ARBOR

ARBOR REALTY TRUST, INC.

ARBOR REALTY TRUST INVESTOR PRESENTATION

Year Ended December 31, 2018

February 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.

OVERVIEW OF OUR FRANCHISE – BUSINESS PLATFORMS

Senior management team with 30+ years of successful operating capability in the financial services industry that is fully aligned with over 25% ownership

Balance Sheet Loan Origination & Structured Investment Platform

- Specialized national real estate finance platform that invests in a diversified portfolio of structured finance assets in the multifamily and commercial real estate markets
- Primary focus is multifamily, senior loans, which generate strong leveraged returns in a secure part of the capital stack
- $3.3 billion investment portfolio at December 31, 2018
- 91% of investment portfolio in bridge loans, 74% in multifamily properties
- Generating consistent levered returns of ~13%
- Industry leader in nonrecourse match funded securitization vehicles (CLOs); five existing CLOs with $1.6 billion in nonrecourse debt outstanding with replenishment rights
- Consistent track record of producing significant earnings from structured transactions and equity kickers

GSE (Agency) Loan Origination and Servicing Platform

- One of only 25 Fannie Mae DUS® licensed lenders nationwide, and a top 10 DUS lender for over a decade
- One of only 23 Freddie Mac Multifamily Conventional Loan lenders, and a top Freddie Small Balance lender as well as an Affordable Housing, and HUD originator
- Leading national multifamily agency loan origination and servicing platform with over 450 employees, including 23 originators in eight states with more than 20 years of experience on average
- Primary focus on small balance loans with ~$5 million average loan size
- Servicing portfolio of ~$18.6 billion as of December 31, 2018 (~45 bps servicing fee), mostly prepayment protected, stable, long-dated income stream
- Originated $6.8 billion in loans in 2018 (of which $5.1 billion were agency loans); with a 5-year average growth of 22%

SIGNIFICANT GROWTH DRIVERS & KEY MILESTONES

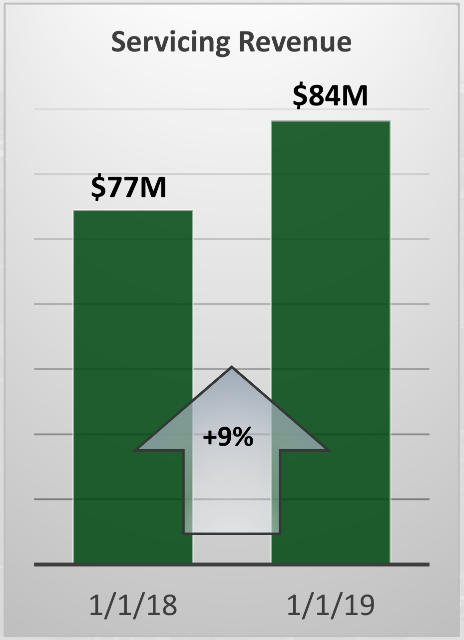
- ✓ Substantial growth in core earnings has allowed us to increase the annual dividend run rate to $1.08 per share significantly earlier than expected, reflecting a 29% increase in 2018 and a 65% increase over the past two years
- ✓ Delivered a total shareholder return of 30% in 2018 and 26% annually for the last two years
- ✓ Achieved an annualized return on average common equity in excess of 13% for 2018, representing an increase of 23% over 2017
- ✓ Produced record originations of $6.8 billion, an 8% increase from our record year in 2017, including $5.1 billion from the agency business, a 15% increase over 2017
- ✓ Continuing to be a market leader in the small balance lending arena
- ✓ Balance sheet investment portfolio has grown 24% in 2018 to $3.3 billion, on top of 48% growth in 2017, driven by $1.7 billion of originations in 2018

SIGNIFICANT GROWTH DRIVERS & KEY MILESTONES (CONTINUED)

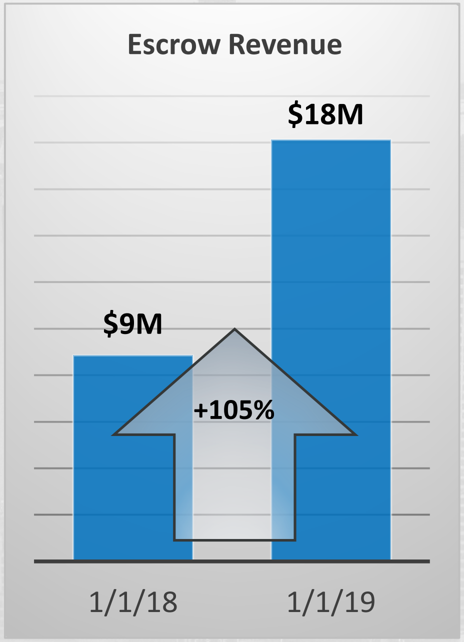
- ✓ Substantially grew our servicing portfolio to $18.6 billion at December 31, 2018, a 15% increase from 2017 and a 35% increase over the last 2 years
  - Significant, long dated, predictable annuity of income of ~$84 million gross on an annualized basis, mostly prepayment protected
- ✓ Continuing to be an industry leader in the nonrecourse match funded securitization arena, closing our 10th and largest CLO, with $1.6 billion in nonrecourse debt outstanding with improved terms and flexibility
- ✓ Achieved significant economies of scale by substantially reducing our debt costs in all of our borrowing facilities, while maintaining leveraged returns in excess of 13% in a very competitive market
- ✓ Effectively accessed capital raising over $215 million in common equity and debt with attractive terms to fund the growth in our pipeline
- ✓ Market cap ~$1.3 billion, representing a significant increase that will allow us to access growth capital more efficiently and effectively in the future and grow our earnings

SIGNIFICANT GROWTH IN OUR INCOME STREAMS[1]

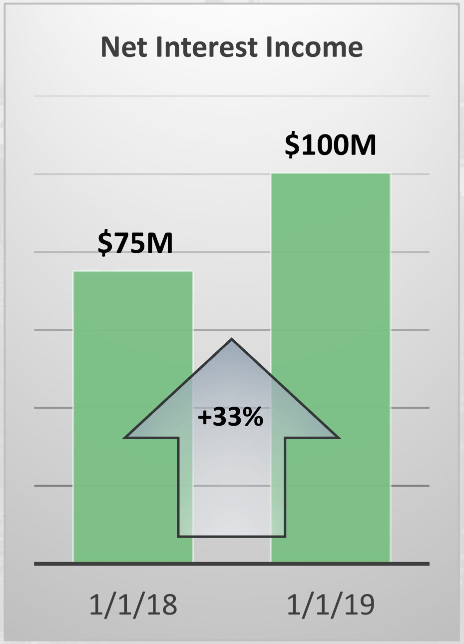
- **Considerable growth in our income streams run rate providing a very strong baseline of predictable and stable earnings heading into 2019**



Based on:	1/1/18	1/1/19
Servicing Portfolio	$16.2B	$18.6B
Servicing Rate	0.477%	0.452%



Based on:	1/1/18	1/1/19
Escrow Balance	$750M	$824M
Escrow Rate	1.18%	2.20%



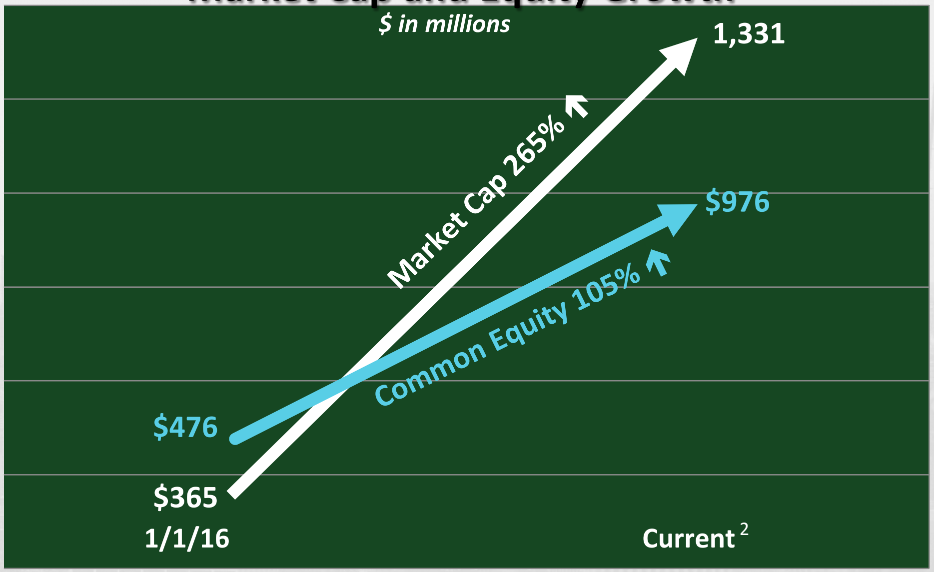
Based on:	1/1/18	1/1/19
Asset Bal.	$2.7B	$3.3B
Asset Rate[2]	6.99%	7.66%
Debt Bal.	$2.3B	$2.9B
Debt Rate[2]	4.83%	5.24%

1. Based on December 31, 2017 and 2018 portfolio and escrow balances, which may not be indicative of the full year's results.
2. Asset and debt rates reflect "all in" amounts, which include certain fees and costs.

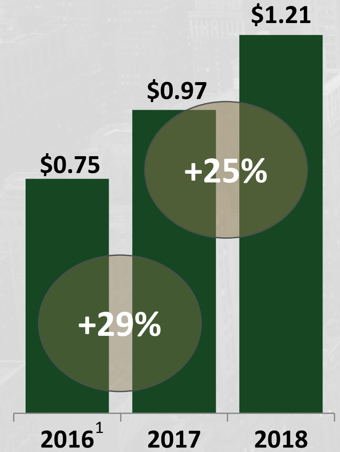
KEY PERFORMANCE INDICATORS

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

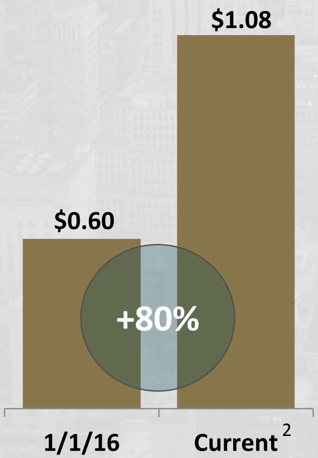
Market Cap and Equity Growth



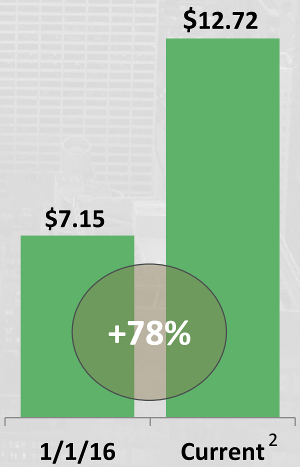
Core AFFO per Share



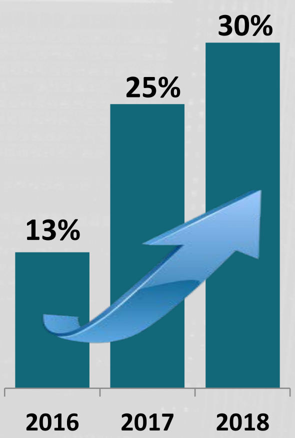
Dividend Run Rate



Stock Price



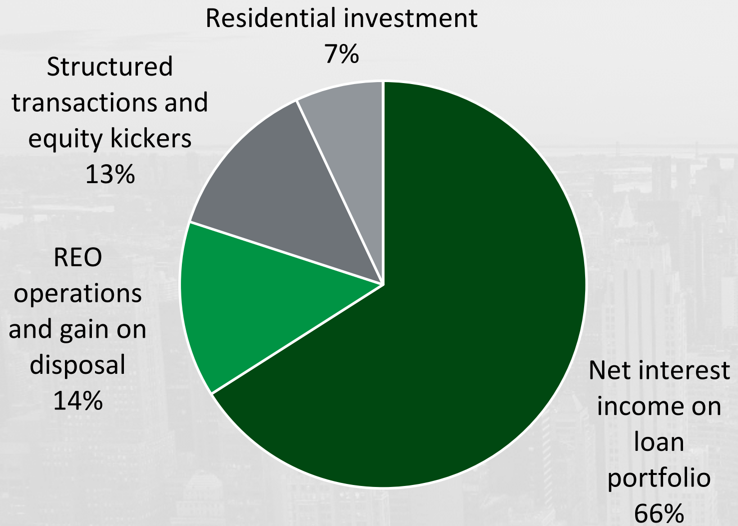
Stockholder Return



1. Amount reflects the annualized results of the first six months of 2016 prior to the combination.
2. Based on the closing stock price of $12.72 as of February 20, 2019.

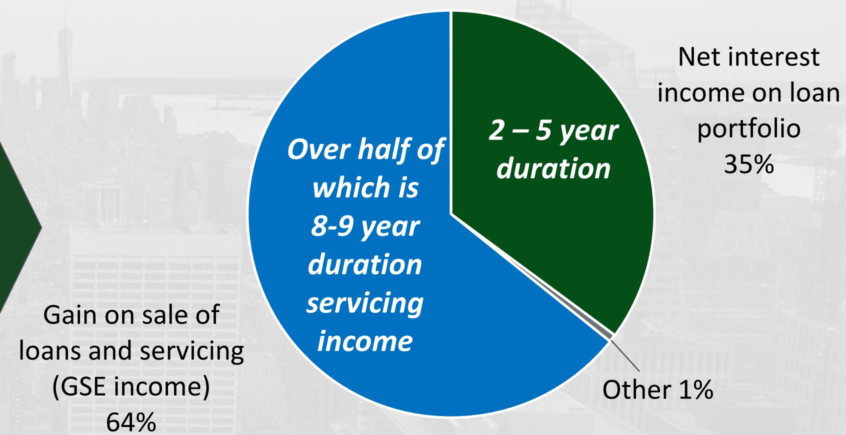
DIVERSIFICATION & DURATION OF INCOME SOURCES

2015 Income Sources



Total: $89.7 million

2018 Income Sources

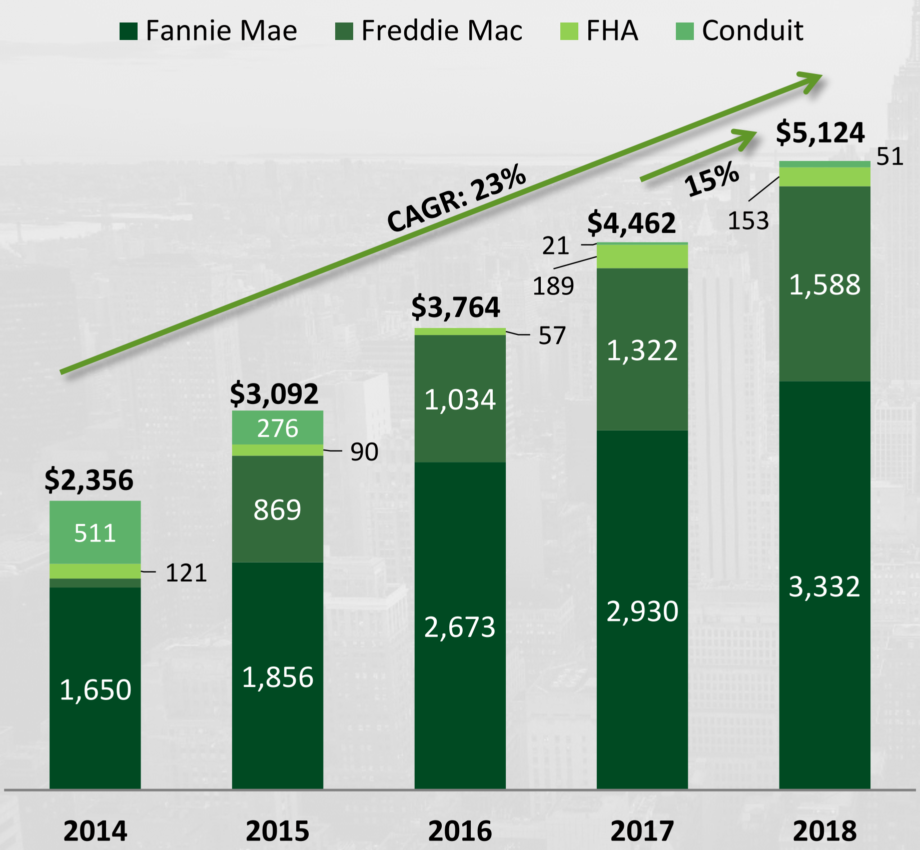


Total: $294.7 million

- **Significantly diversified income sources creating a long-dated, prepayment protected revenue stream**
- **Capital light GSE platform has expanded our product offerings and added diversity, duration, and stability to our earnings streams and has allowed us to increase our ROEs substantially**
- **Potential for additional benefit from increase in interest income on escrow balances due to any future increases in LIBOR**

LEADING NATIONWIDE ORIGINATION AND SERVICING PLATFORM

Total Originations – GSE (Agency) Business *($ in millions)*

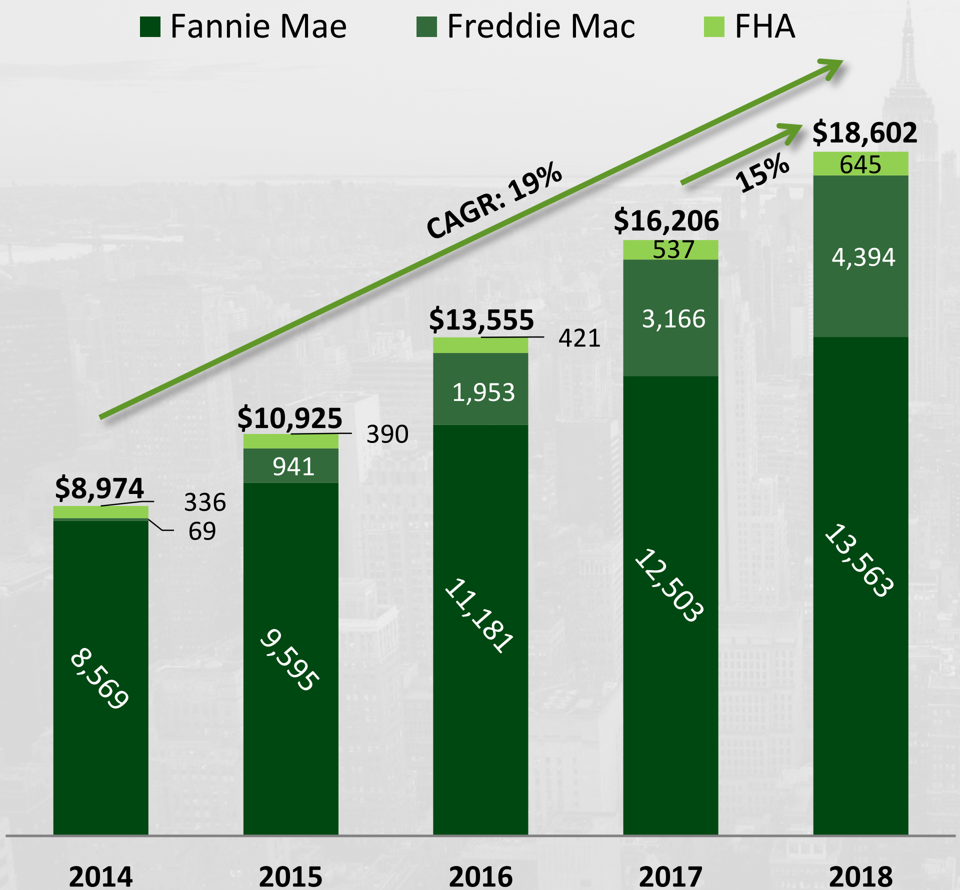


Overview of Origination Platform

- Operating since 1995, with originations of over $33 billion since inception
  - Originations of $5.1 billion for 2018, a 15% increase from 2017
  - $22.5 billion in aggregate originations from 2012 – 2018 producing a 23% five-year annual growth rate
- One of only 25 licensed Fannie Mae DUS® lenders
- A top 10 multifamily DUS® lender for over a decade
- The number one small balance lender for Fannie Mae in 2017 and a top small balance lender since 2014
- A top small balance lender for Freddie Mac since 2015
- 23 originators in eight states with more than 20 years average experience

LEADING NATIONWIDE ORIGINATION AND SERVICING PLATFORM

Servicing Platform – Servicing Portfolio Growth *($ in millions)*



Overview of Servicing Platform

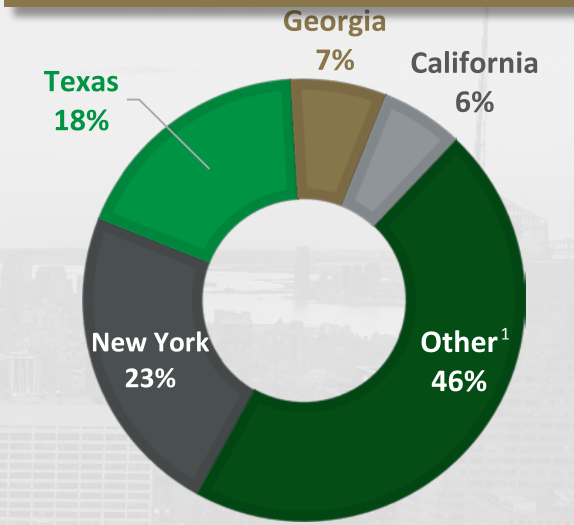
- ~$18.6 billion servicing portfolio at December 31, 2018
  - 19% five-year annual growth rate
  - 15% growth in 2018
- ~45 bps weighted average servicing fee
- Annual annuity income of approximately $84 million
- Approximately 8.6 years weighted average remaining life
  - Prepayment protection in commercial MSR has structural advantages compared to residential MSR
- Average loan size of ~$5 million
  - Focus on small balance ($1 - $5 million)
- 100% multifamily-focused servicing platform
- Over $800 million in escrow balances; a 1% increase in LIBOR would generate approximately $0.07 a share in additional annual earnings
- Estimated fair market value of MSRs of ~$330 million

BALANCE SHEET LOAN PORTFOLIO COMPOSITION

Portfolio Overview

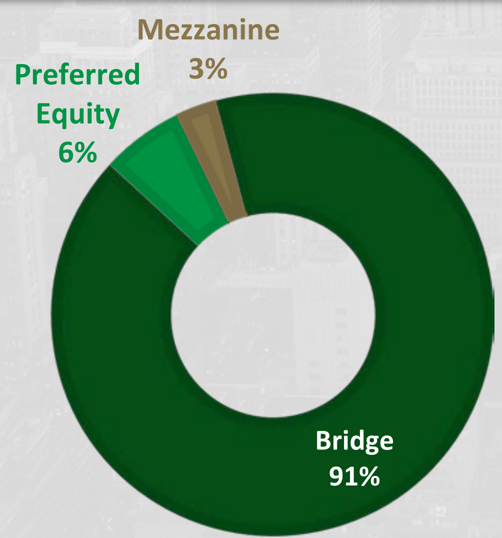
Total Portfolio	**$3.3 billion**
As of:	**12/31/2018**
➤ Average Loan Size	$17.3 million
➤ W/A Loan-to-Value	75%
➤ Allowance for Loan Losses	~2%
➤ W/A Months to Maturity	22.0

Geographical Location

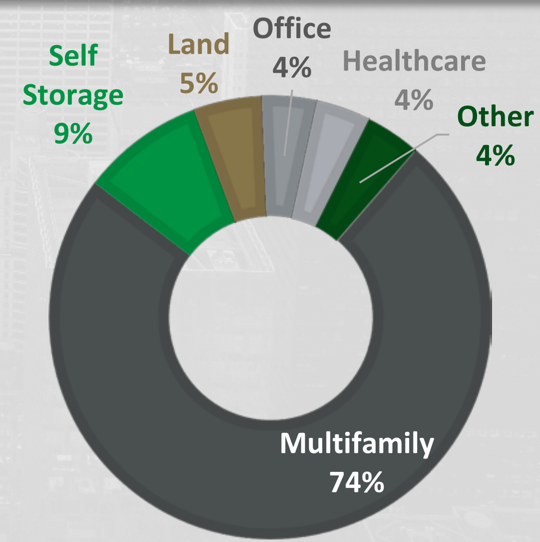


1. No other individual state represented 4% or more of the total.

Loan Type



Asset Class



CAPITAL STRUCTURE

Capital Structure ($ in millions) [1]

$3,960

$1.6 billion CLOs	CLO VI	250	Extensive experience with CRE CLOs - Match-funded with locked-in spreads - Nonrecourse, 74% to 79% advance rates with long replenishment features - Target range of 65% to 75% of total financing (excluding TruPS) - 3 to 4-year replacement periods - Issued CLO X in June 2018 and unwound CLO V; included a 4-year replacement period, 79% advance rate and an initial w/a interest rate of 1.45% over LIBOR, 100 basis points lower than CLO V
	CLO VII	279	
	CLO VIII	283	
	CLO IX	356	
	CLO X	441	
	Debt fund	70	Nonrecourse, 3-year replacement period, interest rate of 4.15% over LIBOR
	Warehouse & repo	666	9 separate warehouse and repo facilities ($1 billion committed)
	Senior unsecured notes	125	5.625% rate, no significant covenants, matures May 2023
	Convertible senior notes	270	$5.6 million, 5.375% coupon and $8.97 convert price, matures Nov. 2020 $115 million, 5.25% coupon and $11.32 convert price, matures July 2021 $150 million, 5.25% coupon and $12.65 convert price, matures July 2021
	Trust preferred (TruPS)	154	~30 year unsecured with no significant covenants – equity-like
	Perpetual preferred equity	90	~8.4% rate callable February 2019
	Common equity	976	Book value per common share of $9.33 as of 12/31/2018 [1]

1. Based on common equity of $976 million and 104.6 million shares outstanding consisting of 84.0 million common shares and 20.6 million operating partnership units as of December 31, 2018.

FINANCIAL PERFORMANCE

(Amounts in 000s except per share amounts)	Year Ended December 31,		
	2016	2017	2018
Net interest income	$53,505	$67,189	$103,171
Servicing revenue	30,759	92,244	119,214
Gain on sale, including fee based services, net	24,594	72,799	70,001
REO assets NOI, impairment and gains from disposals	1,811	(2,708)	(336)
Structured transactions and equity kickers	5,934	4,353	500
Residential mortgage banking JV income (loss)	9,600	(1,804)	696
Other income	542	2,083	1,489
Total net revenues	**$126,745**	**$234,156**	**$294,735**
Total operating expenses	70,199	148,254	174,031
Preferred stock dividends	7,554	7,554	7,554
Core AFFO*	**$48,992**	**$78,348**	**$113,150**
Core earnings ROE on common equity	9.0%	10.8%	13.2%
Core AFFO per common share	$0.79	$0.97	$1.21
Dividend per common share[1]	$0.64	$0.76	$1.04
Core earnings per share in excess of dividends	$0.15	$0.21	$0.17
Stockholders annual return	13%	25%	30%
Stockholders three-year return			**21%**

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

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, gain on litigation settlement and acquisition costs. These adjustments are reflected on the appropriate line items above.

APPENDIX

ARBOR

ARBOR REALTY TRUST, INC.

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 $120 million 144A offering

2004
Arbor Realty Trust (NYSE: ABR) goes public completing a $135 million 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; ten 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 $2 billion threshold

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

Arbor's servicing portfolio eclipses the $18 billion mark

Market cap surpasses $1.2 billion mark

Annual dividend increased to $1.08

Developing single-family rental (SFR) platform

IVAN KAUFMAN

Chairman, President and Chief Executive Officer

Ivan Kaufman has extensive experience operating a diverse array of real estate finance companies that span four decades and numerous real estate cycles. He is currently the Founder, Chairman, President and CEO of Arbor Realty Trust (NYSE: ABR), a leading multifamily and commercial real estate lender and real estate investment trust that became publicly traded in April 2004.

The foundation for the present-day Arbor was established in 1983, when Mr. Kaufman founded Arbor National Holdings, Inc. to focus on the origination and servicing of residential mortgage loans. The company became the leading provider of residential mortgage loans in the New York tristate region and went public in 1992 at $9 per share. In 1995, the company was sold to Bank of America for $17.50 per share. In conjunction with the sale of Arbor National Holdings, Arbor Commercial Mortgage was formed, creating the eventual platform of Arbor Realty Trust. In 2016, the two companies merged, creating one comprehensive real estate finance franchise.

Mr. Kaufman has served on the National and Regional Advisory Boards of Fannie Mae and on the Board of Directors of the Empire State Mortgage Bankers Association. He was previously named regional “Entrepreneur of the Year” by Inc. Magazine for his outstanding achievements in financial services. Mr. Kaufman has guest lectured at Harvard Business School’s Real Estate Club and is a featured presenter at Columbia University and Wharton Business School.

Mr. Kaufman earned a J.D. from Hofstra University School of Law and a B.A. in Business Administration from Boston University.

PAUL ELENIO

Chief Financial Officer

As Chief Financial Officer, Mr. Elenio is responsible for overseeing all aspects of Arbor's financial operations. This includes financial reporting, tax planning, budgeting and the appropriate utilization of Arbor's capital. He is also in charge of Investor Relations for Arbor.

Mr. Elenio joined Arbor National Holdings, the predecessor company of Arbor Commercial Mortgage, in 1991. As the Financial Reporting and Tax Supervisor, he was involved in Arbor National Holding's 1992 Initial Public Offering. In 1995, he was promoted to Vice President, Controller and in 2002 assumed the position of Vice President of Finance. In that role, he implemented the necessary financial planning and analysis required to successfully transition Arbor to a public company in April 2004. He was named Senior Vice President of Finance shortly thereafter.

Prior to joining Arbor, Mr. Elenio was employed with Ernst & Young from 1989 to 1990 in the auditing department. He graduated with a Bachelor of Business Administration in Accounting from St. Bonaventure University.

GENE KILGORE

Executive Vice President, Structured Securitization

Gene Kilgore joined Arbor in October 2004 and is responsible for overseeing the development, marketing and implementation of Arbor's securitization platform. He has a unique and strategic expertise and brings a wealth of professional experience from his work in the structured finance and real estate industries. Prior to joining Arbor, Mr. Kilgore was a portfolio manager at ZAIS Group LLC with a CDO and real estate focus. Previously, he structured CDOs as a director in the risk finance group at Barclays Capital; rated CDOs and CMBS as a director with Standard & Poor's; and served as a vice president at Wachovia Bank with positions in commercial real estate and corporate lending.

Mr. Kilgore earned a Master of Science in Real Estate from the Massachusetts Institute of Technology. He also earned a Master of Business Administration from Emory University and a Bachelors of Science in Economics from the University of Tennessee at Chattanooga.

FRED WEBER

Executive Vice President, Managing Director of Structured Finance & Principal Transactions

With more than 25 years of experience, Mr. Weber has earned a distinguished reputation for professional excellence and leadership in the mortgage banking and commercial real estate industries. He has extensive real estate finance and acquisition experience as well as substantial expertise in the restructuring and workouts of troubled loans.

Mr. Weber currently leads a team that serves the highly specialized and complex financing needs for clients of Arbor. As the Executive Vice President, Managing Director of Structured Finance & Principal Transactions, he manages a group that originates, underwrites and implements debt and equity transactions for various asset types and classes of commercial real estate nationwide. During his tenure, Mr. Weber has structured in excess of $50 billion of sophisticated real estate and finance transactions.

Mr. Weber is a member of the Real Estate Finance Committee of the Real Estate Board of New York, the International Council of Shopping Centers and the Mortgage Bankers Association of New York. He is also a member of the National Association of Real Estate Investment Trusts, the Real Estate Lenders Association, the Urban Land Institute, the Commercial Real Estate Finance Council and the RealShare Structured Finance Advisory Board. He has lectured at the International Council of Shopping Centers and other industry conferences. Before joining Arbor, he was a partner and co-head of the real estate department with Kronish, Lieb, Weiner & Hellman. He was also a partner with the law firm of Weil, Gotshal & Manges.

JOHN G. CAULFIELD

Chief Operating Officer, Agency Lending

John Caulfield is Arbor's Chief Operating Officer, Agency Lending. Mr. Caulfield has extensive experience in the mortgage financing industry and a tenured track record of more than three decades with Arbor and its family of companies.

As Arbor's COO, he has helped develop a unique sales and operations model that has supported Arbor's growth into a leading multifamily finance company. His responsibilities include managing the national sales team as well as the operational infrastructure that supports the firms' Fannie Mae, Freddie Mac, FHA and CMBS originations and servicing platforms. Mr. Caulfield oversees the end-to-end life of a loan process, from originations to screening through servicing. In addition, he oversees Arbor's capital markets division. He is a member of Arbor's DUS® Loan Committee and Arbor's Executive Committee.

Mr. Caulfield graduated from State University of New York with a Bachelor of Science in Finance.

STEVEN KATZ

Chief Investment Officer and Executive Vice President, Residential Financing

Steven Katz is Arbor's Chief Investment Office and Executive Vice President, Residential Financing. Mr. Katz is responsible for growing Arbor's presence in the residential real estate market, including the firm's Single-Family Rental (SFR) portfolio platform. He has more than two decades of experience in mortgage trading, securitization, banking and servicing. Prior to joining Arbor, Mr. Katz served as a Managing Director for Morgan Stanley, where he was responsible for leading the residential loan trading and lending groups. In his previous role, he served as Chief Executive Officer and Chief Investment Officer for Seneca Mortgage, a brand of privately held entities focused on residential mortgage servicing and investments.

He previously worked with the Arbor family of companies serving as Chief Investment Officer for Arbor Residential Mortgage. Mr. Katz holds a Bachelor of Business Administration from Baruch College.

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