



Standardized Tools for the CMBS Industry



CMBS.com is providing open and standardized data and underwriting tools for all participants in the commercial mortgage backed securities and commercial real estate markets.

CMBS Leads

CMBS Leads is an affordable, Web-based way to find and manage leads for CRE refinancing and distressed asset purchases.

Search for loans that are in default or foreclosure for distressed asset purchases.

Find loans that are maturing for refinance leads.

Create different Lead Lists to manage different types of opportunities, and more.

Learn more inside >>

We also provide powerful tools for **CMBS Bond Investors**, **CRE Loan Origination**, **CRE Asset Management** and **CRE Fund Management**.

Learn more at www.cmbs.com

We are proud members and supporters of CMSA, MISMO and MBA.

CMBS Leads is an affordable, Web-based way to find and manage leads for CRE refinancing and distressed asset purchases.

Search the entire CMBS universe for loans that fit specific criteria including property location, servicer status, property type and various financial measures.

CMBS Leads enables you to:

- **Search** for loans that are in default or foreclosure for distressed asset purchases.
- **Find** loans that are maturing for refinance leads.
- **Create** different Lead Lists to help you manage different types of opportunities.
- **Manage** and report on contact history at the loan level.
- **Map** all of your leads.
- **Access** your Leads anywhere you have an Internet connection.
- **Download** Excel reports on all your leads.

Packages and Pricing

We offer four different pricing options, so you can match CMBS Leads with the needs of your organization.

Package	No. of states/regions	User licenses	Cost per year
CMBS Leads Basic	One state, Canada or all U.S. Territories	1	As low as \$750
CMBS Leads Plus	Any five states, including Canada or all U.S. Territories	5	\$5,000
CMBS Leads Premium	All U.S. states and Territories plus Canada	25	\$10,000
CMBS Leads Platinum	All U.S. states and Territories plus Canada	Unlimited. Set up multiple offices.	\$25,000

Learn more and see the CMBS Leads Basic price list at www.cmbs.com

Access your leads quickly and easily from any page on CMBS.com.

Download reports in Excel

Create and Edit multiple Lead Lists

View any or all of your Lead Lists

View or update Contact History for each Lead

Analyze deal breakdowns by property type, state and city

See your Leads on a map

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CMBS Leads Help

Sausalito, Mill Valley California Download report Edit Your Lead List Create A Lead List

Deal Name (click to view)	City	State	Type	Properties	Sec. Status	Maturity Date	Loan Balance	Interest Rate	Loan per Unit	Amort Type	Last Contact	Contact Status	Last Contact Comment	Contact History
Liberty Ship Way	SAUSALITO	CA	Office		Securitized	10/1/2009	\$11,302,510,595,310	%	\$213.35	IO - Interest Only				View/Update
Marin Gateway Retail Center	SAUSALITO	CA	Retail		Securitized	3/6/2015	\$29,617,205,365,470	%	\$162.71	IO - Interest Only				View/Update
Tam Junction Shopping Center	MILL VALLEY	CA	Retail		Securitized	3/11/2016	\$3,697,395,95	5.900 %	\$0.00	Standard	4/16/2009 demo user	HOT	Andy and I liked this one	View/Update
	MILL VALLEY									IO - Interest Only				View/Update

Property types	%	Property states	%	Property cities	%
Retail	75 %	California	100 %	MILL VALLEY	50.000 %
Office	25 %			SAUSALITO	50.000 %

Map of Your CMBS Leads

Map | Satellite | Terrain

POWERED BY Google

Map data ©2009 Tele Atlas - Terms of Use

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It's simple and powerful. Click the Create A Lead List button on the CMBS Leads main page.

Find deals by property type, state and city

Search for specific financial criteria

Securitization status, maturity date, loan balance, interest rate, loan type, amortization type

Name your Lead List

Select the Deals you want to include

Save your Lead List

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CMBS Leads > Create a Lead List

Create a Lead List Help

Find Deals to Add to This Lead List

Show properties in these States Select **all** | none
 California Minnesota New York

Show these Property type Select **all** | none
 Hospitality Multifamily Self-Storage Senior Housing Condo Construction
 Industrial Office Health Care Condo Conversion Other
 Mobile Home Park Retail

Show properties in these cities
 Enter full name of one or more cities, separated by commas. (San Francisco, Portland, Seattle)
 Sausalito, Mill Valley

Securitization Status
 Securitized Watchlist Deceased Delinquent Repaid
 Specially Serviced Master Servicing Default Matured

Maturity Date
 Before After to

Loan balance
 Less than Greater than to

Interest rate
 Less than Greater than to

Loan Per Unit
 Less than Greater than to

Find Deals **Clear**

Step 2: Select the deals you want, then save this Lead List

Sausalito, Mill Valley, California **Save This Lead List**

5 deals match these criteria: Sausalito, Mill Valley, California

Add to List	Deal Name	City	State	Property Type	Number of Properties	Sec. Status	Maturity Date	Loan Balance	Interest Rate
<input checked="" type="checkbox"/>	INLAND Portfolio 1 - Hulen & Sycamore School Rd. (IV)	Sausalito	CA	Industrial		Securitized	5/1/2013	\$5,356,998.77	5.880 %
<input checked="" type="checkbox"/>	Liberty Ship Way	SAUSALITO	CA	Office		Securitized	10/1/2009	\$11,302,510.59	5.310 %
<input checked="" type="checkbox"/>	Marin Gateway Retail Center	SAUSALITO	CA	Retail		Securitized	3/8/2015	\$29,617,205.36	5.470 %
<input checked="" type="checkbox"/>	Tam Junction Shopping Center	MILL VALLEY	CA	Retail		Securitized	3/11/2016	\$3,697,395.95	5.900 %
<input checked="" type="checkbox"/>	Whole Foods Mill Valley	MILL VALLEY	CA	Retail		Securitized	5/6/2017	\$17,000,000.00	5.955 %

Save This Lead List

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We make it easy to keep your ever-evolving Lead Lists up to date.

Add deals to your Lead List

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CMBS Leads > Edit Your Lead List

Edit Your Lead List: Sausalito, Mill Valley California

Add Deals Remove Deals Change List Name

Find Deals to Add to This Lead List

Show properties in these States Select all | none
 California Minnesota New York

Show these Property type Select all | none
 Hospitality Multifamily Self-Storage Senior Housing Condo Construction
 Industrial Office Health Care Condo Conversion Other
 Mobile Home Park Retail

Show properties in these cities
 Enter full name of one or more cities, separated by commas. (San Francisco, Portland, Seattle)

Securitization Status
 Securitized Watchlist Defeased Delinquent Repaid
 Specially Serviced Master Servicing Default Matured

Maturity Date
 Before to
 After to

Loan balance
 Less than to
 Greater than to

Interest rate
 Less than to
 Greater than to

Loan Per Unit
 Less than to
 Greater than to

Find Deals Clear

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Remove deals from your Lead List

Add Deals **Remove Deals** Change List Name

Select All	Deal Name	City	State	Property Type	Number of Properties	Sec. Status	Maturity Date	Loan Balance	Interest Rate	Loan per Unit	Amort Type
<input type="checkbox"/>	Liberty Ship Way	SAUSALITO	CA	Office		Securitized	10/1/2009	\$11,302,510.59	5.310 %	\$213.35	IO - Interest Only
<input type="checkbox"/>	Marin Gateway Retail Center	SAUSALITO	CA	Retail		Securitized	3/6/2015	\$29,617,205.36	5.470 %	\$162.71	IO - Interest Only
<input type="checkbox"/>	Tam Junction Shopping Center	MILL VALLEY	CA	Retail		Securitized	3/11/2016	\$3,697,395.95	5.900 %	\$0.00	Standard
<input type="checkbox"/>	Whole Foods Mill Valley	MILL VALLEY	CA	Retail		Securitized	5/6/2017	\$17,000,000.00	5.955 %	\$732.76	IO - Interest Only

Change the name of your Lead List

Add Deals **Remove Deals** **Change List Name**

Sausalito, Mill Valley California **Change Name**

Easy to use — and accessible anywhere with a Web connection.

See a running chronicle of contacts with status, comments, creation dates and users

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CMBS Leads > Contact History

Contact History

Contacts with: Liberty Ship Way [Help](#)

Status	Comment	Created	By User
Warm	Contact initiated.	5/3/2009 2:54:11 PM	demo user
Warm		5/3/2009 2:49:23 PM	demo user

Add New Entry

Contact Status: Warm

Comment:

[Add New](#) [View Liberty Ship Way](#)

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Quickly and easily add new entries

Access detailed information for all of your Leads.

Quickly see details for all leads in your Lead List

Deal Detail from Lead List: Sausalito, Mill Valley California

Details for: **Marin Gateway Retail Center**

Overview info

Loan info

Street map and satellite view

Contact history

Servicer Watch List/Delinquency Summary

Debt/Payments

Property Info

Rent Roll Info

Top Tenants

Tenant Roll Over

Recent Op. Statements

Note Status	Securitized
Loan Amount(s) per Unit	\$182.71
sf	
DSCR	1.24
Last Payment Date	3/6/2009
% of Pool	0.77%
Property Type	Retail

Securitization	GSMSCII
Name	2005-GG4
Servicer Loan Number	991072442
Master Servicer	Capmark Finance Inc.
Special Servicer	LNR Partners

Note Name	Original Loan Amount	Rate Type	Interest Rate	Maturity Date	Remaining Term	Most Recent Payment	Interest Paid	Principal Paid	Ending Principal Balance
M Gateway Retail Center	\$30,000,000.00	Fixed	5.470 %	3/6/2015	71	3/6/2009	\$126,190.17	\$43,582.29	\$29,617,205.36

Property Name	Address	City	State	Zip	Property Type	Type / Number of Units	Loan / Unit	Year Built
100 DONAHUE STREET	100 DONAHUE STREET	SAUSALITO	California	94965	Retail	sf / 182,030	\$164.00	1996

Tenant Name	Size	Lease End Date
BABIES "R" US	25,416	1/31/2016
BEST BUY	48,815	1/31/2019
ROSS DRESS FOR LESS	27,819	1/31/2012

Tenants Rolling in ...	0-12 Months	13-24 Months	25-36 Months	37-48 Months	49+ Months
% Rolling	1	1	2	19	58
Cum. % Rolling	1	2	4	23	81

Statement Year	Current	First Preceding	Second Preceding
End Date	9/30/2008	12/31/2007	12/31/2006
Revenue	2,480,904	3,548,907	3,286,712
Expenses	704,694	1,088,648	1,162,145
NOI	1,776,210	2,460,259	2,124,567