

SURVEY OF MEZZANINE LENDERS

Fill out this form if your company is actively seeking to originate subordinate debt on U.S. commercial and multi-family properties. Include information for all subsidiaries and affiliates. Investment banks should include loans they arrange. The survey counts (1) mezzanine loans, (2) B-notes and (3) preferred equity that is structured like mezzanine debt and is not considered part of the equity ownership. Please exclude senior debt from all figures. E-mail a completed copy of the form to James Alexander at jalexander@hspnews.com. **Please reply by Friday, April 26.**

Name of Lender / Vehicle Sponsor: _____

Contact person 1: _____ **Phone number 1:** _____

Contact person 2: _____ **Phone number 2:** _____

(Must provide at least one contact and phone number. Maximum of two contacts.)

Type of lender (check all that are appropriate):

Investment Manager	Insurance Company	REIT	Finance Company	Family Office
<i>Fund operator</i>	Pension Fund	Other (specify): _____		
<i>Separate accounts</i>				

Type of originations (check all that are appropriate):

Mezzanine debt Preferred equity (structured like mezzanine debt) “Stretch” senior/mezz loans B-notes

Actual Originations in 2018:

Aggregate amount: \$ _____ million

Projected originations in 2019:

Aggregate amount: \$ _____ million

Target gross IRR range: _____ %

Mezzanine loan characteristics:

Range of loan sizes: \$ _____ to _____ million Range of coupons: _____ to _____ % *or* bp over Libor

Range of debt yields: _____ to _____ % Rate type: Fixed Floating

Property types: Office Retail Multi-family Hotel Industrial Land

 Mixed-use Self-storage Other (specify): _____

U.S. Geographical focus: National Other (specify): _____

Maximum LTV: _____ % Minimum term (years): _____ Maximum term (years): _____

Describe primary mezzanine-loan focus: _____
