
COMMERCIAL MORTGAGE CAPITAL, INC.

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COMMERCIAL MORTGAGE CAPITAL, INC.

PRINCIPALS

Aaron Klein

Aaron Klein is the founder and co-partner of Commercial Mortgage Capital, Inc.

He has 15 years of commercial mortgage banking and transactional finance experience, including positions in investment banking and institutional equity sales with Merrill Lynch in New York.

He has been involved in a wide range of complex debt, equity and asset acquisition assignments in Michigan, across the United States and abroad.

Aaron has worked successfully with the full range of capital sources, including life insurance companies, conduit lenders, agencies, commercial banks and credit unions, to structure and execute complex real estate loans on behalf of his clients.

Aaron earned a BBA from the University of Michigan and an MBA from the Kellogg School of Management at Northwestern University.

David L. Griffin, Jr.

David Griffin has been a commercial real estate lending professional since graduating with a BA in Finance from Michigan State University in 1991. Prior to joining Commercial Mortgage Capital, Inc., David was a permanent loan specialist at KeyBank, serving clients in the Detroit, Chicago, and Indianapolis markets.

During his tenure at KeyBank, David closed nearly \$500 million in loans across KeyBank's multiple loan product platforms. These included conduit / CMBS, Life/Pension, Credit Tenant Lease, Freddie Mac, Fannie Mae, as well as KeyBank's balance sheet loan products.

Prior to his position at KeyBank, David was a commercial mortgage banker for over 10 years specializing in permanent loan origination and placement for over a dozen correspondent life insurance companies and a select group of conduit / CMBS lenders.

David's broad experience as a direct lender, coupled with his decade-long track record as a successful mortgage banker enable him to guide clients through the current capital market turmoil. Additionally, his life-long focus on Michigan real estate gives him the credibility and insight to work effectively with national lenders who currently view Michigan with increased caution.

David gained invaluable experience and knowledge while on the inside of one of the largest commercial real estate lenders in the nation. This experience, without question, gives David an edge over his competition to negotiate and obtain the best possible loan terms and structures available for his clients.

COMMERCIAL MORTGAGE CAPITAL, INC.

Life insurance company lending experience



COMMERCIAL MORTGAGE CAPITAL, INC.

Debt and equity capital for income-producing and owner-occupied real estate

CAPABILITIES

Debt Financing

- 1st Mortgage
- Subordinate & Mezzanine
- Acquisition & Refinance

Equity Financing

- Institutional
- Private individuals

Advisory

- Valuation
- Defeasance Prepayment

PROPERTY TYPES

- Office (General & Medical)
- Industrial
- Retail
- Multifamily
- Mixed Use
- Senior Housing
- Self-Storage
- Manufactured Housing
- Special Purpose

CAPITAL SOURCES

- Life Insurance Companies
- Conduits
- Agencies (FNMA, FMAC)
- Commercial Banks
- Credit Unions
- Pension Funds
- Credit Companies
- Private Individuals

Thank you for your professionalism and absolute dedication to being our advocate in this turbulent and volatile market. You delivered.

Delphos Retail, LLC

COMMERCIAL MORTGAGE CAPITAL, INC.

Financing capabilities that address a range of property types, loan structures and capital sources

LOAN AMOUNT \$500,000 +

PROPERTY TYPES All Income-Producing
Owner-Occupied

LOAN PRODUCTS Long-Term End Loans
Short Term Construction / Bridge / Rehabilitation
Acquisition / Refinancing

LEVERAGE Up to 90% Loan-to-Value

TERMS
Floating Rate 12 mos – 36 mos.
Fixed Rate 3 - 30 years

AMORTIZATION Up to 30 years

INTEREST-ONLY PERIOD 2-3Years (for 10-year loan term)

INTEREST RATES
5-year (fixed) 5.00% - 5.50%
10-year (fixed) 5.85% - 6.75%
25-year (fixed) 6.35% - 6.85%

RECOURSE Typically Non-Recourse



MULTI-FAMILY

- \$1,100,000
- 12-year term
- 12-year amortization
- Lender: Life Insurance Co.



OFFICE

- \$15,060,000
- 10-year term
- 2-yrs interest-only / 30-yr am
- Lender: Conduit

COMMERCIAL MORTGAGE CAPITAL, INC.

Proven lending relationships to solve a range of challenging financing assignments



SENIOR HOUSING

- \$7,650,000
- 2 year interest-only construction loan
- Commercial bank lender
- Non-recourse

SHORT-TERM CONSTRUCTION



MIXED USE

- \$63,500,000
- 9-year fixed rate term
- 30-year amortization
- Non-recourse

MEDIUM-TERM BALLOON



MULTI-FAMILY

- \$1,650,000
- 25-year fixed rate term
- 25-year amortization
- Non-recourse

LONG-TERM FULLY AMORTIZING

COMMERCIAL MORTGAGE CAPITAL, INC.

Consistent delivery of market-leading loan terms



OFFICE

- \$4,660,000
- 10-year fixed rate loan
- 2 years interest-only, then 30-year am

ACQUISITION 80.0% LTV



MULTI-FAMILY

- \$36,600,000
- 5-year fixed rate term
- 5 years interest-only

ACQUISITION 93.3% LTV



MIXED USE

- \$5,600,000
- 10-year fixed rate term
- 5 years interest-only, then 30-year am

REFINANCING 80.0% LTV

COMMERCIAL MORTGAGE CAPITAL, INC.

RETAIL & MIXED USE



Dear Mr. Klein:

Thank you for your help in structuring and executing our acquisition financing for the Dallas, TX Walgreen's. As a highly leveraged, time-sensitive transaction we were faced with a number of challenges, which you helped to overcome. Your expertise in navigating the financing and managing the transaction helped close this deal.

Sincerely,


GEORGE ENGEL
CEO



COMMERCIAL MORTGAGE CAPITAL, INC.

GENERAL & MEDICAL OFFICE



COMMERCIAL MORTGAGE CAPITAL, INC.

MULTIFAMILY, STUDENT HOUSING & SENIOR HOUSING



Thank you for all your hard work and diligence on this project. The new loan is the best thing we could have done and we couldn't have done it without you.

Maurer Management & Properties Inc.



COMMERCIAL MORTGAGE CAPITAL, INC.

INDUSTRIAL



Mr. Aaron Klein
211 S. Revena Boulevard
Ann Arbor, Michigan 48103

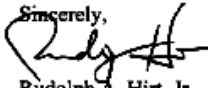
Dear Aaron:

Just recently, your highly professional assistance in my research to place new financing on a couple of projects in our portfolio was extremely helpful. You have spoiled us here at TMN Builders, Inc. with your competence and enthusiasm.

Several years ago, Oak Grove Office Park was our first loan closing with an insurance investment lender. That deal would have been much more nerve wracking without your constant attention, hand holding, and near immediate response times. I am a very detail oriented person, and I must say I was pleasantly surprised and impressed by your performance. Nothing fell through the cracks. It was a real pleasure getting to know you throughout that process. Some people you do business with, others you *enjoy* doing business with. You definitely fall into the second category.

Please feel free to use TMN Builders as a personal reference. I would be happy to receive a call or other inquiries regarding your mortgage brokerage abilities.

Thanks again.

Sincerely,

Rudolph A. Hirt, Jr.
President
TMN Builders, Inc.

COMMERCIAL MORTGAGE CAPITAL, INC.

HOSPITALITY, MANUFACTURED HOUSING & SPECIAL PURPOSE



Aaron, thanks for all of your efforts. These transactions were very complex and absent your help we really could not have gotten them done. I look forward to many more.

Best wishes,
Brighton Towne Square
