

The Reality Today:

If you open up almost any newspaper or trade magazine, or watch any news channel today, it seems you cannot help but hear of the problems in the credit markets that have come to light over the past year. Banks are suffering huge write downs and some, such as Bear Stearns, have essentially folded.

The result is CMBS lenders are out of the market. Some life companies are out of the mortgage market too, but generally for different reasons. Often they're seeing more relative value in bonds, or they're saving cash to buy their own stock, or because they have mortgage portfolios above the national average. Life companies who are in the market are being more selective, which generally means lower LTV's are required to get the best rates. We've seen wide spreads recently in rates depending on the quality of the transaction. Loan quality is the lenders perception of the risks, such as LTV, lease rollover, refinance, market, borrower, cap rate etc. These days, lenders are changing their appetite for commercial real estate mortgages.

The Solution:

So, what role does Greemann Capital play in all of this? There are still many lenders doing brisk business, companies that want to stay in the commercial real estate mortgage market all the time. We are quoting, committing, locking and closing deals with many different institutional (life company) lenders. That is the key to all of this...our long term relationships with a variety of lenders.

Over the past 5 years Greemann Capital has closed deals with 18 different life companies...this is the value we add. It is our job to keep up with the changes occurring daily in order to be able to offer the best possible loan for each particular situation. Every file has different characteristics, and it is our knowledge and relationships with a variety of lenders that allows us to offer borrowers opportunities not usually found elsewhere. We have fixed (5-25 years), floating, and adjustable rate products, as well as mezzanine financing if needed. We welcome your inquiries and sincerely appreciate the opportunity to work with you!

Treasury Constant Maturities

Immediate Funding Mortgage Rate

Date	5 yr	10 yr	30 yr	Term	Interest Rate Range
Current - 4/30/08	3.02%	3.73%	4.47%	3-5 Years	5.50% - 6.25%
Week End 4/25/08	3.05%	3.81%	4.52%	7 & 10 Years	5.85% - 6.50%
March 2008	2.48%	3.51%	4.39%	15, 20 & 25 Years	6.25% - 7.00%
March 2007	4.48%	4.56%	4.72%	Amortization	15-30 Years

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