



	FIRST MORTGAGES		STRUCTURED PRODUCTS	
	Small Loan	Traditional	Subordinate Debt	Construction to Permanent
Investment Size:	\$2 - \$6 MM	\$10 - \$150 MM	\$2 - \$150 MM	\$30 - \$150 MM
Loan to Value:	up to 75%	up to 75%	up to 80%	up to 70% of cost
Pricing:	Market Spread over UST; 30/360	Market Spread over UST; 30/360	7% +	Market
Loan Term:	5 - 15 Yrs	5 - 20+ Yrs	2 - 10 Yrs	8 - 20+ Yrs
Amortization:	Max 30 Yrs	Max 30 Yrs	Flexible	Construction: IO Perm: Max 30 Yrs
DSCR:	Min 1.20x	Min 1.20x	Min 1.15x	Min 1.20x
Structure:	Fixed Rate, 1st Mortgage	Fixed Rate, 1st Mortgage	Fixed or Floating Rate Mezzanine, Preferred Equity	Fixed Rate, 1st Mortgage
Fees:	Par + Processing Fee	Par + Processing Fee	1/2% - 1%	1%
Property Type:	<ul style="list-style-type: none"> - Class A Office, Select B - Class A Multifamily - Industrial Bulk Warehouse - Medical Office - Neighborhood Retail - Student Housing - CBD Parking Garages - Select Self Storage 	<ul style="list-style-type: none"> - Class A Office, Select B - Class A Multifamily - Industrial Bulk Warehouse - Medical Office - Grocery-anchored Retail - Neighborhood Retail - Student Housing - CBD Parking Garages - Condo Reconversions - Select Self Storage - Full Service Hotels 	<ul style="list-style-type: none"> - Class A Office - Class A Multifamily - Industrial Bulk Warehouse - Medical Office - Neighborhood Retail - Community Retail Centers - Full Service Hotels 	<ul style="list-style-type: none"> - Class A Multifamily
Markets:	Top 20 Metro Markets, Select Secondary Markets	Top 20 Metro Markets, Select Secondary Markets	Top 20 Metro Markets	Top 10 Metro Markets, Urban, In-fill locations
Portfolio Lender Capital Source:	Life Company	Life Company and Pension Funds	Life Company and Pension Funds	Life Company
Key Features:	<ul style="list-style-type: none"> - Life Company Process/Portfolio Lender - In-house Asset Management - Rate Lock at Application or earlier with Deposits - Non-Recourse - Flexible Loan Structures - Structured Prepayment - Interest-Only Available - Forward Rate Locks up to 12 months, 3 months free - Earnouts and Future Advances - Internal A/B and Senior/Subordinate Structures offered - Life Company Club Loans Available 		<ul style="list-style-type: none"> - Assignment of 100% of Partnership Interests - Intercreditor Agreement required - Sub Lender Cure Rights - Sr./Sub Loan Term Co-terminous - 20% Partner Equity Required - Min 15% Investment in total Capital Stack 	<ul style="list-style-type: none"> - Life Company Process - One lender, One closing - Rate Lock at Application - Partial Recourse during Construction - Completion Guaranty - Non-Recourse at Perm Conversion - No negative arbitrage - Funded monthly draws - Post Conversion Earnout Potential

For additional information, please contact Denée Denney at (770) 752-6723; ddenney@quadrantrea.com

This information should not be considered as investment advice or a recommendation to buy or sell any particular security. Past performance is no guarantee of future results.

Last Updated: January 2014