



# Market Fax

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### \*\*\* CANADA LIFE – Rates Below 7%!!!\*\*\*

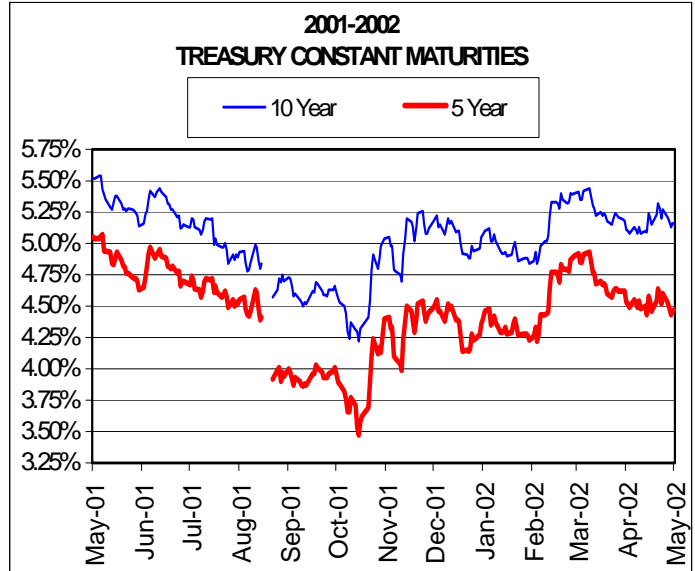
Canada Life, headquartered in Toronto, is actively looking for quality mortgage transactions with 3-5 year fixed rate terms. Their pricing is as follows:

Term	Min. Spread over 5 yr. T-Bill	Floor*
3 year	190-200 bp	6.60%
5 year	200-210 bp	6.85%

Canada Life may adjust their floor rate if the market dictates.  
 Preferred Loan Characteristics:

Loan size:	\$1 – 10 million
Amortization:	15-25 years
Lender Fee:	Par
Processing Fee:	1/20% (\$2,500 min.)
Personal Guarantee:	Non-recourse, except for carve-outs
Product Types:	Apartment, retail, industrial & office

Canada Life offers 3 or 5 year renewal options at the end of the initial loan term subject to good payment history and a minimum net operating income.



Proctor Group has enjoyed a 20+ year relationship with Canada Life, as their exclusive correspondent in Michigan. Their 2000 loan production was \$300 million with 32% industrial/warehouse, 25% apartments, 25% retail, with office making up most of the balance.

#### TREASURY CONSTANT MATURITIES

#### IMMEDIATE FUNDING MORTGAGE RATES

DATE	5 YR	10 YR	30 YR	TERM	INTEREST RATE RANGE
Current – 3/30/01	4.65%	5.00%	5.49%	3-5 Years	6.5%-7.5%
Week End – 3/16/01	4.64%	4.86%	5.30%	7 & 10 Years	6.75%-7.5%
January 2001	4.89%	5.10%	5.45%	15, 20 & 25 Years	7.00%-7.75%
				Amortization:	15-30

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