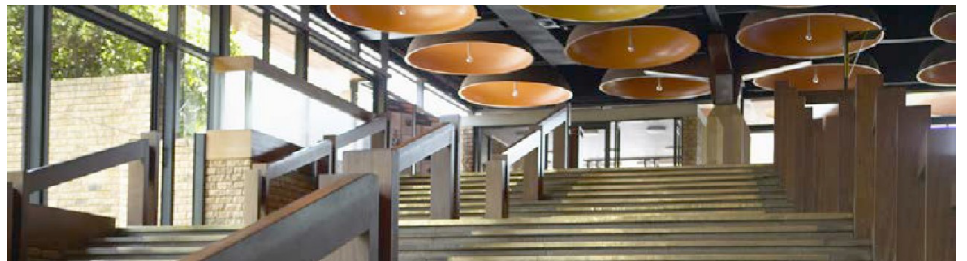


Modifying Your CMBS Loan



Commercial Loan Workout

- What are the basic types of restructures?
- Who are the parties involved in the process & what are their roles?
- How long does the process usually take?
- What impacts the Special Servicer's decision?
- Why do you need an advocate?



Do you know the types of restructures available, the parties involved, and the details of the process? Find out why you need an advocate while going through this process.



What are the basic types of restructures?

1. Maturity Date Extension – an extension of the maturity date only when you can prove that you are not able to obtain sufficient replacement financing to pay your loan off at maturity.

2. Payment Modification – modification of the payment terms such that the income from the property supports the new payment.

3. Debt Deferral – when the value of the property is less than the current loan amount and it is foreseeable that the value will return to the loan amount by the maturity date of the loan, a common type of restructure is the AB note split. The original note is split into two parts; an A note and a B note.

- The A note will essentially equal the appraised amount of the property or the amount of debt the current property's cash flow will support today.
- The B note will be the difference between the original note amount and the A note amount. The B note will typically not accrue interest and will essentially be due upon final payoff of the debt at the original or extended maturity.
- The borrower will be required to bring new equity in at the time of the modification. The new equity is often equal to the amount of capital (TI, LC) dollars the property will require between modification date and maturity, or roughly 10% of the A note.
- At the ultimate liquidation/payoff of the loan, the proceeds are distributed according to a set waterfall. The typical waterfall will be: A note, borrower's new equity plus a preferred rate of return on the new equity, then a split on the remaining proceeds (a portion to pay down the B note and a portion to the borrower). Any balance on the B note after the waterfall is typically forgiven.

All restructures fall into four (4) basic categories, but just like food on a menu, each category can be ordered many different ways.



What are the basic types of restructures? (continued)

4. Discounted Payoff – when the value of the property is less than the current loan amount and it is clear that the value will likely NOT return to the loan amount by the maturity date of the loan, a form of discounted payoff is considered. A discounted payoff can take many forms:

- **Note sale** - Often the Special Servicer will validate the amount the borrower is paying for the discounted pay off by posting the note for auction. This insures the Special Servicer it is getting the highest price in the market.
- **Short Sale** - If the note is not auctioned, another way to validate that true market price is paid for the transaction is by marketing the property for sale and allowing the buyer to pay off the loan for the sale price; thereby eliminating a foreclosure on the borrower's record.



Who are the parties and what are their roles?

Primary Servicer – this is typically the loan originator and when there is a primary Servicer, this will be the company that the borrower has daily contact with and where payments are made to.

Master Servicer – The Master Servicer is responsible to the CMBS Trust for the actions of the primary Servicer and is the entity which holds the Servicer rating. Therefore, all borrower requests submitted to the primary Servicer will require the review and approval of the Master Servicer. The Master Servicer is generally not able to waive or modify terms of any loan in the CMBS pool. Most material servicing requests, such as assumptions will require the approval of the Special Servicer.

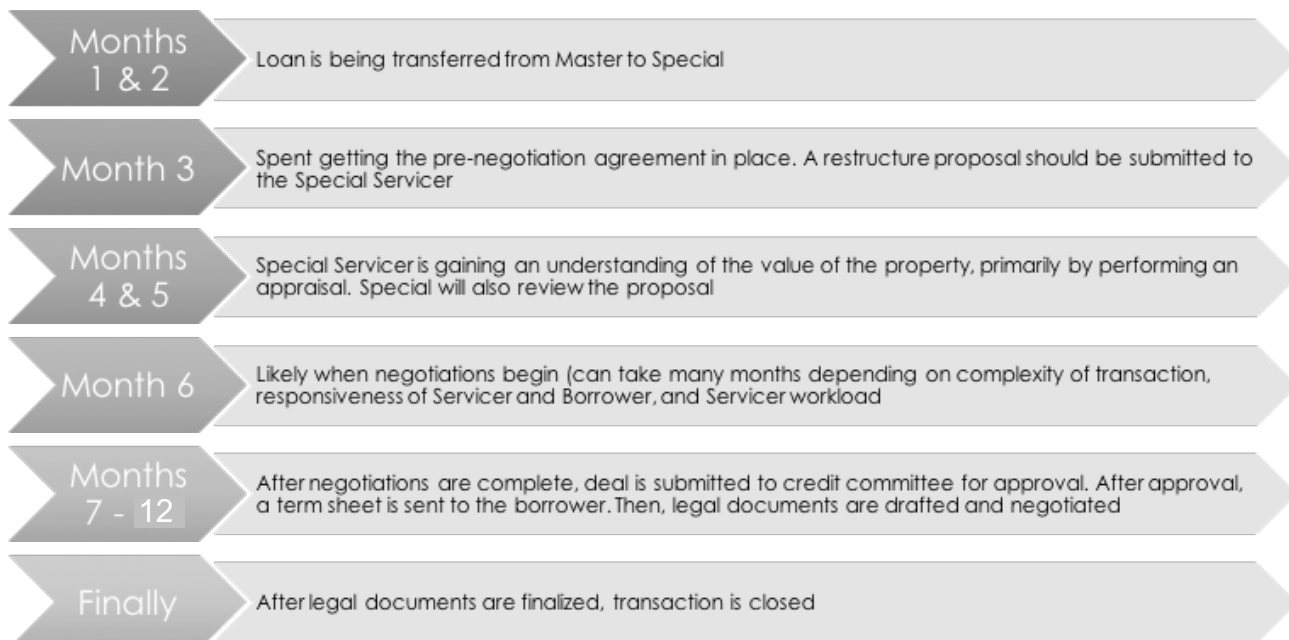
Special Servicer – Upon the occurrence of a default or the notification of an imminent default, the administration of the loan transfers to the Special Servicer. The Special Servicer also retains approval rights over material servicing actions such as assumptions. The Special Servicer is selected by the Controlling Certificate Representative (“CCR”) of the CMBS pool, and often is a related entity to the CCR. Most often the CCR retains the right to direct the actions of the Special Servicer on defaulted loans and for assumption approvals.

CCR – the investor of the most subordinate bond class at any given time. Given that losses come out of the lowest rated bonds first, they play an active role in the monitoring the performance of loans in the pool, make decisions on key loan issues and appoint and/or terminate the Special Servicer.

Trustee – the trustee’s primary role is to hold all the loan documents and distribute payments received from the Master Servicer to the bond holders.



How long does the process typically take?





What impacts the Special Servicer's decision?

There are a number of factors that impact the Special Servicer's decision about whether to modify or foreclose and then what type of modification to consider. As of 2016, these factors often far outweigh all real estate considerations and are often counter intuitive. Here is a sample of some of these factors (not an all inclusive list):

- 1. CCR** – until about 2013, a large amount of the CCRs were affiliated with the Special Servicer assigned to the pool. Due to the large amount of losses in those pools, the lowest rated bond holder moved to other entities and in some pools, the losses are in the originally rated AAA bonds. The CCR has the ultimate authority in defaulted loans. That is why one special servicer may take a completely different approach on two seemingly similar situations - there are different decision makers.
- 2. Bond Position of the Special Servicer** – or, who will be hit with the loss when one is taken.
- 3. Special Servicer dynamics** – (a) menu (some special servicers will entertain certain types of modification structures that another special servicer won't), (b) agenda (i.e.; some special servicers are gearing up to put loans in a note auction), (c) negative predisposition to giving borrowers a concession of any sort.
- 4. Asset Manager personalities** – some asset managers are interested in working out deals, some are interested in foreclosing, and there are some who merely don't respond to borrower requests at all. This may be shocking but it is no different than anywhere else in life. There is no way to fight this, but it is most important to KNOW IT going in!
- 5. Fees** – although most borrowers would say this is the number one driver of a special servicer's decision, it is important to note that the special servicer receives a disposition fee on every deal once it is resolved, regardless of the resolution. Fees really don't drive the special servicer decisions as much as many people think.

One Special Servicer may take completely different approach on two seemingly similar situations.



Why do you need an advocate?

There are several key points that good CMBS Loan Restructuring Firms should feature on its resume;

1. Industry Experience: Anybody who has ever had a loan of any kind can put up a sign and call themselves a Loan Restructuring Firm. Anybody who has ever had a CMBS loan will immediately tell you that CMBS is unlike virtually any other loan product out there. The rules are not the same, neither is the process of getting a restructure. That's why it is CRITICAL that a CMBS Loan Restructuring Firm have a staff with years (Decades!) of CMBS Loan **SERVICING** experience. Notice that I said "SERVICING" experience, not "loan" experience. When you are working on a restructure of your CMBS loan, you will be working with loan **SERVICERS**, not Originators, or Appraisers or Underwriters, and ESPECIALLY not Attorneys! You want someone that has "been there, done that and has the t-shirt to prove it"! The processes and considerations for getting a restructure are complex and involve MANY things other than the borrower, the asset and the request. Someone who has Servicing experience will know what those things are and how to navigate the mine-laden waters to a safe harbor.
2. Tenure of Company: We see it all the time; when markets decline, and new origination falls off, many originators and other industry types (other than loan servicers) try to fill the slow down by working in the restructure space until things improve, then they go back to doing whatever they did before and leave restructuring behind. The problem with that concept is that the CMBS market is an ever-evolving animal. Favored restructure methods and strategies are always changing as Special Servicers and Investors change THEIR philosophies. What worked last year, or even 6 months ago, may not work today. CMBS Loan Restructuring Firms that have been in the business for many years adapt with the market and can even help shape new trends. If you're constantly popping in and out of the market, you will be sadly behind the times, potentially at the expense of your client (the Borrower).

There are many CMBS Loan Restructuring Firms in the market to choose from. How do you know who you should trust?



Why do you need an advocate? (continued)

3. Fee Structure: Are the fees front-loaded so that there is little or no incentive to produce results? Or are the fees structured such that the borrowers and CMBS Loan Workout Firm's interests are aligned and focused on getting a deal done?

4. Legal Approach or Business Approach: Don't get me wrong, I have many friends that are attorneys, and, YES, there are certain times and situations that call for a legal approach to a situation. BUT, know that as soon as you bring an attorney into the mix, the Special Servicing Asset Manager, who is the person responsible for getting your proposal through his credit committee, will virtually ALWAYS shut down communication and send all contact through his counsel. This usually serves no point, except for slowing down the process and greatly increasing legal fees to get a deal done. You are MUCH better served by trying to get a deal done with the Business side first, then, and only as a last resort, introducing legal counsel into the process.

In the end, not all CMBS Loan Restructuring Firms are created the same. Check out reputations, check out past successes, find out what the approach of choice is for a firm before you engage. The fact is, not all firms are in business to help the borrower. Some are in it to get your initial fee, then move on to the next deal, yielding poor results for the borrower. In the long run a little bit of diligence can go a long way towards increasing your chances of success.



The Original Borrower Advocate

Ann Hambly formed 1st Service Solutions in November 2005 after spending her entire career in commercial real estate servicing. In her role as CEO of Prudential's servicing, where she managed various types of loans (FHA, Fannie Mae, Life Company, CMBS, etc.), it was clear that one thing missing from CMBS loans from a borrower's perspective was the "relationship manager." After the loan was securitized, there was no one for the borrower to reach out to when they were having problems and needed help. After seeing the high level of frustration of borrowers first-

hand, she finally decided to fill that need and created the first-ever firm devoted to serving as a borrower's relationship manager. In 2006, this role was named "Borrower Advocate."

Today, the firm has advocated more than \$25 Billion of commercial real estate loans for owners. The team is primarily made of full time senior people from various servicing shops; which is essential to being a successful advocate for a borrower.

Commercial Real Estate Loan Restructures and Assumptions



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Message from Ann:

"No one cares how much you know, until they know how much you care."

