



**Adjustable-Rate Mortgages
 Purchase or Refinance of
 Apartment Properties**

ELIGIBLE PROPERTIES:	Apartments, which are existing or recently completed (either newly constructed or substantially rehabilitated). Properties must have a minimum occupancy of 90% at the time of commitment and the preceding three-month period.
LOAN TYPE:	Adjustable-rate balloon mortgages with a 5, 7 or 10-year term.
PREFERRED LOAN SIZE:	\$3 million and larger.
MAXIMUM LOAN:	Amount equal to the lesser of: <ol style="list-style-type: none"> 1. 80% of appraised value (75% for 5-year terms); or 2. 1.00 debt service coverage using the underwriting rate. The underwriting rate is equal to the note rate plus the Lifetime Interest Rate Cap. 3. 100% of fixed-rate loan for same term.
INTEREST RATES:	Determined by the market rates at the time of rate lock. Rates vary by loan-to-value ratio, debt service coverage and property quality.
RATE ADJUSTMENT PARAMETERS:	Periodic Interest Rate Cap and Floor equals 1%. Variety of lifetime Interest Rate Cap and Floor options.* *The Interest Rate Cap does not have to be purchased and is already built into the pricing.
AMORTIZATION:	Up to 30 years.
PERSONAL RECOURSE:	None, except for standard exceptions to non-recourse, which are the responsibility of the Key Principal(s).
ASSUMABILITY:	Assumable, subject to CWCapital approval and a 1% transfer fee.
PREPAYMENT:	No prepayment allowed for the first year; thereafter, either 1% or fixed declining prepayment options.
CONVERSION OPTION:	If borrower chooses conversion option, the loan can convert to a new 7-year or 10-year fixed-rate loan. This conversion is available during loan years 2 through 5.
SUBORDINATE FINANCING:	Fannie Mae Supplemental Loans (second mortgages) available 12 months after initial loan closing. Supplemental loans can be provided on a fixed or adjustable-rate basis.

hardworking + successful + prepared + accomplished
innovative + versatile + knowledgeable + resourceful
reliable + efficient + collaborative + flexible + creative
accountable + prepared + problem solver
adaptable + responsive +

ESCROWS:

125% to 150% of estimated cost of required repairs, if any, as determined by the physical inspection.

Monthly escrows for real estate taxes, property insurance and replacement reserves.

APPLICATION FEE:

Based on estimated underwriting costs for appraisal, architectural/engineering report, environmental assessment and other loan processing costs.

FINANCING FEE:

Negotiable.

CLOSING EXPENSES:

Standard transaction costs, including legal fees, title insurance and survey.

PRELIMINARY SUBMISSION PACKAGE:

Include the following in your request for a loan quote:

1. Property description and location map.
2. Representative color photographs.
3. Current rent roll and year-to-date operating statement.
4. Operating history - prior 3 years, if available.
5. Current year operating budget.
6. Existing debt and cost basis.
7. Sponsor resume.