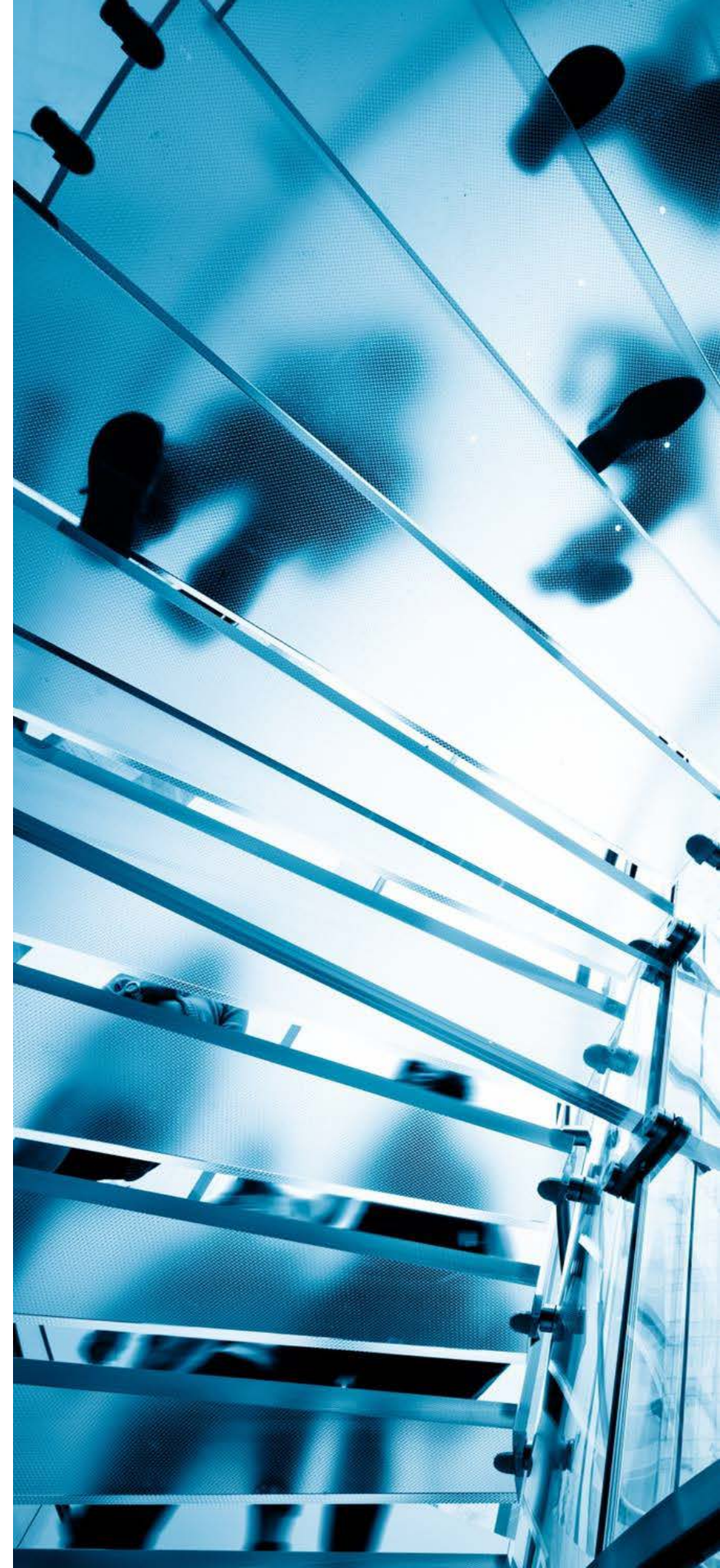


*Presentation for:*

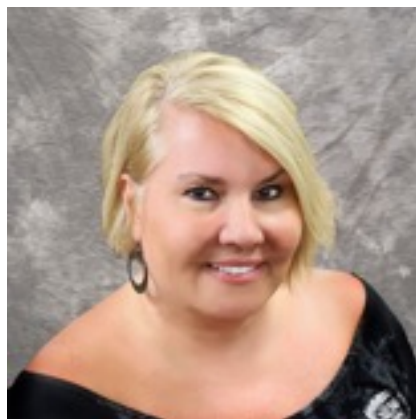
Marcus & Millichap

# 1ST SERVICE SOLUTIONS

*Presented by: Ann Hambly, Founder and CEO*



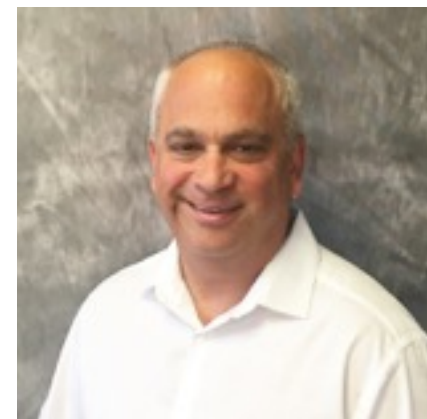
# Speakers



**Ann Hambly**  
Founder & CEO



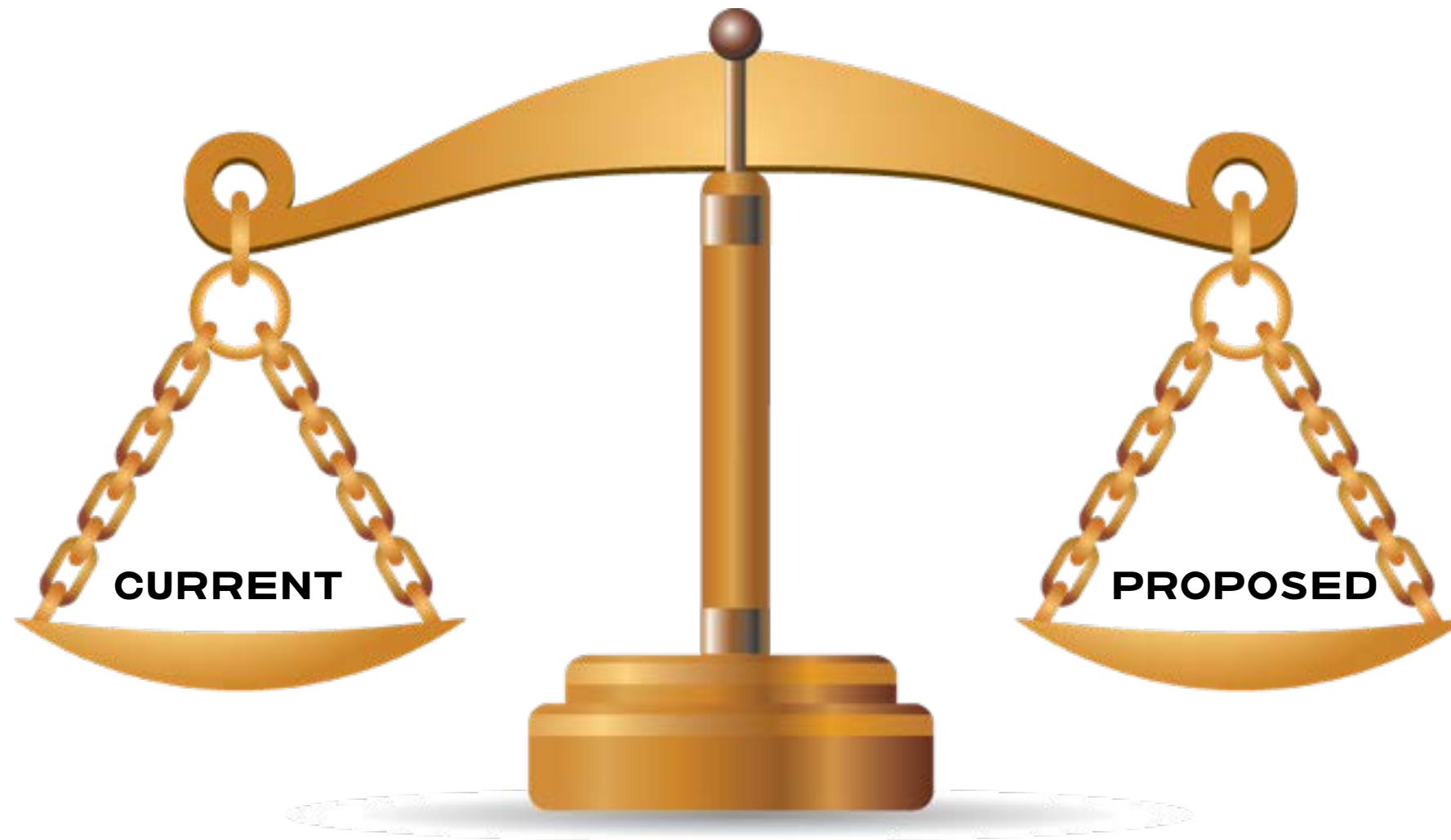
**Tim Looney**  
Borrower Advocate  
Broker Relations



**Rob Seidenwurm**  
SVP of Legal Outreach

# CMBS Assumptions

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Sponsor

Property Manager

Guarantor(s) Net Worth & Liquidity



# CMBS Maturity Market

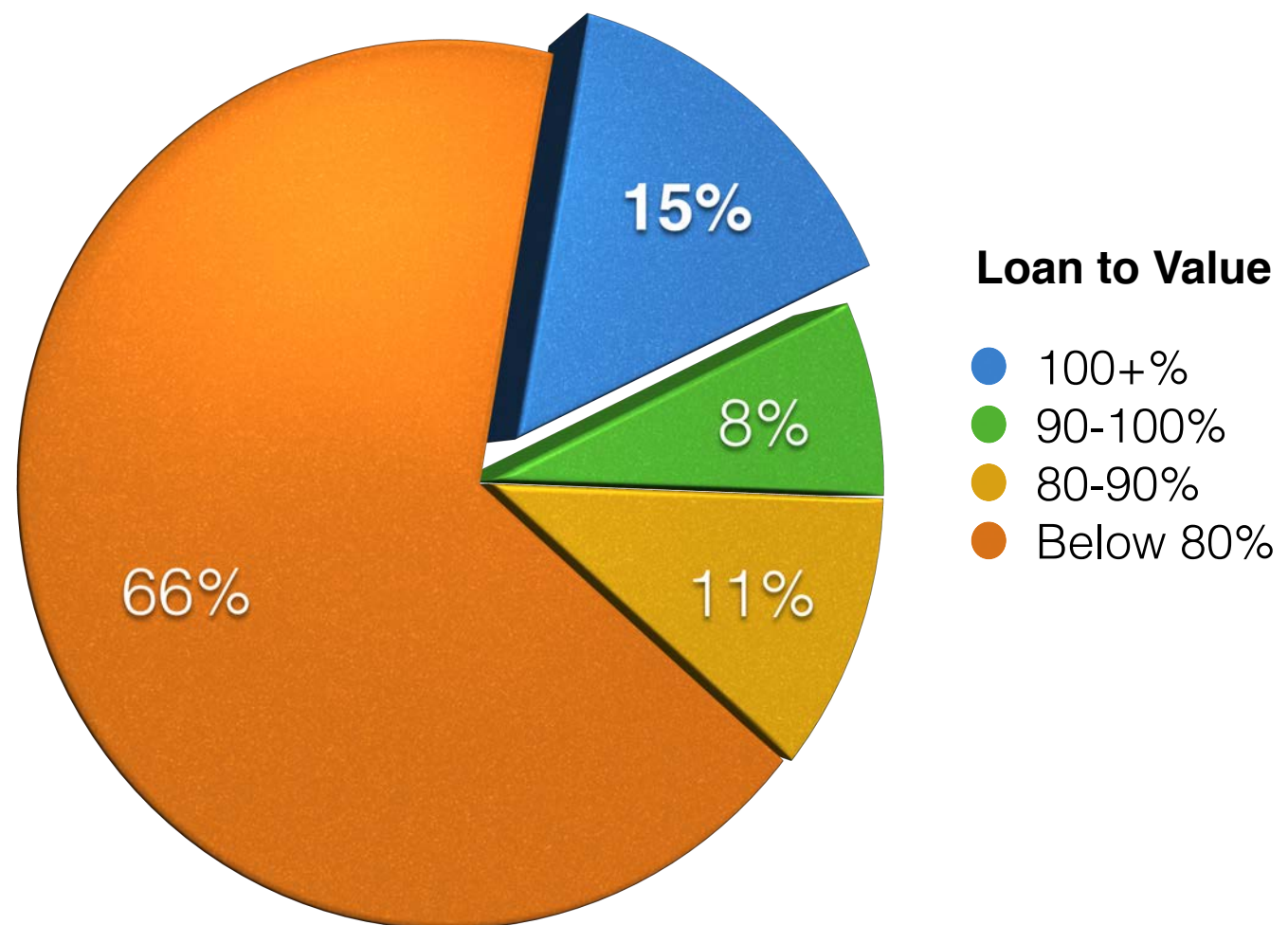


# 2015 CMBS Maturities (by LTV)

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- **\$86.9** Billion
- **8,231** Loans

*as reported by Morningstar*

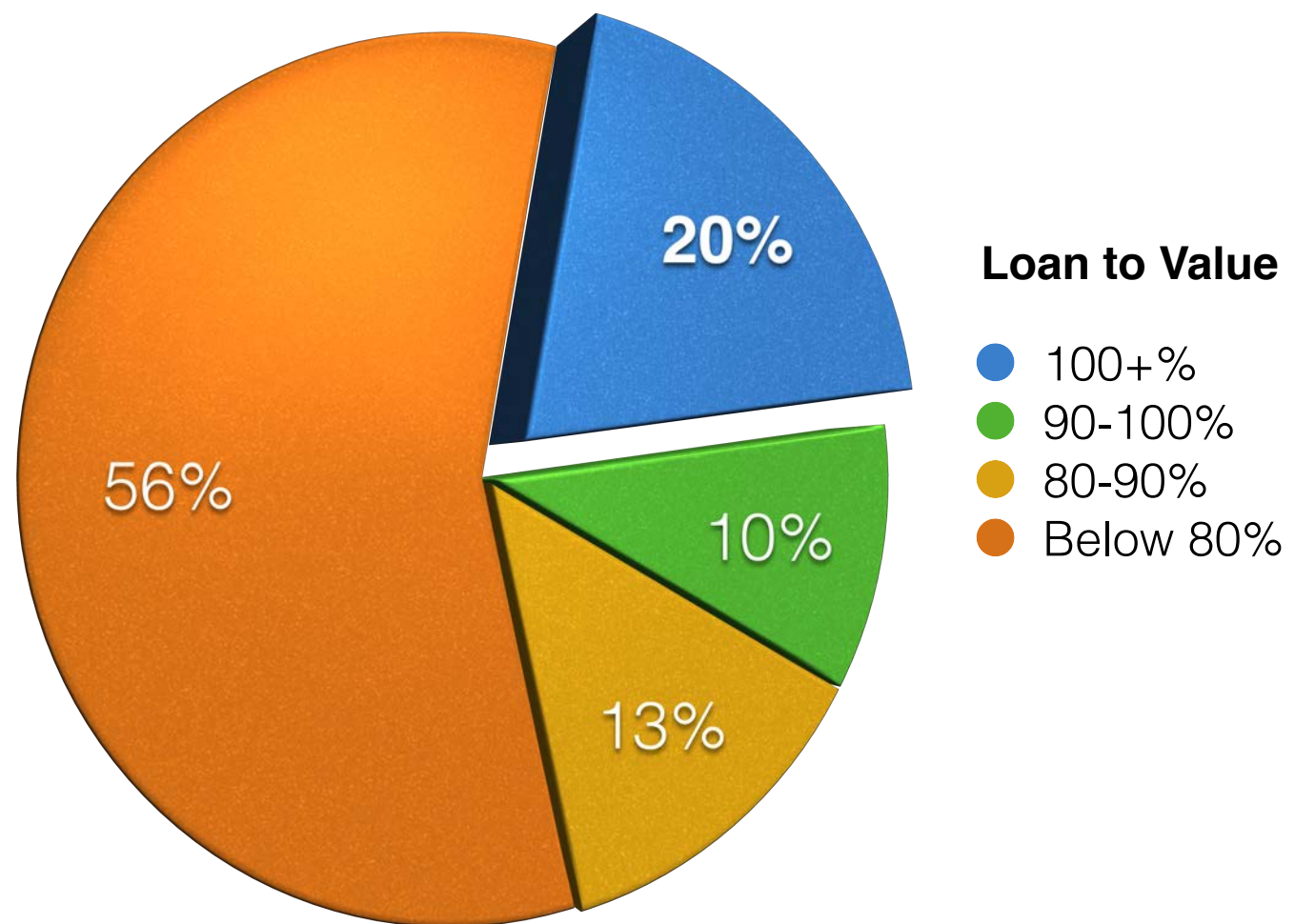


# 2016 CMBS Maturities (by LTV)

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- **\$128.07** Billion
- **8,804** Loans

*as reported by Morningstar*



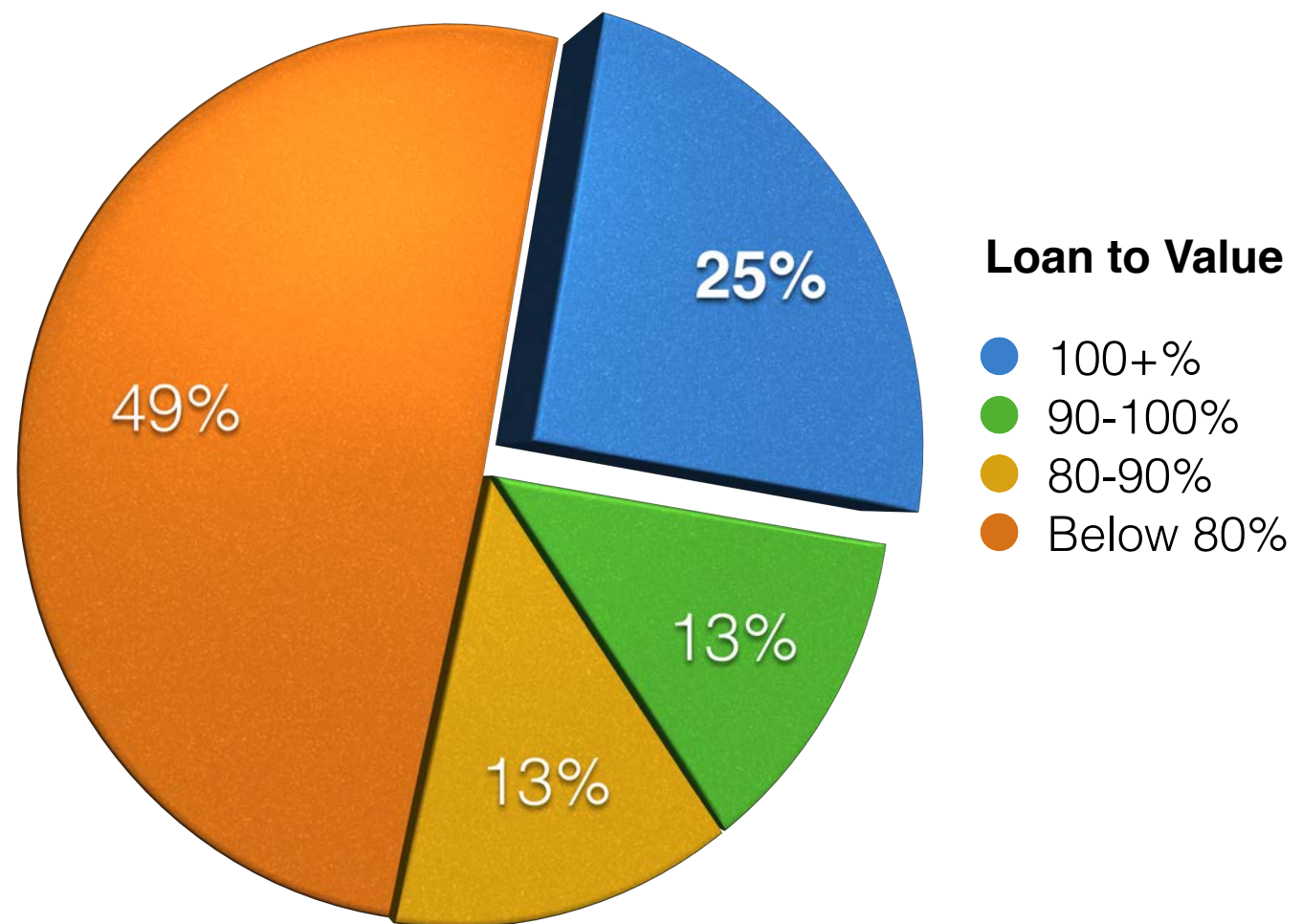


# 2017 CMBS Maturities (by LTV)

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- **\$123.99** Billion
- **8,574** Loans

*as reported by Morningstar*



# Multifamily & Senior Housing Only





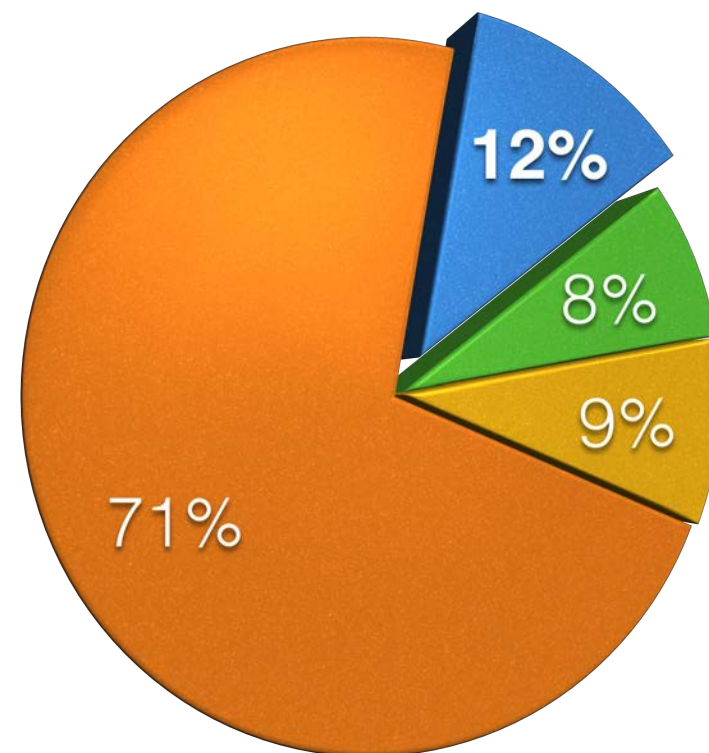
# 2015 CMBS Maturities (by LTV)

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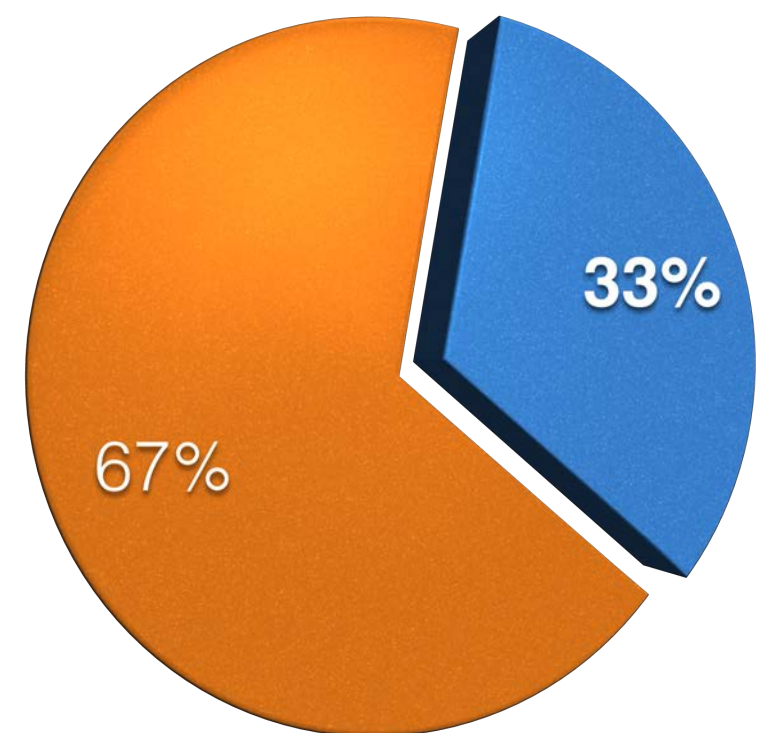
- **\$5.07** Billion
- **743** Loans

*as reported by Morningstar*

Multifamily



Senior Housing



Loan to Value



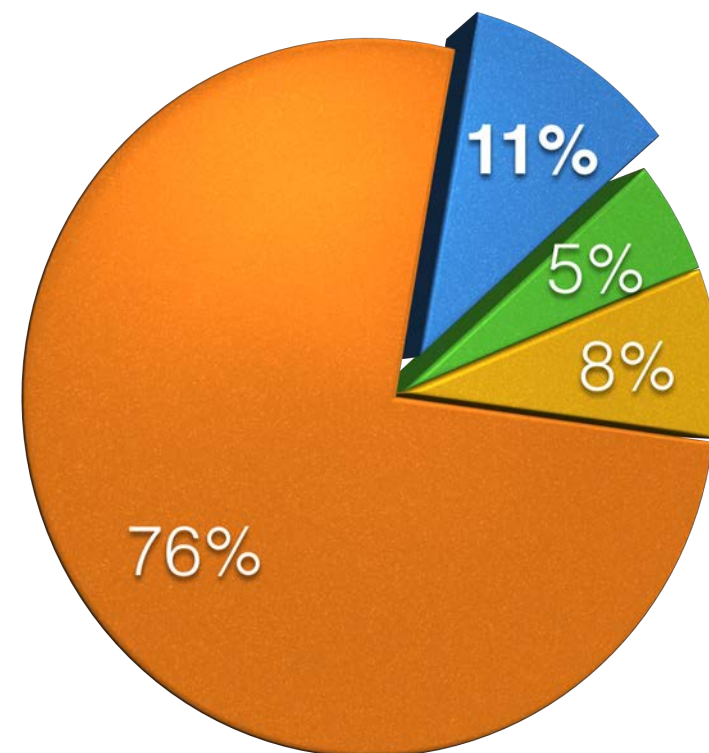
# 2016 CMBS Maturities (by LTV)

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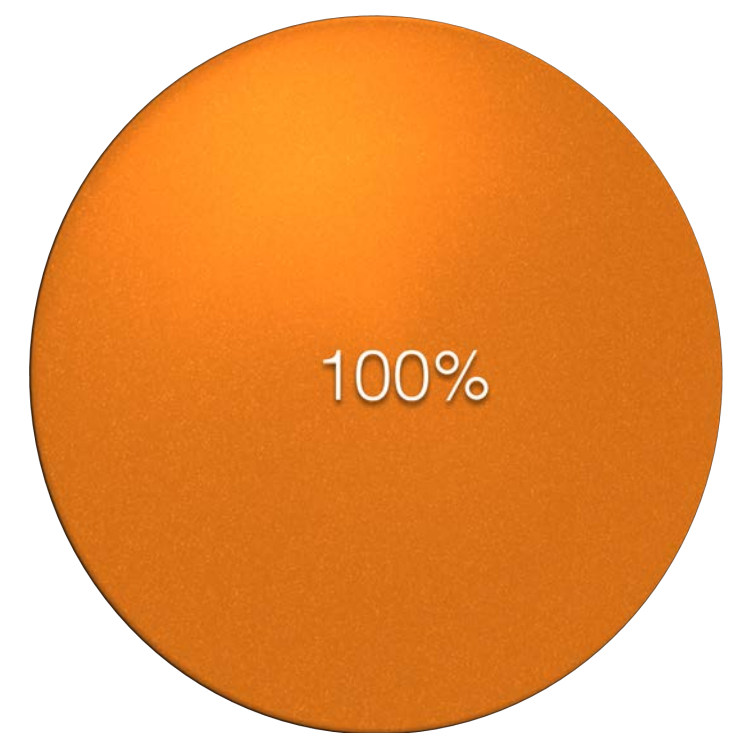
- **\$24.02** Billion
- **2,169** Loans

*as reported by Morningstar*

Multifamily



Senior Housing



Loan to Value



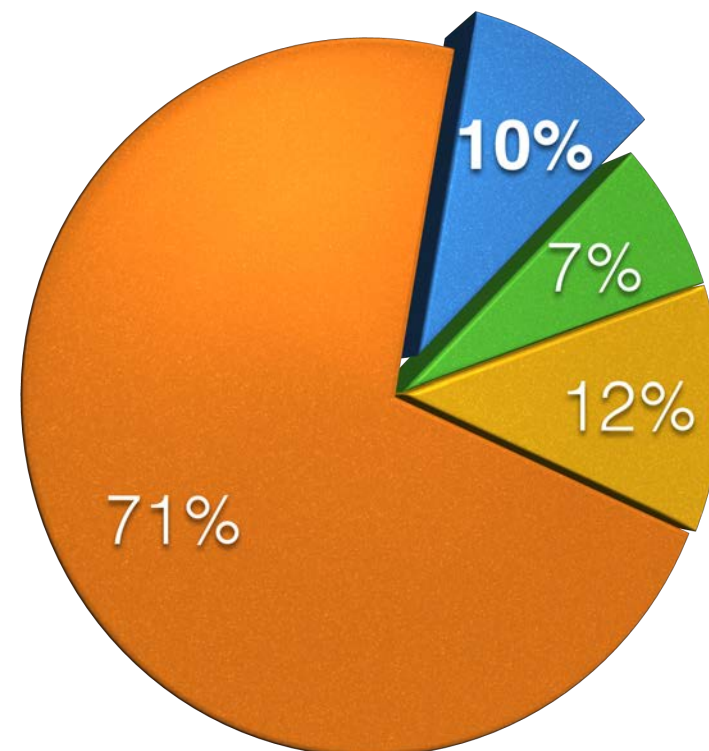
# 2017 CMBS Maturities (by LTV)

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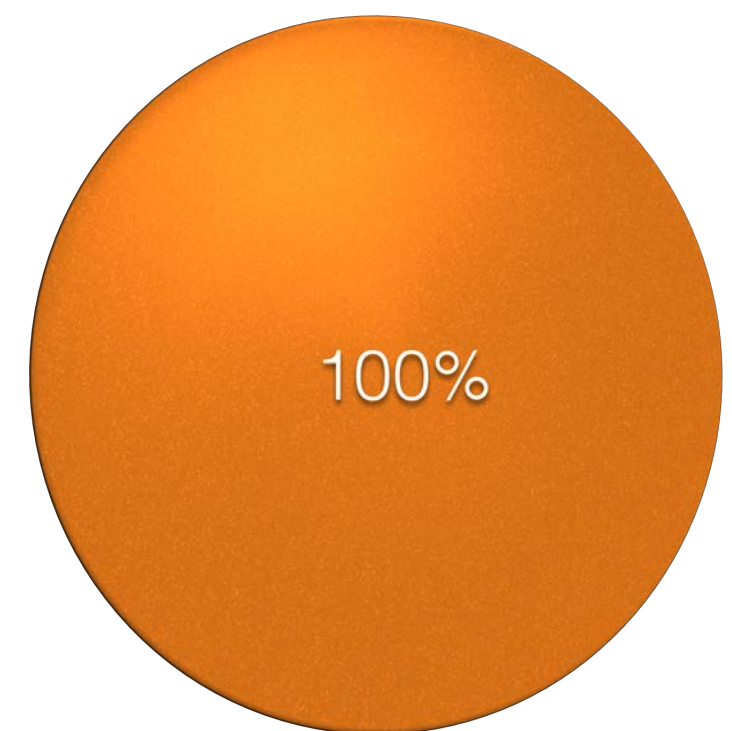
- **\$25.24** Billion
- **3,092** Loans

*as reported by Morningstar*

Multifamily



Senior Housing

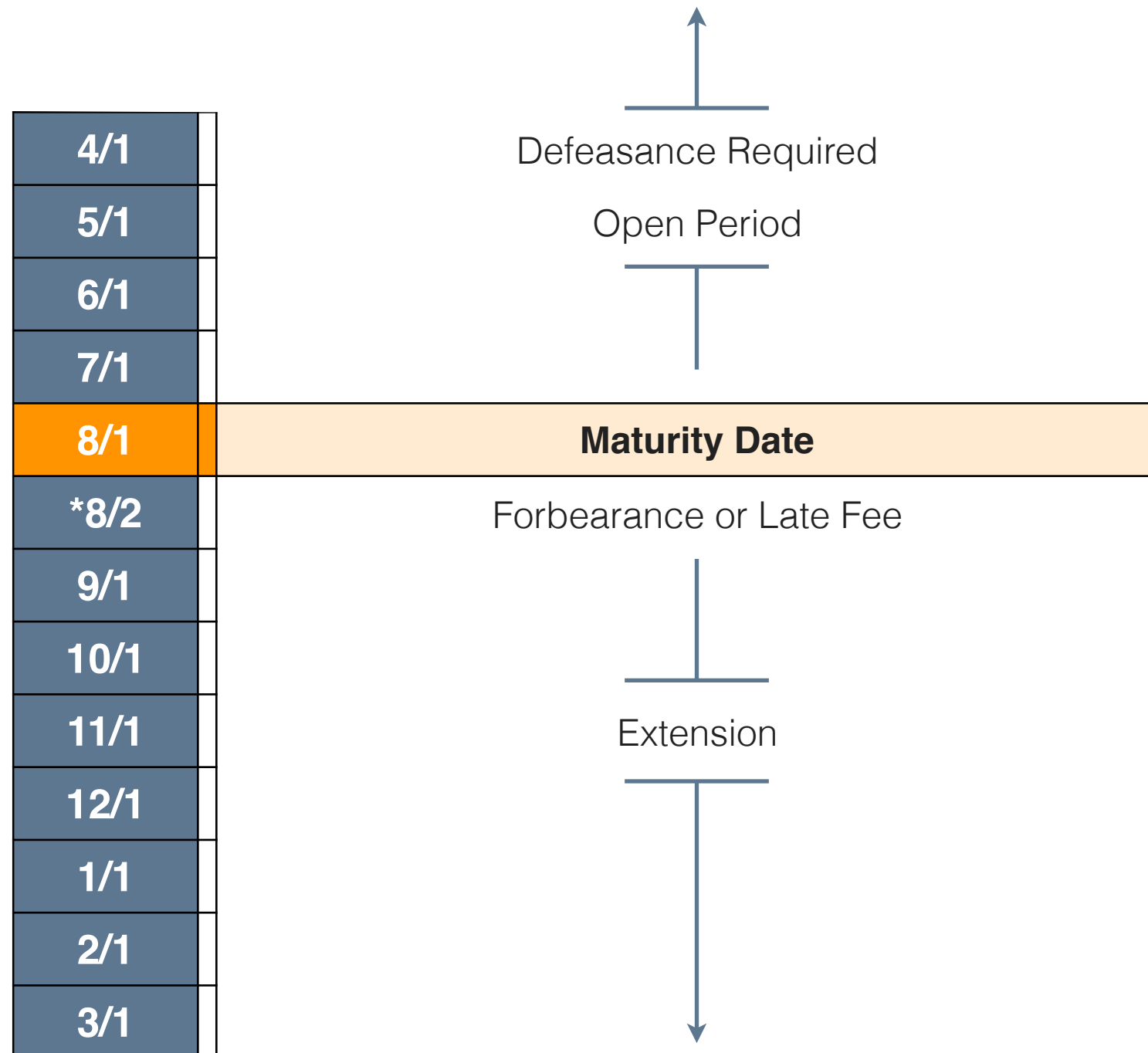


Loan to Value





# Payoff Timing



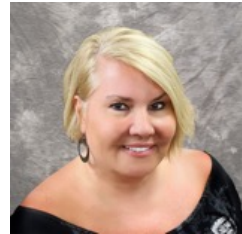
# LTV Test

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	< 80%	80% - 90%	90% - 100%	> 100%
Discounted Payoff				X
Short Sale				X
Extension		X	X	

# Contact Us

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[www.1stsss.com](http://www.1stsss.com)

