



Fannie Mae

Negotiated Transactions

DESCRIPTION

Deutsche Bank Berkshire Mortgage provides negotiated financing for single asset or pool transactions. Eligible loans include refinance, acquisition and moderate rehabilitation of large loans or a portfolio of loans for garden, mid-rise and high-rise apartments and cooperative properties. Other property types include seniors housing and assisted living properties.

FINANCING OPTIONS

- Fixed Rate and Variable Rate Mortgages (including Fannie Mae's DMBS product line)
- Interest-only balloon and fully amortizing mortgages
- Bond Credit Enhancements
- Revolving Lines of Credit

LOAN STRUCTURE

LOAN AMOUNT	\$25 million (minimum).
LOAN TO VALUE	75% (maximum), but higher may be acceptable with additional credit support, subject to Fannie Mae approval.
DEBT SERVICE COVERAGE.....	1.25x (minimum), but lower DSCs may be acceptable with additional credit support subject to Fannie Mae approval.
LOAN TERMS	5 to 30 years.
AMORTIZATION	30 years (maximum), interest-only option available.
RECOURSE	Loans are non-recourse with standard carve-out provisions.
RATES.....	Competitive rates priced daily. Call for quote.

OPTIONAL FEATURES

SUBORDINATE FINANCING.....	Fannie Mae second mortgage may be allowed subject to Lender approval. Additional financing may be allowed on a case-by-case basis.
ASSUMABILITY	Unlimited assumptions allowed during life of loan.
PREPAYMENT	Yield Maintenance but other structures of prepayment may also be available.
COLLATERAL SUBSTITUTION.....	Borrower has the ability to substitute assets within the pool with minimum fees and underwriting requirements.