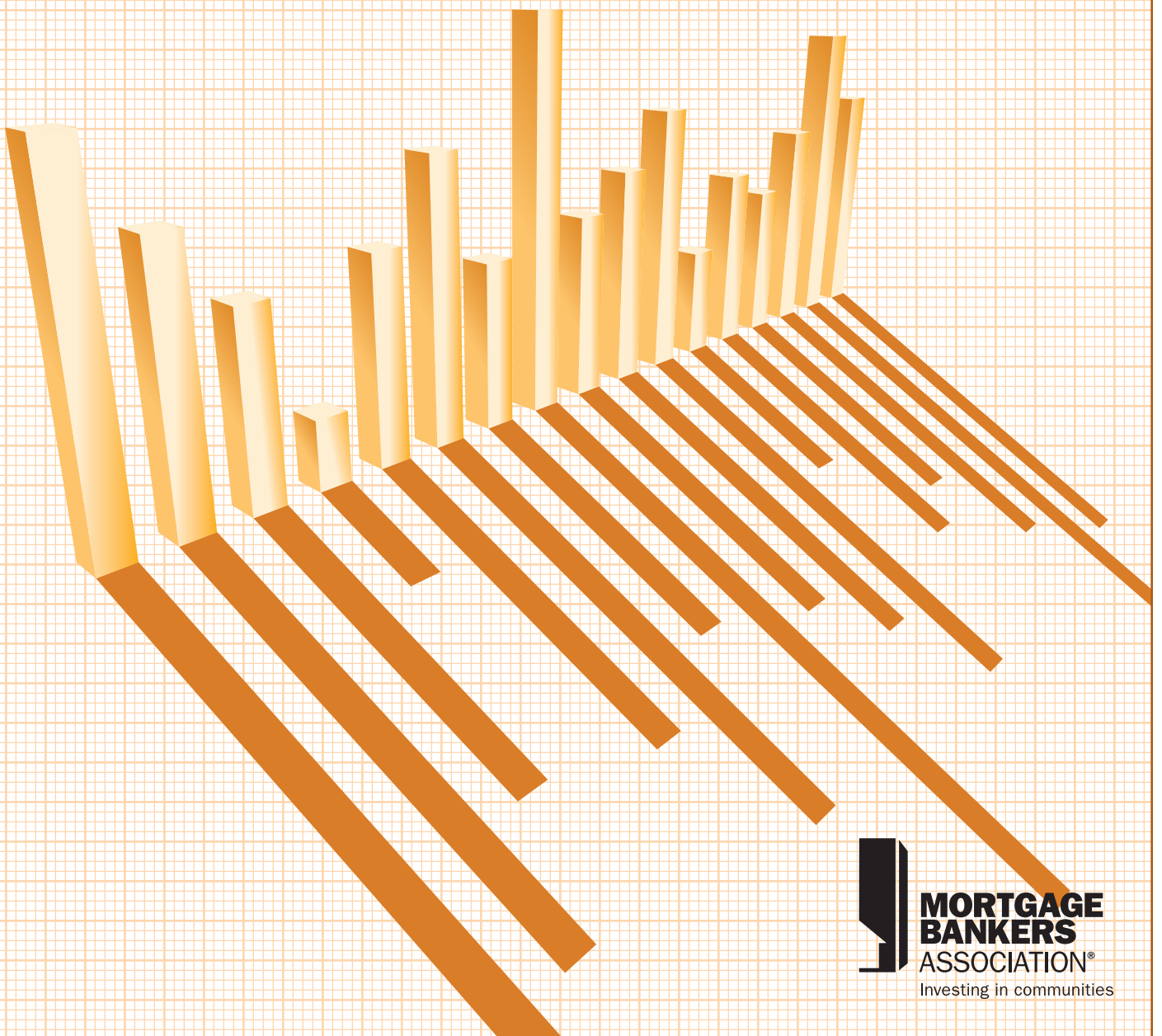


Q4 2007

MBA COMMERCIAL/MULTIFAMILY

MORTGAGE DELINQUENCY RATES

FOR MAJOR INVESTOR GROUPS



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COMMERCIAL/MULTIFAMILY MORTGAGE DELINQUENCY RATES FOR MAJOR INVESTOR GROUPS

MBA: Commercial/Multifamily Mortgage Delinquencies End 2007 At or Near Record Lows for Most Major Investor Groups

The Mortgage Bankers Association (MBA) released its inaugural analysis of Commercial/Multifamily Mortgage Delinquency Rates for Major Investor Groups that shows delinquency rates ended 2007 at or near record lows for most major investor groups. Fourth quarter delinquency rates for four of the five largest investor groups – commercial mortgage-backed securities (CMBS), life companies, Fannie Mae and Freddie Mac – remained at or near historically low levels. For the fifth group, FDIC-insured commercial banks and thrifts, delinquency rates were lower at 2007's year-end than during 5 of the previous 11 years and 10 of the previous 16 years.

“This is an important new analysis that helps cut through much of the recent ‘noise’ on commercial real estate finance,” said Steve Graves, Managing Director & Chief Operating Officer of Principal Real Estate Investors and Chair of the Mortgage Bankers Association's Commercial Board of Governors. “Despite a great deal of attention being paid to economic uncertainty, it is reassuring to know that the performance of commercial and multifamily mortgage loans and bonds has remained so fundamentally sound.”

The new MBA analysis looks at commercial/multifamily delinquency rates since 1996 and compares year-end rates for the five largest investor-groups: commercial banks and thrifts, commercial mortgage-backed securities (CMBS), life insurance companies, Fannie Mae and Freddie Mac. Together these groups hold more than 80 percent of commercial/multifamily mortgage debt outstanding.

“The analysis incorporates the same measures used by each investor group to track the performance of their loans,” said Jamie Woodwell, Senior Director of commercial/multifamily research at the Mortgage Bankers Association. “While the numbers aren't comparable across different investor groups, within each group they show a common theme – for nearly every investor group, commercial/multifamily loans are currently performing at some of the strongest levels on record.”

CMBS delinquency rates at year-end 2007, for example, were lower than those at year-end of 9 of the previous 10 years. Life companies finished 2007 with a delinquency rate lower than at year-end of all 11 of the previous 11 years. Fannie Mae finished with a rate equal to or lower than 10 of the previous 11 years. Freddie Mac finished with a rate lower than 10 of the previous 11 years. And FDIC-insured banks and thrifts finished the year with a delinquency rate lower than 5 of the previous 11 years.

To put this period in context, Chart 3 shows that for the two series with longer histories – commercial banks & thrifts and life insurance companies – delinquency rates for the period 1996 to 2007 (the period analyzed here) are considerably lower than during the preceding years. Using these longer series as a gauge, life companies' 2007 year-end delinquency rates were their lowest on record, and delinquency rates at commercial banks ended 2007 lower than 10 of the previous 16 years.

Each investor group tracks delinquencies in its own way, meaning delinquency rates are not comparable from one group to another. Based on the unpaid principal balance of loans (UPB), delinquency rates for each group at the end of the fourth quarter were as follows:

- CMBS: 0.40 percent (30+ days delinquent or in REO);
- Life company portfolios: 0.01 percent (60+days delinquent);
- Fannie Mae: 0.08 percent (60 or more days delinquent)
- Freddie Mac: 0.02 percent (60 or more days delinquent);
- Banks and thrifts: 0.80 percent (90 or more days delinquent or in non-accrual).

To put these numbers in context, of 34,937 commercial/multifamily loans in life company portfolios, with a total unpaid principal balance of \$245 billion, only 9 loans with an aggregate UPB of less than \$19 million were 60+ days delinquent at the end of the quarter. Of \$1.2 trillion of commercial/multifamily loans at FDIC-insured banks and thrifts, only \$9 billion was 90+ days delinquent.

Differences between the delinquency measures are detailed in Appendix A.

CHART 1. COMMERCIAL/MULTIFAMILY MORTGAGE DELINQUENCY RATES AMONG MAJOR INVESTOR GROUPS



Selected delinquency rates at the end of the period

NOTE: Delinquency rates shown are NOT comparable between investor groups. These rates show how performance of loans for each investor groups has varied over time, but cannot be used to compare one investor group to another.

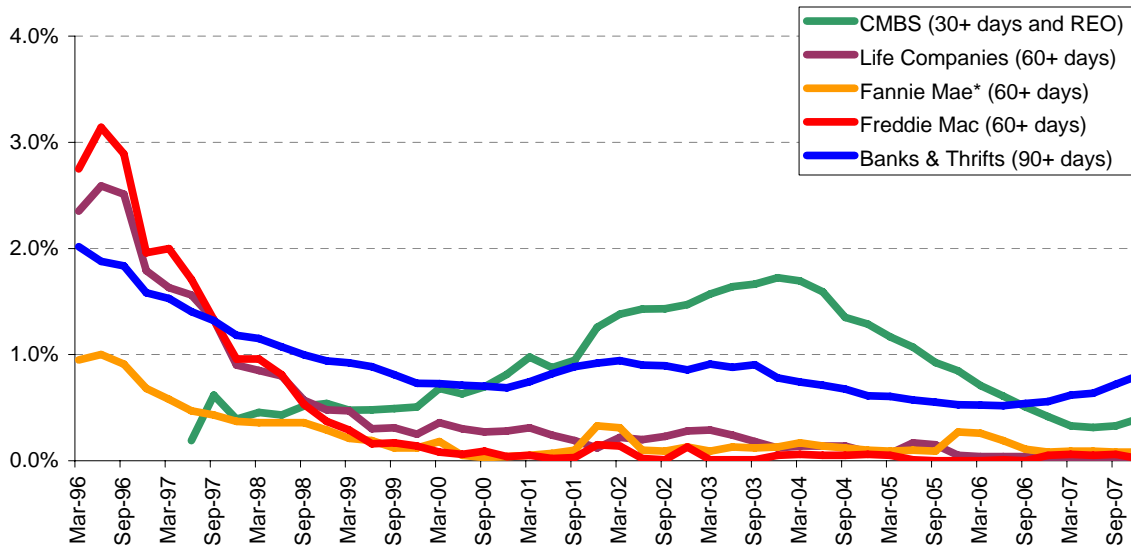
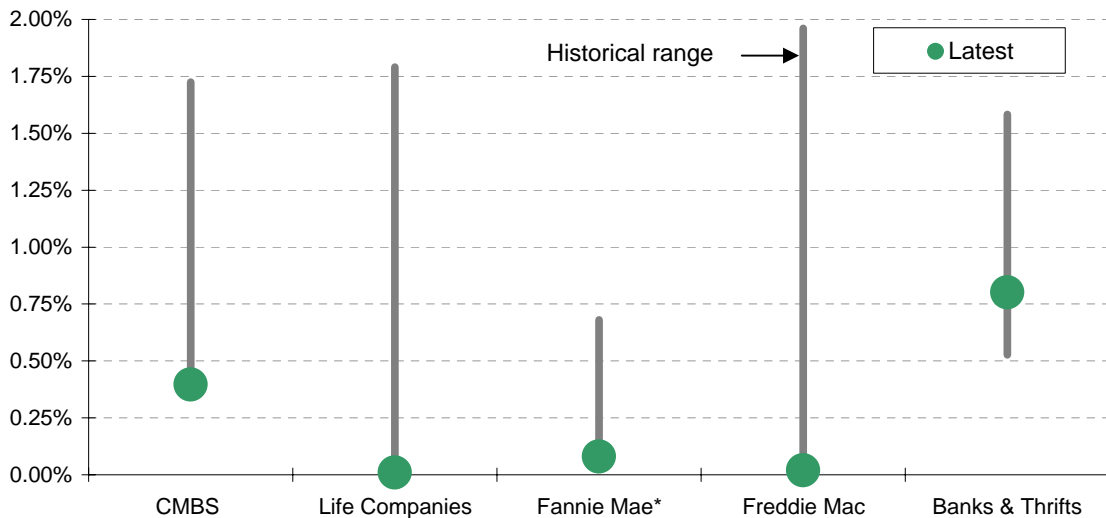


CHART 2. 2007 Year-end Delinquency Rates and Historical Year-end Range



Sources: Wachovia Capital Markets, LLC and Intex Solutions, Inc., American Council of Life Insurers, Fannie Mae, Freddie Mac, OFHEO and Federal Deposit Insurance Corporation.

Data are available for life companies, FDIC-insured banks and thrifts, Fannie Mae and Freddie Mac since 1996 and CMBS since 1997. *December figures are not available from Fannie Mae for the years 2000 to 2004. Figures for November are used instead.

**COMMERCIAL/MULTIFAMILY MORTGAGE DELINQUENCY RATES
AMONG MAJOR INVESTOR GROUPS**



Selected delinquency rates at the end of the period

NOTE: Delinquency rates shown are NOT comparable between investor groups. These rates show how performance of loans for each investor groups has varied over time, but cannot be used to compare one investor group to another.

	CMBS (30+ days and REO)	Life Companies (60+ days)	Fannie Mae* (60+ days)	Freddie Mac (60+ days)	Banks & Thrifts (90+ days)
Year-end					
12/31/1996	n.a.	1.79%	0.68%	1.96%	1.58%
12/31/1997	0.39%	0.90%	0.37%	0.96%	1.18%
12/31/1998	0.54%	0.48%	0.29%	0.37%	0.94%
12/31/1999	0.51%	0.25%	0.12%	0.14%	0.73%
12/31/2000	0.81%	0.28%	0.04%	0.04%	0.69%
12/31/2001	1.26%	0.12%	0.33%	0.15%	0.92%
12/31/2002	1.47%	0.28%	0.13%	0.13%	0.86%
12/31/2003	1.72%	0.12%	0.13%	0.05%	0.78%
12/31/2004	1.29%	0.08%	0.10%	0.06%	0.61%
12/31/2005	0.85%	0.05%	0.27%	0.00%	0.53%
12/31/2006	0.41%	0.02%	0.08%	0.05%	0.56%
12/31/2007	0.40%	0.01%	0.08%	0.02%	0.80%
Quarter-end					
12/31/2005	0.85%	0.05%	0.27%	0.00%	0.53%
3/31/2006	0.71%	0.04%	0.26%	0.00%	0.52%
6/30/2006	0.61%	0.04%	0.19%	0.01%	0.52%
9/30/2006	0.51%	0.04%	0.11%	0.00%	0.54%
12/31/2006	0.41%	0.02%	0.08%	0.05%	0.56%
3/31/2007	0.33%	0.03%	0.09%	0.06%	0.62%
6/30/2007	0.31%	0.01%	0.09%	0.05%	0.64%
9/30/2007	0.33%	0.03%	0.08%	0.06%	0.72%
12/31/2007	0.40%	0.01%	0.08%	0.02%	0.80%

Sources: Wachovia Capital Markets, LLC and Intex Solutions, Inc., American Council of Life Insurers, Fannie Mae, Freddie Mac, OFHEO and Federal Deposit Insurance Corporation.

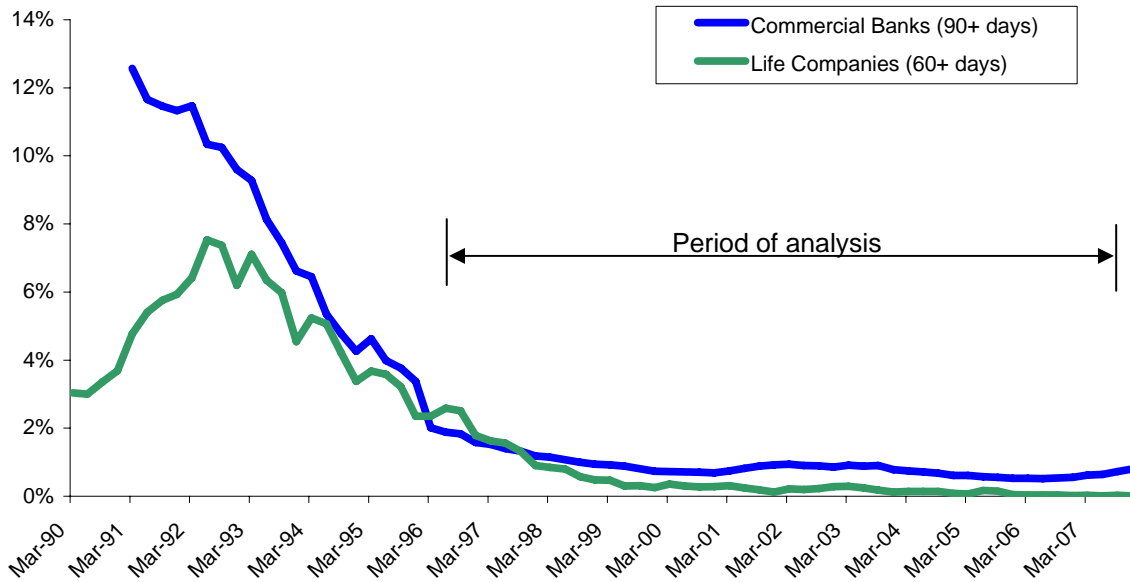
Data are available for life companies, FDIC-insured banks and thrifts, Fannie Mae and Freddie Mac since 1996 and CMBS since 1997. *December figures are not available from Fannie Mae for the years 2000 to 2004. Figures for November are used instead.

CHART 3. COMMERCIAL/MULTIFAMILY MORTGAGE DELINQUENCY RATES AMONG BANKS AND LIFE COMPANIES



Selected delinquency rates at the end of the period

NOTE: Delinquency rates shown are NOT comparable between investor groups. These rates show how performance of loans for each investor groups has varied over time, but cannot be used to compare one investor group to another.



Sources: American Council of Life Insurers, Federal Deposit Insurance Corporation and Federal Reserve Board

Note: Prior to 1996 commercial bank & thrift figures are for commercial banks only and also include construction and land development loans.

APPENDIX A. SOURCES & MEASURES OF DELINQUENCIES

Commercial Mortgage-backed Securities (CMBS)

Source: Wachovia Capital Markets, LLC and Intex Solutions, Inc.

The delinquency rate for CMBS loans covers loans 30+ days delinquent, including those in foreclosure, and real estate owned (REO). The CMBS rate is the only one to include REO in either the numerator or the denominator. This series includes all private-label (non-Ginnie Mae, Fannie Mae or Freddie Mac issued) deals that are currently outstanding, including both fixed- and floating-rate deals.

Life Companies

Source: American Council of Life Insurers

The delinquency rate for life insurance company loans covers loans 60+ days delinquent, including those in foreclosure, and does not include real estate owned (REO) in either the numerator or the denominator.

Fannie Mae

Source: Fannie Mae Monthly Volume Summary and Office of Federal Housing Enterprise Oversight Annual Reports to Congress

The delinquency rate for multifamily loans either held in portfolio or securitized and guaranteed by the company covers loans 60+ days delinquent, including those in foreclosure, and does not include real estate owned (REO) in either the numerator or the denominator. The company was unable to provide December delinquency figures for the years 2000 to 2004, so the fourth quarter numbers presented for those years are November, rather December, figures.

Freddie Mac

Source: Freddie Mac Monthly Volume Summary and Office of Federal Housing Enterprise Oversight Annual Reports to Congress

The delinquency rate for multifamily loans either held in portfolio or securitized and guaranteed by the company covers loans 60+ days delinquent, including those in foreclosure, and does not include real estate owned (REO) in either the numerator or the denominator. Freddie Mac notes that their delinquency rate “[e]xcludes mortgage loans whose original contractual terms have been modified under an agreement with the borrower as long as the borrower complies with the modified contractual terms.” As an example, after Hurricane Katrina, Freddie Mac modified a number of loans affected by the storms.

FDIC-insured Banks & Thrifts

Source: Federal Deposit Insurance Corporation

The delinquency rate for FDIC banks and thrifts covers loans 90+ days delinquent, including those in foreclosure and in non-accrual status, and does not include real estate owned (REO) in either the numerator or the denominator. The universe of loans covered by this series also

includes a large number of “owner-occupied” commercial loans – loans supported by the income of the resident business rather than by rent and lease payments. In a 2007 analysis by MBA of the ten banks with the largest commercial mortgage portfolios, approximately half, in dollar volume, of their commercial (non-multifamily) loan portfolio was comprised of these “owner-occupied” properties.



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