

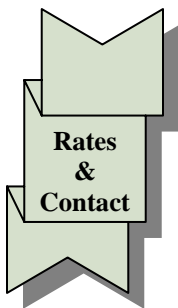
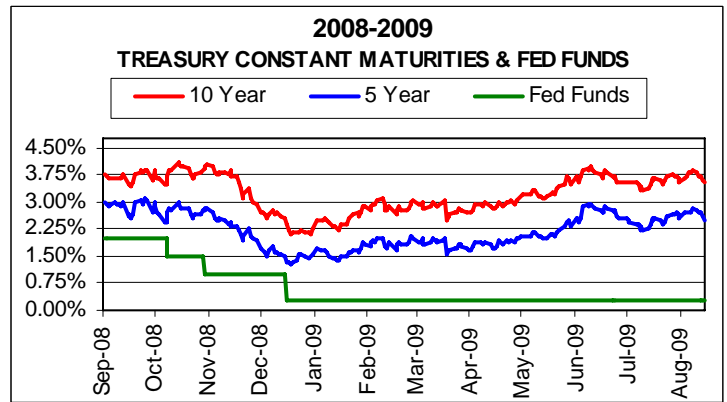
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Recent News

On August 10-12, 2009 Ben Greemann attended The Standard's Correspondent Meeting in Portland, OR. The Standard was formerly known as StanCorp and Greemann Capital has a long standing relationship with them. The Standard has a large appetite for commercial mortgage loans. Their current portfolio contains just under \$7 Billion in 5,300 loans (average \$1.3 M). The Standard has closed \$478 Million in the first half of 2009 and the goal for 2010 is \$1 Billion.

Advantages The Standard offers include long term fixed or adjustable rate financing (5 year adjustments) with no call provisions, and minimal annual reporting (consists primarily of annual financial statements, current rent roll, and a physical walk-through). The Standard's general loan parameters are:

Loan Size: \$500k-\$3 Million
 Property Types: Office, single tenant, multi-tenant and bulk industrial; multi-family, and anchored and unanchored retail (other property types on a case by case basis).
 Fixed Rate terms: 5-25 years
 Rate Adjustment: Adjusted to the lender's market interest rate at the end of the fixed rate term.
 Term: 20-25 years.
 Amortization: To 25 years.
 Personal Guarantees: Yes
 Escrows: Tax and Insurance only
 Prepayment: Premium based on yield maintenance formula. The loan can be repaid at par at the rate adjustment dates.



T-Bills	5 Year	10 Year	30 Year	Rates	Interest Rate Range
Current 8/19/09	2.43%	3.48%	4.50%	3-5 years	6.75-7.00%
Wk End 8/14/09	2.51%	2.55%	4.41%	7&10 years	7.00-7.50%
July 2009	2.46%	3.56%	4.41%	15,20,25 years	7.25-7.75%
July 2008	3.30%	4.01%	4.57%	Amortization	15-30 years

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We welcome the opportunity to work with you to fulfill your commercial financing needs. Write or call us today!

