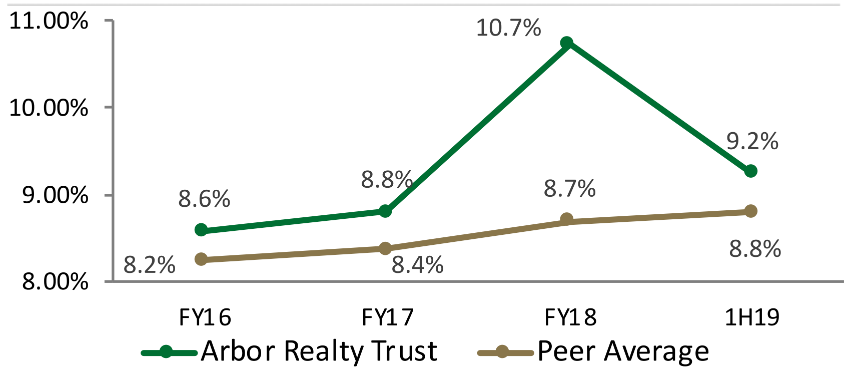


Shareholder Return

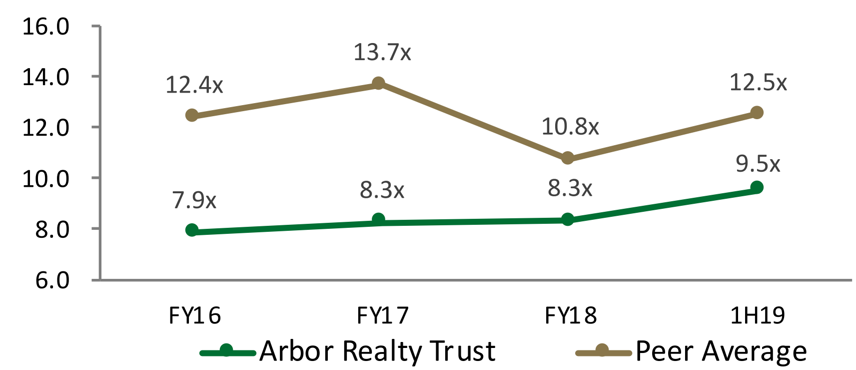


Currently trading below peer group in several key metrics

Dividend Yield



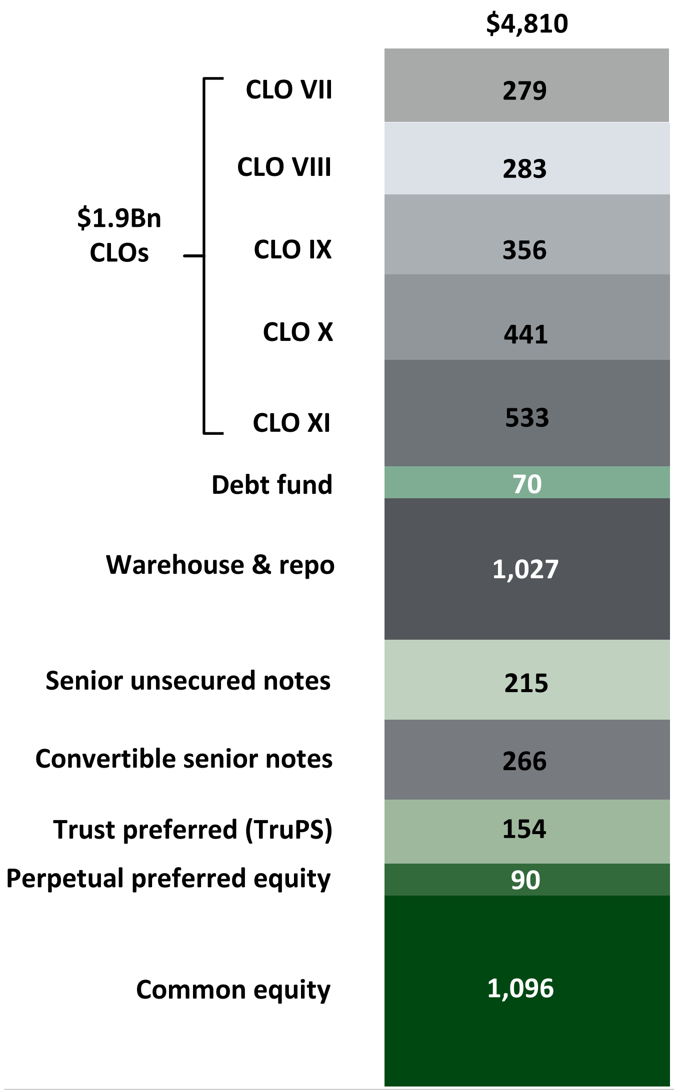
Trailing P/E



Note: Market data as of September 5, 2019
Peer Average consists of ACRE, ARI, BXMT, CLNC, GPMT, HCFT, JCAP, KREF, LADR, RC, STAR, STWD, TRTX and XAN
*All 1H19 amounts annualized

Highly Diversified Capital Structure

Capital Structure ($ in M)



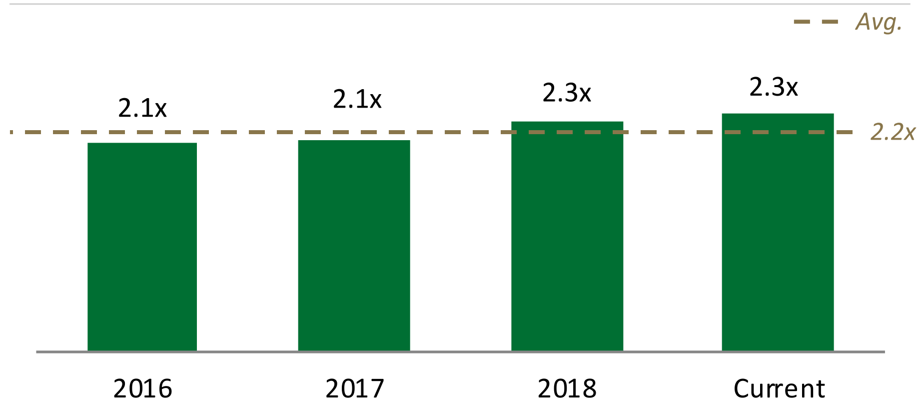
- Extensive experience with CRE CLOs
  - Match-funded with locked-in spreads
  - Nonrecourse, 74% to 82% advance rates with long replenishment features
  - Target range of 60% to 70% of total financing (excluding TruPS)
  - 3 to 4-year replacement periods
  - Issued CLO XI in June 2019 and unwound CLO VI; CLO XI included a 3-year replacement period, 82% advance rate and an initial w/a interest rate of 1.44% over LIBOR, 105 basis points lower than CLO VI
- Nonrecourse, 3-year replacement period, interest rate of 4.15% over LIBOR
- 11 separate warehouse and repo facilities ($1.6Bn committed)
- $125M, 5.625% rate, no significant covenants, matures May 2023
- $90M, 5.75% rate, no significant covenants, matures April 2024
- $115M, 5.25% coupon and $11.27 convert price, matures July 2021
- $150M, 5.25% coupon and $12.60 convert price, matures July 2021
- ~30 year unsecured with no significant covenants – equity-like
- ~8.4% rate became callable as of February 2019
- Book value per common share of $9.56 as of 6/30/2019 [1]

1. Based on common equity of $1.1Bn and 114.7M shares outstanding consisting of 94.2M common shares and 20.5M operating partnership units as of June 30, 2019.

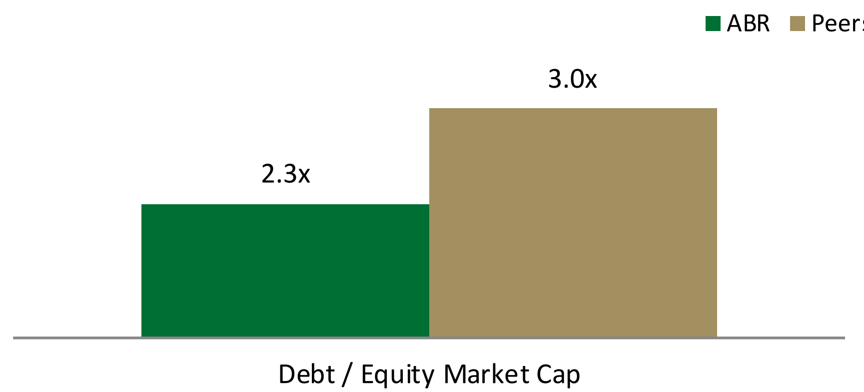
Prudent Balance Sheet Management

- Given our capital-light agency franchise, we believe debt / equity market cap is the relevant leverage statistic to compare versus peers who have more capital intensive profiles
  - Our debt / equity market cap is better than peers given our **more diversified and predictable earning streams**
  - Our leverage has **continued to be range bound** over time as we ramped up our agency platform
- Focus on primarily senior loans in the resilient multifamily asset class enhances **stability of capital structure**
- We are an industry leader in non-recourse match-funded securitized vehicles (CLOs)
  - Five existing, match-funded CLOs with **$1.9Bn** balance and replenishment rights
- Effectively accessed **~$320M** of capital over the last 12 months in the form of common equity and debt with attractive terms to fund our accretive growth

ABR Debt / Equity Market Cap[1]



Comparison to Peers (Current)[2]



Source: Company filings, FactSet; Note: Peer Group consists of ACRE, ARI, BXMT, CLNC, GPMT, HCFT, JCAP, KREF, LADR, RC, STAR, STWD, TRTX and XAN

1. Represents share price and debt data at September 5 in each year
2. Represents market data as of September 5, 2019; for peers the ratio is based on average of peers

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Financial Performance

(Amounts in 000s except per share amounts)	Year Ended December 31,			Quarter Ended		YTD
	2016	2017	2018	Mar-2019	Jun-2019	Jun-2019
Net interest income	$53,505	$67,189	$103,171	$29,412	$35,057	$64,469
Servicing revenue	30,759	92,244	119,214	30,292	29,526	59,818
Gain on sale, including fee based services, net	24,594	72,799	70,001	16,389	14,211	30,600
REO assets NOI, impairment & gains from disposals	1,811	(2,708)	(336)	407	(543)	(136)
Structured transactions and equity kickers	5,934	4,353	500	1,317	607	1,924
Residential mortgage banking JV income (loss)	9,600	(1,804)	696	834	2,657	3,491
Other income	542	2,083	1,489	337	290	627
Total net revenues	**$126,745**	**$234,156**	**$294,735**	**$78,988**	**$81,805**	**$160,793**
Total operating expenses	70,199	148,254	174,031	41,557	40,858	82,415
Preferred stock dividends	7,554	7,554	7,554	1,888	1,888	3,776
Core AFFO*	**$48,992**	**$78,348**	**$113,150**	**$35,543**	**$39,059**	**$74,602**
Core earnings ROE on common equity	9.0%	10.8%	13.2%	14.5%	15.0%	14.7%
Core AFFO per common share	$0.79	$0.97	$1.21	$0.33	$0.34	$0.67
Dividend per common share[1]	$0.64	$0.76	$1.04	$0.28	$0.29	$0.57
Core earnings per share in excess of dividends	$0.15	$0.21	$0.17	$0.05	$0.05	$0.10
Stockholders annual return	13%	25%	30%			33%[2]
Stockholders three-year return			**21%**			

1. Does not include a $0.15 special dividend in 2018

2. 33% reflects YTD return as of September 5, 2019; annualized return equals 52% which may not be indicative of the full year results

Earnings in excess of dividends

Predictable annuity of income streams

*Core AFFO is a non-GAAP measure that excludes certain one-time items such as gains/losses on extinguishment of debt, acceleration of fees from early debt repayments, and gain on litigation settlement. These adjustments are reflected on the appropriate line items above.

APPENDIX

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Best-in-class, highly aligned management team

- ✓ **Internalized, highly aligned management teams with significant ownership**
- ✓ **Industry-leading expertise with deep-rooted relationships across commercial real estate space**
- ✓ **Deep bench of talented employees**
- ✓ **Best-in-class underwriting and origination capabilities**

Ivan Kaufman

- Founder, Chairman, President, and CEO of Arbor Realty Trust
- Over 35 years of executive leadership experience in the commercial real estate sector
- Founded Arbor in 1983 and has been CEO and President of Arbor Commercial Mortgage LLC since 1993

Gene Kilgore

- EVP Structured Securitization
- Significant experience in structured finance and real estate industries
- Joined Arbor in 2004

Paul Elenio

- Chief Financial Officer
- 30 years of experience in commercial real estate in operational and financial capacity
- Joined Arbor in 1991 and has been CFO since 2005

Fred Weber

- EVP, Managing Director of Structured Finance and Principal Transactions
- 25 years of experience in commercial real estate
- Joined Arbor in 1999

John Caufield

- Chief Operating Officer, Agency Lending
- Significant experience in the mortgage financing industry
- More than 30 years tenure with Arbor

Steve Katz

- Chief Investment Officer and EVP of Residential Financing
- More than 20 years of experience in mortgage trading, securitization, banking and servicing
- More than seven years tenure with Arbor

Arbor's Background and History

1983
Arbor National Mortgage (a residential mortgage company) is founded by Ivan Kaufman. The company ultimately grows to greater than 1,200 employees in eight states

1992
Arbor National Mortgage goes public under the name Arbor National Holdings (IPO at $9.00 per share)

1993
Arbor Commercial Mortgage (ACM) is established as the commercial real estate finance subsidiary of Arbor National Holdings

1995 - 2002
Arbor National Holdings is sold to Bank of America for $17.50 per share; Ivan Kaufman retains ACM

ACM obtains Fannie Mae DUS ® Seller/Servicer license, one of 25 granted in the country; becomes FHA MAP lender and Ginnie Mae Issuer

Successfully operates a structured finance platform as a private company

2003
ACM's structured business spins off into Arbor Realty Trust (ART) through a $120M 144A offering

2004
Arbor Realty Trust (NYSE: ABR) goes public completing a $135M IPO

2005 - 2008
ACM is rated as an Above Average commercial primary and special servicer by Standard & Poor's and Fitch

ACM becomes a Top Ten Fannie Mae DUS ® Multifamily Lender

ART successfully accesses the nonrecourse securitization market to finance its structured finance assets

2009 - 2011
ART is the only commercial mortgage REIT to successfully manage its securitization vehicles during the recession without any defaults or losses to its investors

2012
ART is first commercial REIT to access securitization market post-2008 recession through collateralized loan obligations (CLOs) with investment replenishment rights; 11 CLOs completed since 2012

2013 - 2016
ACM receives Freddie Mac Seller/ Servicer designation and becomes one of three nationwide lenders to offer the Freddie Mac Small Balance Loan (SBL) product

ACM receives Fannie Mae and Freddie Mac Seniors Housing licenses

Arbor becomes a Top Fannie Mae Small Loans Lender and the Top Freddie Mac SBL Lender

2016 - 2017
Arbor named a Top Fannie Mae DUS® Lender for 11 years in a row, one of only two lenders to achieve this tenure

ART completes the acquisition of ACM's agency lending platform, integrating both the structured and agency business into one public entity and internalizes its management team

2017 - 2018
Arbor is first Freddie Mac SBL Lender to cross $2Bn threshold

Arbor is the Top Freddie Mac SBL Lender (2016) and the Top Fannie Mae Small Loan Lender (2017)

Developing single-family rental (SFR) platform

2019
Market cap reaches $1.5Bn

Annual dividend increased to $1.16

Arbor's servicing portfolio eclipses the $19Bn mark