# SALE ANNOUNCEMENT \$8,564,984 Small Balance Loan Portfolio Sale 

## COLLATERAL: Multifamily and Mixed-Use

LOCATION: $\quad$ Concentration in CA (54.1\%); AZ, IL, MA, NJ, NY, OR
PERFORMANCE: $\quad$ Performing (60.2\%) and Non-Performing (39.8\%)

## Overview

\$8,564,984 Small Balance Loan Portfolio Sale (the "Loan Sale") conducted by Mission Capital Advisors, LLC ("Mission" or "Loan Sale Advisor") on behalf of an unidentified Seller ("Seller").

## Sale Structure

Mission has been retained as the exclusive Loan Sale Advisor to the Seller for the sale of a portfolio of loans secured by multifamily and mixed-use properties located in numerous states with a concentration in CA (the "Portfolio", "Loans" or "Assets"). The Assets are being offered on a sealed bid basis.

On behalf of the Seller, Mission is initially soliciting indicative bids from prospective bidders (the "Prospective Bidders") for the purchase of: (a) any loan individually, (b) any combination of loans, or (c) the entire Portfolio pursuant to the Loan Sale timeline attached hereto. Preference will be given to portfolio bids.

Mission Capital, in conjunction with the Seller, and at the sole and absolute discretion of the Seller, will then invite multiple final bidders (the "Final Bidders") to complete due diligence and submit non-contingent bids for the Assets.

| Delinquency Status | Count | UPB | WA WA |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Origination | Maturity | WA Rate |
| 0-29 DPD | 10 | \$4,872,966 | 10/29/06 | 1/26/34 | 3.9\% |
| 30-59 DPD | 1 | \$281,356 | 11/17/06 | 12/1/36 | 4.2\% |
| 60-89 DPD | 1 | \$296,117 | 1/17/07 | 2/1/37 | 4.7\% |
| $90+$ DPD | 2 | \$3,114,545 | 5/18/07 | 6/17/37 | 3.6\% |
| Grand Total | 14 | \$8,564,984 | 1/13/07 | 7/2/35 | 3.9\% |

## Highlights \& Sale Summary

The Loan Sale offers Prospective Bidders the opportunity to acquire a portfolio of small balance loans secured by various real estate and business assets.

- The Portfolio has an average balance of approximately $\$ 600,000$ and a WA Maturity of July 2035.
- The portfolio has a WAC of $3.9 \%$ with a WA Spread of $2.6 \%$.
- All loans are currently operating under their original loan terms, as none of the loans have been modified since origination.
- The portfolio exhibits strong amortization with current loan balance down approximately $22 \%$ since origination.
- Detailed Portfolio stratifications may be found in Exhibit A (pg. 4-5). The Loan Sale must be closed in accordance with the timeline attached hereto.


# $\square$ MISSION <br> $1 /$ CAPITAL 

## Sale Structure

Prospective Bidders are subject to qualification by Mission and/or Seller (qualification process will be initiated by Mission as deemed necessary). Access to the Due Diligence Materials will be provided to Prospective Bidders solely at the discretion of Mission and/or the Seller and may be withheld for any reason.

The Seller, in conjunction with Mission, have prepared a comprehensive array of due diligence data (the "Due Diligence Materials"), which will be made available to Prospective Bidders that have executed, and are subject to the terms of, the Confidentiality Agreement (the "Confidentiality Agreement"), which can be accessed on the transaction offering email or by visiting www.missioncap.com/transactions. Included in the Due Diligence Materials will be an Offering Memorandum for the Loans (the "Offering Memorandum") prepared by Mission, comprehensive bidding instructions, the terms of sale and the Seller's required form of Loan Sale Agreement for Sale and Purchase of Loans (the "Loan Sale Agreement").

Mission is initially soliciting indicative bids for the Loans. Prospective Bidders are encouraged review the Due Diligence Materials and submit indicative bids in accordance with the proposed timeline

After receipt of indicative bids, Mission, in conjunction with the Seller, will select Final Bidders to complete final due diligence before submitting non-contingent offers on the Final Bid Date (the acceptance of which by Seller will require immediate execution of pre-negotiated Loan Sale Agreement by Prospective Bidder accompanied by a $10 \%$ non-refundable wire funds deposit).

Additional information will be provided to Bidders via Mission's online due diligence site. Such information may include detailed loan documents, pay histories, environmental reports, litigation documents (if applicable), and financial statements, in both computer file and imaged formats.

Please e-sign or return an executed Confidentiality Agreement to Mission Capital at nda@missioncap.com. PLEASE NOTE THAT E-SIGNATURES WILL BE PROCESSED IN TOP PRIORITY WHILE EMAIL SIGNATURES ARE PROCESSED AT THE END OF EACH BUSINESS DAY.

All inquiries should be directed through Mission Capital. Neither the Seller, Borrower, Borrower affiliates or Guarantors are to be contacted. Investors are required to strictly adhere to the terms of the Confidentiality Agreement.

## Loan Sale Agreement

The Seller will make its required form of Loan Sale Agreement available to Final Bidders. Pursuant to the Loan Sale Agreement, the Seller is selling its Loans subject only to those representations and warranties explicitly stated in the Loan Sale Agreement. No other representations or warranties, either expressed or implied, shall apply.

No obligation to sell shall be binding on Seller unless and until a written contract of sale or Loan Sale Agreement is signed and delivered by Seller.

## Timeline

The transaction contemplated herein has been scheduled as follows:

| Loan Sale Timeline |  |
| :--- | :---: |
| Event | Date |
| Sale Announcement Distributed | Wednesday, March 14, 2018 |
| Initial Data Distribution | Wednesday, March 14, 2018 |
| Indicative Bid Date | Wednesday, March 28, 2018 |
| Best \& Final Bid Date | Wednesday, April 18, 2018 |
| Winning Bidder Selected | Thursday, April 19, 2018 |
| 10\% Non-Refundable Deposit Due | Friday, April 20, 2018 |
| Closing Date on or Before | Friday, April 27,2018 |

## Mission Capital Contacts

## Asset Sale Discussions

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## Disclaimer

NO OBLIGATION TO SELL SHALL BE BINDING ON SELLER UNLESS AND UNTIL A WRITTEN CONTRACT OF SALE OR LOAN SALE AGREEMENT IS SIGNED AND DELIVERED BY SELLER. THE SELLER RESERVES THE RIGHT, AT ITS SOLE AND ABSOLUTE DISCRETION, TO WITHDRAW THE ASSETS FROM THE ASSET SALE, AT ANY TIME. THIS SALE ANNOUNCEMENT HAS BEEN PREPARED TO ASSIST THE RECIPIENT IN DECIDING WHETHER TO PROCEED WITH FURTHER INVESTIGATION OF THE ASSETS. WHILE THE INFORMATION INCLUDED HEREIN IS BELIEVED TO BE ACCURATE AND RELIABLE, SELLER, MISSION AND THEIR RESPECTIVE SUBSIDIARIES, AFFILIATES, AGENTS, ASSIGNEES, OFFICERS, TRUSTEES, DIRECTORS, SERVICERS AND EMPLOYEES MAKE NO REPRESENTATIONS OR WARRANTIES, EXPRESS OR IMPLIED, AS TO THE ACCURACY OR COMPLETENESS OF SUCH INFORMATION, INCLUDING BUT NOT LIMITED TO THE VALIDITY OR PRIORITY OF ANY LIENS AND THE VALUE OF ANY COLLATERAL. ONLY THOSE REPRESENTATIONS AND WARRANTIES THAT ARE MADE BY THE APPLICABLE SELLER TO A PROSPECTIVE BIDDER IN A DEFINITIVE, EXECUTED ASSET SALE AGREEMENT SHALL HAVE ANY LEGAL EFFECT.

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## $\nabla{ }^{r}$ MISSION CAPITAL

## Exhibit A - Portfolio Stratifications



|  | \% |  |  | Average |  | Original | WA | WA |  | WA WA Days |  | Balance Balance 30- Balance 90+ |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Delinquency Status | Count | Count | UPB | \% UPB | Balance | Balance | Origination | Maturity | WA Rate | Spread | PD | Current | 90 Days PD | Days PD |
| 0-29 DPD | 10 | 71.4\% | \$4,872,966 | 56.9\% | \$487,297 | \$6,365,750 | 10/29/06 | 1/26/34 | 3.9\% | 2.7\% | 4 | 100.0\% | 0.0\% | 0.0\% |
| 30-59 DPD | 1 | 7.1\% | \$281,356 | 3.3\% | \$281,356 | \$370,000 | 11/17/06 | 12/1/36 | 4.2\% | 2.9\% | 41 | 0.0\% | 100.0\% | 0.0\% |
| 60-89 DPD | 1 | 7.1\% | \$296,117 | 3.5\% | \$296,117 | \$360,000 | 1/17/07 | 2/1/37 | 4.7\% | 3.4\% | 72 | 0.0\% | 100.0\% | 0.0\% |
| $90+$ DPD | 2 | 14.3\% | \$3,114,545 | 36.4\% | \$1,557,273 | \$3,940,000 | 5/18/07 | 6/17/37 | 3.6\% | 2.4\% | 252 | 0.0\% | 0.0\% | 100.0\% |
| Grand Total | 14 | 100.0\% | \$8,564,984 | 100.0\% | \$611,785 | \$11,035,750 | 1/13/07 | 7/2/35 | 3.9\% | 2.6\% | 98 | 56.9\% | 6.7\% | 36.4\% |


| Balance Bucket | \% |  |  | Average |  | Original <br> Balance | $\begin{array}{r} \text { WA } \\ \text { Origination } \\ \hline \end{array}$ | Maturity | WA Rate | WA Spread | $\begin{aligned} & \text { Days } \\ & \text { PD } \end{aligned}$ | Balance Balance 30-Balance 90+ |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| < \$300,000 | 4 | 28.6\% | \$1,050,497 | 12.3\% | \$262,624 | \$1,392,000 | 5/24/06 | 6/6/36 | 4.2\% |  | 31 | 45.0\% | 55.0\% | 0.0\% |
| \$300,000-\$400,000 | 2 | 14.3\% | \$675,719 | 7.9\% | \$337,859 | \$830,000 | 1/15/08 | 1/31/38 | 4.1\% | 2.8\% | 13 | 100.0\% | 0.0\% | 0.0\% |
| \$400,000-\$500,000 | 4 | 28.6\% | \$1,768,114 | 20.6\% | \$442,028 | \$2,315,000 | 9/22/06 | 10/4/36 | 3.7\% | 2.5\% | 108 | 73.5\% | 0.0\% | 26.5\% |
| > \$700,000 | 4 | 28.6\% | \$5,070,655 | 59.2\% | \$1,267,664 | \$6,498,750 | 2/22/07 | 7/11/34 | 3.8\% | 2.6\% | 119 | 47.8\% | 0.0\% | 52.2\% |
| Grand Total | 14 | 100.0\% | \$8,564,984 | 100.0\% | \$611,785 | \$11,035,750 | 1/13/07 | 7/2/35 | 3.9\% | 2.6\% | 98 | 56.9\% | 6.7\% | 36.4\% |



| Rate Type | Count | $\begin{array}{r} \% \\ \text { Count } \end{array}$ | UPB | \% UPB | Average Balance | Original <br> Balance | WA <br> Origination | Maturity | WA Rate | $\begin{array}{r} \text { WA } \\ \text { Spread } \end{array}$ | WA Days PD | Balance Current | Balance 30- <br> 90 Days PD | Balance 90+ Days PD |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Floating | 9 | 64.3\% | \$6,323,795 | 73.8\% | \$702,644 | \$8,025,000 | 3/6/07 | 3/27/37 | 3.9\% | 2.6\% | 132 | 41.6\% | 9.1\% | 49.3\% |
| Fixed to Floating | 5 | 35.7\% | \$2,241,189 | 26.2\% | \$448,238 | \$3,010,750 | 8/20/06 | 8/9/30 | 3.9\% | 2.7\% | 2 | 100.0\% | 0.0\% | 0.0\% |
| Grand Total | 14 | 100.0\% | \$8,564,984 | 100.0\% | \$611,785 | \$11,035,750 | 1/13/07 | 7/2/35 | 3.9\% | 2.6\% | 98 | 56.9\% | 6.7\% | 36.4\% |


| Payment Type | \% |  |  |  | Average | Original | WA WA |  |  | WA WA Days |  | Balance Balance 30-Balance 90+ |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Count | Count | UPB | \% UPB | Balance | Balance | Origination | Maturity | WA Rate | Spread | PD | Current | 90 Days PD | Days PD |
| P\&I | 14 | 100.0\% | \$8,564,984 | 100.0\% | \$611,785 | \$11,035,750 | 1/13/07 | 7/2/35 | 3.9\% | 2.6\% | 98 | 56.9\% | 6.7\% | 36.4\% |
| Grand Total | 14 | 100.0\% | \$8,564,984 | 100.0\% | \$611,785 | \$11,035,750 | 1/13/07 | 7/2/35 | 3.9\% | 2.6\% | 98 | 56.9\% | 6.7\% | 36.4\% |


| Vintage | \% |  |  |  | Average | Original <br> Balance | WA WA |  |  | WA | WA Days PD | Balance Balance 30-Balance 90+ |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Count | Count | UPB | \% UPB | Balance |  | Origination | Maturity | WA Rate | Spread |  | Current | 90 Days PD | Days PD |
| Pre 2006 | 3 | 21.4\% | \$1,588,635 | 18.5\% | \$529,545 | \$2,174,500 | 11/1/05 | 11/20/35 | 4.1\% | 2.8\% | 0 | 100.0\% | 0.0\% | 0.0\% |
| 2006 | 3 | 21.4\% | \$918,676 | 10.7\% | \$306,225 | \$1,307,500 | 4/26/06 | 5/4/36 | 4.0\% | 2.7\% | 13 | 69.4\% | 30.6\% | 0.0\% |
| 2007 | 7 | 50.0\% | \$5,713,638 | 66.7\% | \$816,234 | \$7,123,750 | 6/2/07 | 2/5/35 | 3.8\% | 2.6\% | 144 | 40.3\% | 5.2\% | 54.5\% |
| 2008 | 1 | 7.1\% | \$344,035 | 4.0\% | \$344,035 | \$430,000 | 2/26/08 | 3/1/38 | 4.2\% | 2.8\% | 13 | 100.0\% | 0.0\% | 0.0\% |
| Grand Total | 14 | 100.0\% | \$8,564,984 | 100.0\% | \$611,785 | \$11,035,750 | 1/13/07 | 7/2/35 | 3.9\% | 2.6\% | 98 | 56.9\% | 6.7\% | 36.4\% |



|  | \% |  |  |  | Average | Original | WA | WA |  | WA WA Days |  | Balance Balance 30- Balance 90+ |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| BK Flag | Count | Count | UPB | \% UPB | Balance | Balance | Origination | Maturity | WA Rate | Spread | PD | Current | 90 Days PD | Days PD |
| No | 12 | 85.7\% | \$7,833,627 | 91.5\% | \$652,802 | \$9,978,250 | 2/5/07 | 6/1/35 | 3.8\% | 2.6\% | 105 | 56.5\% | 3.8\% | 39.8\% |
| Completed | 1 | 7.1\% | \$450,001 | 5.3\% | \$450,001 | \$687,500 | 1/27/06 | 2/1/36 | 4.0\% | 2.7\% | 0 | 100.0\% | 0.0\% | 0.0\% |
| Active | 1 | 7.1\% | \$281,356 | 3.3\% | \$281,356 | \$370,000 | 11/17/06 | 12/1/36 | 4.2\% | 2.9\% | 41 | 0.0\% | 100.0\% | 0.0\% |
| Grand Total | 14 | 100.0\% | \$8,564,984 | 100.0\% | \$611,785 | \$11,035,750 | 1/13/07 | 7/2/35 | 3.9\% | 2.6\% | 98 | 56.9\% | 6.7\% | 36.4\% |

## Exhibit A - Portfolio Stratifications - Cont'd

|  | \% |  |  |  | Average | Original | WA | WA |  | WA WA Days |  | Balance | Balance 30-Balance 90+ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Lien Position | Count | Count | UPB | \% UPB | Balance | Balance | Origination | Maturity | WA Rate | Spread | PD | Current | 90 Days PD | Days PD |
| First | 14 | 100.0\% | \$8,564,984 | 100.0\% | \$611,785 | \$11,035,750 | 1/13/07 | 7/2/35 | 3.9\% | 2.6\% | 98 | 56.9\% | 6.7\% | 36.4\% |
| Grand Total | 14 | 100.0\% | \$8,564,984 | 100.0\% | \$611,785 | \$11,035,750 | 1/13/07 | 7/2/35 | 3.9\% | 2.6\% | 98 | 56.9\% | 6.7\% | 36.4\% |


|  | \% |  | Average |  |  | Original | WA |  |  | WA WA Days |  | Balance Balance 30-Balance 90+ |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Primary Collateral Type | Count | Count | UPB | \% UPB | Balance | Balance | Origination | Maturity | WA Rate | Spread | PD | Current | 90 Days PD | Days PD |
| CRE | 14 | 100.0\% | \$8,564,984 | 100.0\% | \$611,785 | \$11,035,750 | 1/13/07 | 7/2/35 | 3.9\% | 2.6\% | 98 | 56.9\% | 6.7\% | 36.4\% |
| Grand Total | 14 | 100.0\% | \$8,564,984 | 100.0\% | \$611,785 | \$11,035,750 | 1/13/07 | 7/2/35 | 3.9\% | 2.6\% | 98 | 56.9\% | 6.7\% | 36.4\% |


| Primary Collateral State | \% |  |  | Average |  | Original | WA | WA |  | WA WA Days |  | Balance | Balance 30-Balance 90+ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Count | Count | UPB | \% UPB | Balance | Balance | Origination | Maturity | WA Rate | Spread | PD | Current | 90 Days PD | Days PD |
| CA | 7 | 50.0\% | \$4,634,424 | 54.1\% | \$662,061 | \$6,059,500 | 3/14/07 | 4/5/37 | 3.9\% | 2.6\% | 137 | 30.5\% | 12.5\% | 57.1\% |
| NY | 2 | 14.3\% | \$1,225,653 | 14.3\% | \$612,826 | \$1,488,750 | 3/23/07 | 3/9/26 | 3.6\% | 2.6\% | 155 | 61.7\% | 0.0\% | 38.3\% |
| NJ | 1 | 7.1\% | \$885,764 | 10.3\% | \$885,764 | \$1,200,000 | 12/6/05 | 1/1/36 | 4.2\% | 3.0\% | 0 | 100.0\% | 0.0\% | 0.0\% |
| IL | 1 | 7.1\% | \$782,730 | 9.1\% | \$782,730 | \$950,000 | 6/28/07 | 7/1/37 | 4.0\% | 2.7\% | 13 | 100.0\% | 0.0\% | 0.0\% |
| AZ | 1 | 7.1\% | \$431,929 | 5.0\% | \$431,929 | \$525,000 | 9/25/07 | 10/1/37 | 3.6\% | 2.4\% | 0 | 100.0\% | 0.0\% | 0.0\% |
| OR | 1 | 7.1\% | \$417,166 | 4.9\% | \$417,166 | \$562,500 | 11/22/05 | 12/1/35 | 3.8\% | 2.6\% | 0 | 100.0\% | 0.0\% | 0.0\% |
| MA | 1 | 7.1\% | \$187,319 | 2.2\% | \$187,319 | \$250,000 | 1/26/06 | 2/1/36 | 3.8\% | 2.6\% | 0 | 100.0\% | 0.0\% | 0.0\% |
| Grand Total | 14 | 100.0\% | \$8,564,984 | 100.0\% | \$611,785 | \$11,035,750 | 1/13/07 | 7/2/35 | 3.9\% | 2.6\% | 98 | 56.9\% | 6.7\% | 36.4\% |

