

## TOP LIFE COMPANY LENDERS<sup>1</sup>

Lender Name	# Deals	Volume Financed
Guggenheim	25	\$657M
New York Life	12	\$653M
Cornerstone	11	\$614M
Prudential	5	\$452M
Nationwide	19	\$370M
Northwestern Mutual	8	\$315M
Lincoln Financial Group	20	\$298M
AIG	8	\$275M
PPM	9	\$261M
American National Insurance	13	\$237M

## TOP CMBS LENDERS<sup>1</sup>

Lender Name	# Deals	Volume Financed
Morgan Stanley	7	\$213M
Cantor (CCRE)	13	\$201M
Goldman Sachs	9	\$186M
JP Morgan Chase	7	\$178M
RREEF	9	\$166M
Wells Fargo	21	\$165M
Square Mile Capital Management	3	\$158M
NATIXIS	6	\$148M
Starwood Mortgage Capital	12	\$146M
MC Five Mile	10	\$115M

## TOP BANK LENDERS<sup>1</sup>

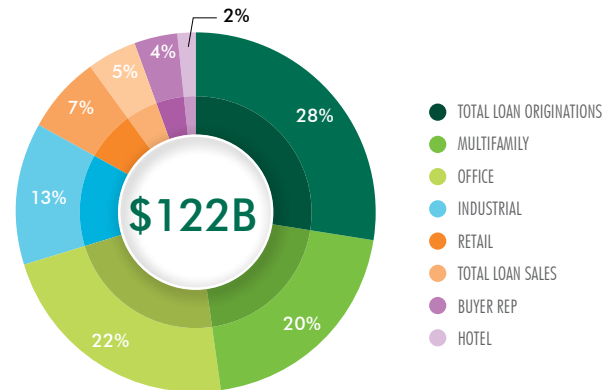
Lender Name	# Deals	Volume Financed
Wells Fargo	21	\$816M
Bank of America	15	\$652M
PNC	17	\$399M
Helaba	8	\$316M
New York Community Bank	11	\$309M
EverBank	21	\$261M
CIBC Bank Mortgages NON-CMBS	8	\$194M
BB&T	4	\$192M
California Bank & Trust	6	\$173M
HSBC	4	\$163M

Source: CBRE Capital Markets  
 (01/01/15-12/31/15)

## CBRE CORPORATE OVERVIEW

CBRE is the global leader in real estate services. Each year, we complete thousands of successful assignments with clients from the gamut of industries. This volume creates market knowledge that allows us to seize opportunities, speed up the business process, and create the most thorough, precise and accurate picture of global commercial real estate conditions and trends.

### CAPITAL MARKETS U.S. ACTIVITY \$122B FULL YEAR 2015



Source: CBRE Capital Markets

## CBRE CAPITAL MARKETS

CBRE Capital Markets combines investment sales, advisory, financing and mortgage banking into a single, fully integrated global service offering. As the recognized worldwide leader in the commercial real estate investment community, our clients have access to complete capital markets solutions anywhere around the globe through our unparalleled offerings in:

- The acquisition and disposition of income-producing properties and portfolios for third-party owners and corporate occupiers
- Debt and equity placement for all property types
- Entity-level mergers and acquisitions, capital raising, pre-IPO advisory and corporate level strategic valuations

This unique platform works to assure clients that all alternative recapitalization strategies are evaluated. When working with buyers of assets, optimal debt structures are often secured; enabling borrowers to obtain more loan proceeds at attractive terms and sellers to achieve better results. By combining investment sales with financing and mortgage banking solutions, investors are ultimately provided with maximum flexibility to achieve their capital needs.

## CAPITAL MARKETS

# DEBT & STRUCTURED FINANCE

FULL YEAR 2015

### LOCAL COMMITMENT



#### DAVID E. MEESE

Senior Vice President  
 +1 412 904 9502  
 david.meese@cbre.com



#### B. JAMES SHAFER

First Vice President  
 +1 412 904 9506  
 jamie.shafer@cbre.com



#### TONY ROSSI

Vice President  
 +1 412 904 9503  
 anthony.rossi@cbre.com



#### BRIAN LORENZ

Production Analyst  
 +1 412 316 2398  
 brian.lorenz@cbre.com



#### TOM KOBUS

Lead Production Analyst  
 +1 412 904 9505  
 thomas.kobus@cbre.com



#### HEATHER FINALE

Client Services Supervisor  
 +1 412 904 9502  
 heather.finale@cbre.com

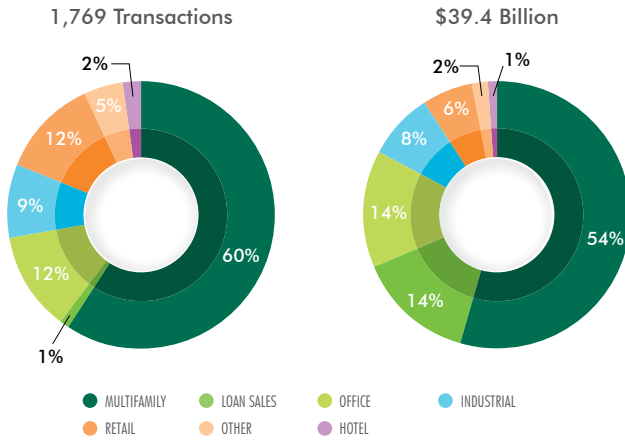
**CBRE**

## DEBT & STRUCTURED FINANCE

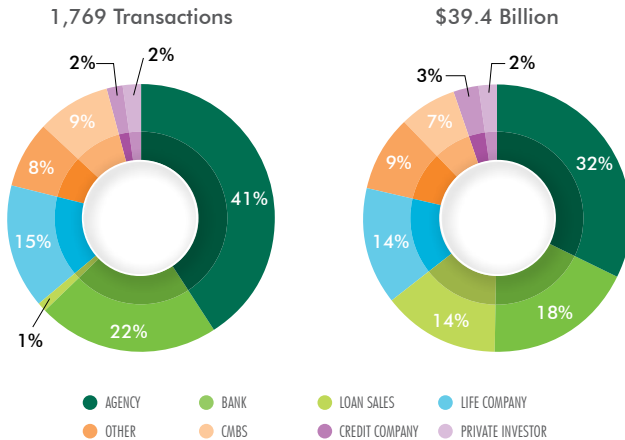
The world's leading developers and commercial property owners turn to CBRE's Debt & Structured Finance to provide creative financial solutions for their commercial real estate investment needs. CBRE has long-term, established relationships with more than 400 of the industry's premier international lenders, including banks, pension funds, life insurance and credit companies, conduits/CMBS entities, government-sponsored entities and offshore investors.

### DEBT & STRUCTURED FINANCE PRODUCTION<sup>1</sup>

By Property Type



By Capital Source



Source: CBRE Capital Markets  
(01/01/15-12/31/15)

## LENDING PROGRAMS

CBRE Capital Markets is the premier provider of commercial and multifamily financing and investment sales. In addition to our relationships with correspondent life companies and institutional lenders, our fully integrated platform provides seamless access to Fannie Mae, Freddie Mac and FHA financing programs.

### FREDDIE MAC

CBRE Capital Markets has been the top Freddie Mac Seller/ Servicer for six years running.

### FANNIE MAE

CBRE Multifamily Capital, Inc. is one of the leading approved lenders under Fannie Mae's Delegated Underwriting and Servicing (DUS) program.

### FHA

CBRE HMF, Inc. is an FHA-approved direct lender offering the full array of FHA multifamily mortgage insurance programs.

### SBA

CBRE's Business Lending group originates, underwrites and closes owner-user commercial real estate mortgages through the SBA 504 loan program as its centerpiece.

### CBRE LOAN SERVICES

CBRE Loan Services, offering Global Primary and Master Loan Servicing, in addition to Private Loan Servicing, to institutional clients is comprised of more than 100 full-time professionals and services a commercial mortgage loan portfolio exceeding \$135 billion. CBRE Loan Services leverages the entire breadth of CBRE's vast real estate services platform to provide significant value for its clients. The unmatched expertise and unique market insights from the top appraisers, brokers, capital markets and leasing professionals, combined with CBRE's global platform, provides CBRE Loan Services a competitive advantage unparalleled in the industry.

**5,500+**  
LOANS

**\$135B**  
UNPAID PRINCIPAL  
BALANCE

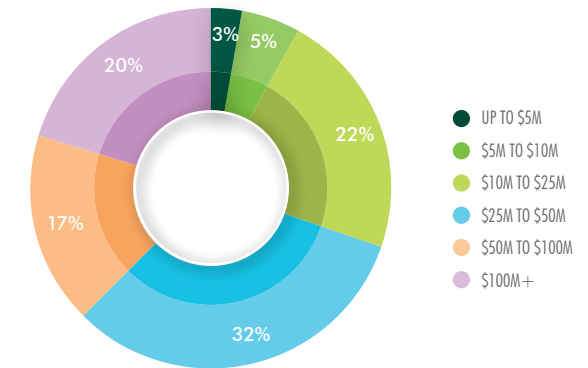
## TOP 10 LENDERS<sup>1</sup>

Lender	# Deals	Volume
Freddie Mac	481	\$8,054M
Fannie Mae	171	\$4,135M
Wells Fargo	42	\$981M
Bank of America	17	\$705M
Guggenheim	25	\$657M
New York Life	12	\$653M
Mesa West Capital	9	\$644M
JP Morgan Chase	22	\$535M
Prudential	6	\$491M
Cornerstone	9	\$413M
<b>TOTAL</b>	<b>794</b>	<b>\$17,269M</b>

## LOAN PRODUCTION BY INVESTOR TYPE<sup>2</sup>

Capital Source	# Deals	Volume
Agency	724	\$12,734M
Bank	395	\$7,212M
Life Company	271	\$5,574M
Other	134	\$3,425M
CMBS	161	\$2,897M
Credit Company	35	\$1,147M
Private Investor	34	\$696M
Loan Sales	15	\$5,684M
<b>TOTAL</b>	<b>1,769</b>	<b>\$39,369M</b>

## DEBT & STRUCTURED FINANCE LOAN ORIGINATIONS BY DEAL SIZE<sup>1</sup>



Source: CBRE Capital Markets  
<sup>1</sup>Excludes Loan Sales and Property Sales. (01/01/15-12/31/15).  
<sup>2</sup>(01/01/15-12/31/15).