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How does Greemann Capital add value to your transaction?

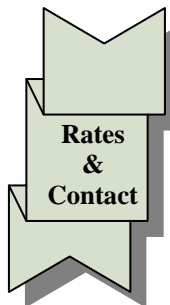
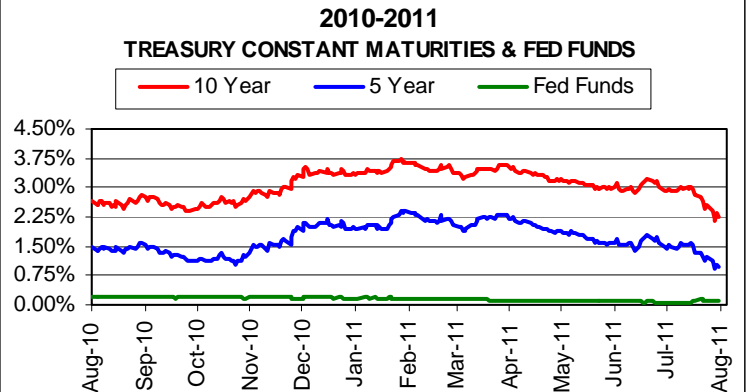
In the commercial mortgage banking business we add value through our ability to recognize, analyze, and communicate issues to a transaction. Most businesses thrive when they add value to the product they produce or the service they provide, whether it is the lowest priced grocery or "just-in-time" delivery to the manufacturing process. Those who understand their customers thrive. The following are recently closed transactions illustrating how we've added value:

\$9,300,000 (2 loans)
10 year term / 20 year amortization
267,000 sf multi tenant office – warehouse
Grand Rapids, Michigan
Woodman of the World

Unique issues: The owner had negotiated a purchase option of one of the buildings with a tenant. Since long term fixed rate loans have prepayment premiums we were able to, in the event the tenant exercises their purchase option, offer the tenant the right to assume the existing attractive rate loan or prepay the loan at par. The second issue was underwriting and loan to value. This is a very attractive property, but local cap rates could not support the value and the lender agreed to expand the comparable search beyond Michigan to help support the 75% LTV loan requirement.

\$6,000,000
16 year term / 16 year amortization
228 unit multi family project
Grand Rapids, Michigan
ING

Unique issue: The existing loan on this property was with ING, the rate was above current market, and there were two years remaining on the substantial yield maintenance prepayment premium. The borrower's concern was that interest rates would spike in the next two years, and he wanted to reduce his future rate risk and lower his monthly payments. We were able to offer to extend (the term) and blend (the rate) while still lowering the monthly payment \$15,000 per month.



<u>Bond Yields</u>	<u>5 Year</u>	<u>10 Year</u>	<u>30 Year</u>	<u>Rates</u>	<u>Interest Rate Range</u>
Current 3/26/12	1.07%	2.24%	3.32%	3-5 years	3.25% - 4.50%
Wk End 3/23/12	1.16%	2.32%	3.40%	7&10 years	4.25% - 5.50%
March 2011	2.11%	3.41%	4.51%	15,20,25 years	5.00% - 6.00%
March 2010	2.43%	3.73%	4.64%	Amortization	15-30 years

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Note: Multi-family rates tend to be lower with the agencies (FNMA, Freddie Mac, or HUD).

