

## Negotiated Pools Overview

In today's increasingly complex credit and capital markets, you need flexible multifamily products and services to help you achieve your business goals. Whether you're looking to reduce risk, secure liquidity, or relieve regulatory pressure—our team can help by drawing on extensive knowledge of the commercial mortgage-backed securities (CMBS) and private whole loan sale markets.

### Meet Your Goals

- Take advantage of balance sheet restructuring by strategically considering sales of loan pools or swaps of loans in your overall mortgage portfolio management strategies.
- Improve the liquidity of your portfolio with our ability to structure seasoned loan transactions.
- Manage and mitigate your concentration risks, be they credit, geographic, or borrower, by selling or securitizing your loans.
- Improve asset value relative to whole loans when you securitize your loans with our mortgage-backed securities (MBS).

### Our Products

- Cash Sale – Sell whole loans to Fannie Mae for cash, the simplest and most straightforward transaction to quickly generate new funds for your firm.
- MBS Swap – Exchange whole loans for Fannie Mae guaranteed MBS to be held in your portfolio or sell to a capital markets investor for immediate liquidity.
- WAS REMIC – Fannie Mae tranches risk in a senior and subordinate capital structure, which gives you the option of retaining or selling bonds to the market or to Fannie Mae.

### General Product Requirements and Features

- Permanent loans on multifamily rental properties comprised of five or more units.
- Loans must be closed, or “seasoned,” prior to purchase.
- Target pool size is \$100 million.
- Lender recourse may vary depending on underlying collateral (as analyzed by Fannie Mae).

### Process

We understand that a pool transaction is a complex and intricate process that affects many aspects of your business. That's why we have assembled an experienced team that will work with you from pricing, through due diligence, and to closing. Although each transaction varies depending on pool size, data quality, and uniformity of loans, you can expect the entire process—from initial tape to funding—to take about eight to ten weeks.

- Pricing. Includes evaluating and scrubbing the ‘data tape’ to ensure initial compliance, determining the best transaction type based on your preferences and market conditions, and providing indicative bids.
- Loan Due Diligence. Involves thorough data, credit, and legal review management.
- Rate Locking. Managing your interest rate exposure.
- Closing and Funding. Entails executing legal contracts and releasing funds.

## **For More Information**

Contact a member of our Negotiated Pools team to learn more about how we can help you meet your unique needs. Our core team is backed by an ensemble of professionals specializing in capital markets, operations, credit, legal, disclosure, and more.

- Michele Evans, Vice President: 301-204-8050
- Rick Wolf, Vice President: 215-575-1576
- Jeffrey Ketron, Director: 301-204-8203
- Hilary Provinse, Director: 301-204-8182