▼ Deal Overview			
Account Name	CBRE Multifamily Capital, Inc.	Deal ID	104772
Lender Contact	CBRE LenderUser1	Deal Amount	\$19,989,789.00
Lender Contact Email	transaction_manageme nt_analysts@fanniemae .com	% Excluded from Scorecard Cap	20%
Lender Contact Phone	(703) 833-6000	Estimated Loan Closing Date	10/22/2017
Originator	CBRE Automation Originator User	Estimated MBS Issuance Date	10/22/2017
Deal Name	Automation Quote Deal 121017135731072	Deal Status	Committed
Agreement Type	DUS	Workflow Status	Committed
Execution Type	DMBS	Application Issued to the Borrower?	
Loan Purpose	Acquisition	Reactivation Comment	
Submission Type	Pre-Review (4660)	Deal Submitted Date	10/12/2017 2:00:07 PM
Green Financing Type	N/A	Deal Submitted By	CBRE LenderUser1
Chapter 9 Small Loans	No	Review Counter	2
MATS/Structured		In Resubmission Process?	Yes
Registered Date	10/12/2017 1:58:56 PM	Submitted to C&D?	No
Potential Dual Registration Count	0	Interest Rate Conversion Type	N/A

▼ Refinance Details					
Existing Loan Holder	Lender				
Fannie Mae Refinance Type	Standard				
Existing Servicer	123456				
Existing Fannie Mae Loan Number	1234567890				

▼ Submission Summary Details

Submission Summary

Deal ID: 104772 Deal Nam

Deal Name: Automation Quote Deal 121017135731072

Soft Quote? No

Waiver To Approved Loss Sharing Limit?

▼ Deal Administration Comments

Deal Administration Comments

▼ Won/Loss							
Decision	Deal Lost To	Deal Lost due to Pricing	Deal Lost due to Proceeds	Deal Lost due to IO	Deal Lost due to Other Reason	Deal Did Not Move Forward Reason	Deal Declined Reason
Won							

▼ Won/Loss History				
Date	User	Action		
10/12/2017	Ron Howard	Changed Borrowerc from to 3		
10/12/2017	Ron Howard	Changed Market_Locationc from to 4		
10/12/2017	Ron Howard	Changed Property_Assetc from to 4		
10/12/2017	Ron Howard	Changed Overallc from to 4		
10/12/2017	Ron Howard	Changed Commentsc from to Done		
10/12/2017	Ron Howard	Changed Borrowerc from to 3		
10/12/2017	Ron Howard	Changed Market_Locationc from to 4		
10/12/2017	Ron Howard	Changed Property_Assetc from to 4		
10/12/2017	Ron Howard	Changed Overallc from to 4		
10/12/2017	Ron Howard	Changed Commentsc from to Done		
10/12/2017	Ron Howard	Changed Decisionc from N/Ato Lost		
10/12/2017	Ron Howard	Changed Deal_Lost_Toc from to Lost to Bank		
10/12/2017	Ron Howard	Changed Deal_Lost_Pricingc from to 0-10 bps less		
10/12/2017	Ron Howard	Changed Decisionc from Lostto Won		
10/12/2017	Ron Howard	Changed Deal_Lost_Toc from Lost to Bankto		

10/12/2017 Ron Howard	Changed Deal_Lost_Pricingc from 0-10 bps lessto
-----------------------	---

ad Assignment			
Business Lead	Ron Howard	Business Lead Assigned By	Ron Howard
		Business Lead Assigned Date	10/12/2017 2:01:34 PM
Credit Lead	Homer Simpson	Credit Lead Assigned By	Ron Howard
		Credit Lead Assigned Date	10/12/2017 2:01:34 PM
Insurance Lead	Don Draper	Insurance Lead Assigned By	Ron Howard
		Insurance Lead Assigned Date	10/12/2017 2:04:35 PM
Pricing Lead	James Kirk	Pricing Lead Assigned By	James Kirk
		Pricing Lead Assigned Date	10/12/2017 2:06:01 PM

Deal Participants					
Deal Participant ID	Participant Name	Participant Role	Priority Borrower?		
DP00069382	Mark Arthur Smith	Sponsor; Key Principal	No		
DP00069383	AIMCO	Sponsor; Equity Provider	Yes		

Additional Lender Contacts					
Name	Email	Phone			
CBRE LenderUser2	transaction_management_analysts@fanniemae.com	(703) 833-2956			

Deal Documents					
Document Name	Version	Document Type	Viewable by Lender?	Last Modified By	Last Modified Date
XYZ Quote Sheet	1	Quote Sheet (Form 4661)	Yes	CBRE LenderUser1	10/12/2017 2:11 PM
Automation Quote Deal 121017135731072-Quote_v1	1	Fannie Mae Response	Yes	Ron Howard	10/12/2017 2:09 PM

Authorization Condition						
Auth. Cond. ID	Authorization Condition	Status	Comments	Last Modified By	Last Modified Date	
104772-AC1	Authorization Condition sample text	Satisfied	Auth. Cond. Comments sample text	Ron Howard	10/12/2017	

Deal Team Assignments						
Deal Team Assignments Name						
80264	CBRE Business Team	10/12/2017				
80265	NORTHEAST	10/12/2017				
80266	Affordable Specialty Team	10/12/2017				
80267	AIMCO	10/12/2017				
80268	Insurance Team	10/12/2017				

Commitments					
Commitment Name	Commitment Number	Commitment Amount	Estimated Loan Closing Date	Estimated MBS Issuance Date	
C006629	123456	\$20,000,000.00	10/22/2017	10/22/2017	

Opportunity Field History						
Date	Action					
10/12/2017 2:13 PM	Joe Friday	Changed Deal Status from Under Application to Committed				
10/12/2017 2:13 PM	Joe Friday	Changed Workflow Status from Under Application to Committed				

10/12/2017 2:12 PM	Ron Howard	Changed Decision from Lost to Won
10/12/2017 2:12 PM	Ron Howard	Changed Deal Status from Inactive to Under Application
10/12/2017 2:12 PM	Ron Howard	Changed Workflow Status from Inactive to Under Application
10/12/2017 2:12 PM	Ron Howard	Changed Decision from N/A to Lost
10/12/2017 2:12 PM	Ron Howard	Changed Deal Status from Quoted to Inactive
10/12/2017 2:12 PM	Ron Howard	Changed Workflow Status from In Review to Inactive
10/12/2017 2:11 PM	CBRE LenderUser1	Changed Workflow Status from Quoted to In Review
10/12/2017 2:09 PM	Ron Howard	Changed Deal Status from In Review to Quoted
10/12/2017 2:09 PM	Ron Howard	Changed Workflow Status from Priced to Quoted
10/12/2017 2:07 PM	James Kirk	Changed Workflow Status from In Pricing to Priced
10/12/2017 2:06 PM	James Kirk	Changed Pricing Lead from to James Kirk

10/12/2017 2:06 PM	James Kirk	Changed Workflow Status from Submitted to Pricing to In Pricing
10/12/2017 2:05 PM	Ron Howard	Changed Workflow Status from In Review to Submitted to Pricing
10/12/2017 2:01 PM	Ron Howard	Changed Deal Status from Submitted to In Review
10/12/2017 2:01 PM	Ron Howard	Changed Workflow Status from Submitted to In Review
10/12/2017 2:00 PM	CBRE LenderUser1	Changed Deal Status from Registered to Submitted
10/12/2017 2:00 PM	CBRE LenderUser1	Changed Workflow Status from Registered to Submitted
10/12/2017 1:59 PM	CBRE LenderUser1	Changed % Excluded From Scorecard Cap from to 20.0%
10/12/2017 1:58 PM	CBRE LenderUser1	Changed Deal Status from Pre-Registered to Registered
10/12/2017 1:58 PM	CBRE LenderUser1	Changed Workflow Status from Pre-Registered to Registered
10/12/2017 1:57 PM	CBRE LenderUser1	Changed Created. from to
10/12/2017 1:57 PM	CBRE LenderUser1	Changed Workflow Status from to Pre-Registered

Property Detail			
Deal	Automation Quote Deal 121017135731072	County	FAIRFAX COUNTY
Property Name	Automation Quote Deal 121017135731072	MSA Code	
Year Built	1989	MSA Name	
Year Last Renovated	1990	Potential Dual Registration	No
Property Type	Market-Rate	Census Tract Number	
	Cooperative		
МАН	Yes		
Moderate Rehabilitation	Yes		
Green Building Certification	No		
Number of Units	64		
% of Units <= 80% of AMI	10.0%		
% of Units <=50% of AMI	10.0%		
Street Address	12801 Worldgate Dr		
City	Herndon		
State	VA		
Zip Code	20171		
Zip Plus 4			
Additional Information (Read-Only)			
Address Standardized?	No	Address Latitude (Degrees)	
Geocode Match Code		Address Longitude (Degrees)	
Location Quality Code			
Manufactured Housing Community Informa	ation		
Age Restricted?		Community Quality Rating	
Rental Homes %	%	Park Model/RV Resort Component?	

חבבו	ID : 104772	
veai	111. 1114//Z	

Market-Rate Cooperative Information			
Estimated Market Value	\$98,765,432.00	Estimated Gross Sell Out Value	\$98,768,765.00
Percentage of Units Sold to Shareholders	10%	Does any one Sponsor own more	Yes
		than 40%?	
Unsold units generate pos/neg carry?	Positive	New Maint Fees as % of Comparable	%
		Rents	
Proj Maint Fee Incr for Balanced Budget	%	Accounts Receivable as a %	%
Reserve Balance as % of Annual Maint Fee	%		
Seniors Information			
Assisted Living		Skilled Nursi	ng
Assisted Living %	%	Skilled Nursing	% %
Assisted Living Beds		Skilled Nursing Be	ds
Assisted Living Units		Skilled Nursing Un	its
Independent Living		Total	% 0%
Independent Living %	%	Medica	nid
Independent Living Beds		Number of Medicaid Resider	nts
Independent Living Units		Medicaid Beds	% %
Alzheimer Care		Medicaid Units	% %
Alzheimer Care %	%	Other Subsidi	es
Alzheimer Care Beds		Number of Other Subsidies Resider	nts
Alzheimer Care Units		Other Subsidies Beds	% %
		Other Subsidies Units	% %
		Seniors Service Licen	se
Student – Dedicated and Student – Non – D	edicated Information	1	
Name of School(s) Property Serves		Percentage of Students at the Property	%
Total Enrollment of School(s) Served			%

Deal	ID:	104772

	Lease	S
Distance to Main Campus Boundary in	Percent of Undergraduate Student	s %
Miles	to Total Students at the Propert	у
Number of Student Units Owned by	Percent of Full Time to Total Student	s %
Sponsor		
Number of Student Units Managed by	Is Property Rented by Unit or by Bed	?
Property Manager		
Sponsor's Experience in Student Housing	Is Property Subject to Master of	r
in Years	Ground Lease	?
Sponsor's Experience in Student Housing	Located on college-owne	d
in This Market in Years	transportation line	?
Multifamily Affordable Housing (MAH)		
, , , , , , , , , , , , , , , , , , , ,		
Affordability Program	4% LIHTC Does the Transaction have 8 years of	r Yes
	4% LIHTC Does the Transaction have 8 years of more remaining in the Initial Ta	
	•	x
	more remaining in the Initial Ta	x ?
Affordability Program	more remaining in the Initial Ta Credit Compliance Period	x ? e
Affordability Program	more remaining in the Initial Ta Credit Compliance Period Initial Tax Credit Complianc	x ? e e
Affordability Program Other Affordability Program	more remaining in the Initial Ta Credit Compliance Period Initial Tax Credit Compliand Expiration Dat	x ? e e e 10/12/2017
Affordability Program Other Affordability Program # Affordable at/below 50% AMI	more remaining in the Initial Ta Credit Compliance Period Initial Tax Credit Compliance Expiration Dat 40 Extended Use Expiration Dat	x ? e e 10/12/2017 e
Affordability Program Other Affordability Program # Affordable at/below 50% AMI # Affordable at/below 60% AMI	more remaining in the Initial Ta Credit Compliance Period Initial Tax Credit Compliance Expiration Dat 40 Extended Use Expiration Dat 60 Intention to Resyndicat	x ? e e 10/12/2017 e

Pre-Review and/or Waiver

Lender Delegated

Lender Delegated? No

Reason Id RS00070711

Category

Deal Automation Quote Deal 121017135731072

Category Insurance

Sub-Category

Sub-Category Catastrophic

Descriptor

Descriptor

Other Descriptor Flood

Guide (other) Comments

Description for Fannie Mae Quote

Description to be included in the Fannie Mae Quote

Additional Details and Rationale for Request

If not in your narrative or in an attachment, provide deals/rationale for the request

Decision

Pre-Review and/or Waiver Decision

Conditions/Modified Acceptance Details

Fannie Mae Internal Waiver Comments

Pre-Review and/or Waiver

Lender Delegated

Lender Delegated? No

Reason Id RS00070710

Category

Deal Automation Quote Deal 121017135731072

Category Document Modifications

Sub-Category

Sub-Category Delegated

Descriptor

Descriptor

Other Descriptor ALA Article 2

Guide (other) Comments

Description for Fannie Mae Quote

Description to be included in the Fannie Mae Quote

Additional Details and Rationale for Request

If not in your narrative or in an attachment, provide deals/rationale for the

request

Decision

Pre-Review and/or Waiver Decision Accepted

Conditions/Modified Acceptance Details Accepted

Fannie Mae Internal Waiver Comments

Deal ID: 104772 **Deal Name:** Automation Quote Deal 121017135731072

Pricing PR-25262

Pricing Expiration Date 10/22/2017

Quote Expiration Date 12/26/2017

Automated Pricing

Related Loan Option ID	Maximum Constraine d Loan Amount	Maximu m Loan Amount Increase % of Loan Amount	Loss Sharing Percent	Interes t Rate Type / Produc t	Green Financin g Type	Loan Ter m (mo nths	Prepay ment Compo nent (1)	Prepa ymen t Comp onent to Mont hs (1)	Prepay ment Compo nent (2)	Prepa ymen t Comp onent to Mont hs (2)	Decli ning Premi um Sched ule	Other Prepa ymen t Premi um Descr iption	Amor tizati on Term (mon ths)	Reques ted Maxim um LTV	Interes t Only Period (mont hs)	Min. Actual Cooper ative DSCR	Min. Under writte n DSCR	Min. Actua I DSCR	Mini mu m Tier	Guar anty Fee (bps)	Serv icin g Fee (bps	Under writte n Floor (if applica ble) - Fixed Rate Only	Estima ted Fixed Rate (at time of Quote)
LO56247	\$1,104,593 .57	5.00%	100.00%	Fixed Rate	N/A	180	Yield Mainte nance	174	1% Fixed Prepay ment	177			360	25.00%	0	1.00	5.00	1.00	Tier 4	112.0 0	29.0 0	3.870	3.870

Pricing Stipulation

Pricing Stipulation Category

Cash or Min +25

Pricing Conditions Lender must share with Fannie Mae the sum of any Lender fee collected directly from the Borrower and any premium received on a MBS/DUS or a DUS Cash Mortgage Loan sale, above the greater of [1) cash collected directly or 2) minimum Lender origination fee] plus 0.25% of the loan amount (the "Surplus").

> The sharing of the Surplus will be 50% to the Lender and 50% to Fannie Mae. Alternatively, the Lender may elect to increase the applicable Guaranty Fees and Servicing Fees, on a one-to-one basis in order to reduce the Surplus.

Fannie Mae Pricing Comments

Test Pricing Comments

Pricing Escalation

Approval Authority Pricing Escalation Conditions/Comments

Approval History

Deal Approval Detail			
Deal Approval Information			
Created/Requested By	Ron Howard	Decision Category	Transaction
Decision Name	Automation Quote Deal 121017135731072	Mark as Confidential	No
Decision Amount	\$19,989,789.00		
Comments to			
Approvers	Comments to Approver		

Recommender(s) and Approver(s)						
Recommender/Approver Name	Role	Recommender/Approver Comments	Recommendation/Approval	Recommendation/Approval Date		
Ron Howard	Approver		Submitted			
Deal Approval Decision						

Deal Approval DecisionAuthorizedDecision Recorded ByRon Howard

Decision Recorded Date 10/12/2017 2:09 PM

Deal Approval History

Date	User	Action
10/12/2017 02:09 PM	Ron Howard	Changed Deal_Approval_Decisionc from to Authorized
10/12/2017 02:09 PM	Ron Howard	Changed created from to

Deal	ID: 10)4772
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Recommender/Approver History				
Date	User	Action	Recommender/Approver	Role
10/12/2017 4:09:00 PM	Ron Howard	Changed from Draft to Submitted	Ron Howard	Approver
10/12/2017 4:09:00 PM	Ron Howard	Changed from to	Ron Howard	Approver

Chatter

Post Created By	Post	Post Date	Posted To
CBRE LenderUser1		10/12/2017 2:15	AllUsers
	This is Just an ExternalUser Test post - Please review the Deal @Automation Tester	PM	

Comment Created By	Comment	Comment Date
	Please attach more documents @Automation Tester	10/12/2017 02:15 PM
Ron Howard		

Post Created By	Post	Post Date	Posted To
Ron Howard		10/12/2017 2:14	InternalUsers
	This is Just a InternalUser Test post - Please review the QuoteSheet @CBRE	PM	
	LenderUser1		

Resubmission

Resubmission ID	RS-14205	Resubmission Status	Submitted
Reason for Resubmission	Additional Waiver		
Describe Request	Insurance Waiver - looking to lock in next week		
Deal	Automation Quote Deal 121017135731072		
Created By	CBRE LenderUser1	Last Modified By	CBRE LenderUser1

Soft Quote

3900 Wisconsin Avenue, NW Washington, DC 20016-2892 202 752 7000

Confidential

Quote Type: Soft Quote Deal ID: 104772

Quote Date: 10/12/2017 Quote Version: 1

Quote Expiration Date: **12/26/2017**Pricing Expiration Date: **10/22/2017**

Multifamily Underwriting Standards Date: 10/12/2017

Lender Contact: CBRE LenderUser1 Lender: CBRE Multifamily Capital, Inc.

Re: Automation Quote Deal 121017135731072

Dear CBRE LenderUser1,

This will confirm that Fannie Mae authorizes the Lender to proceed and underwrite the transaction in accordance with the terms described herein.

Decision Type: Approval

Loan Type: Market-Rate Cooperative, DMBS

Rate Lock: Per Multifamily Selling & Servicing Guide

Large Loan Fee, if applicable: New Loan, 3 bps on entire Loan amount

Fannie Mae Site Visit, if applicable: **Required**Monthly Replacement Reserve Deposit: **Waived**Repairs Escrow Account Deposit: **Waived**

Summary of Terms:

Loan Option ID	LO56247
Loan Amount	\$1,104,594
Maximum Loan Amount Increase % of Loan Amount	5%
Loss Sharing Percent	100.00%
Interest Rate Type / Product	Fixed Rate
Green Financing Type	N/A
Loan Term (months)	180
Prepayment Component (1)	Yield Maintenance
Prepayment Component to Months (1)	174
Prepayment Component (2)	1% Fixed Prepayment
Prepayment Component to Months (2)	177
Amortization Term (months)	360
Requested Maximum LTV	25.0%
Interest Only Period (months)	0
Min. Actual Cooperative DSCR	1.00
Min. Underwritten DSCR	5.000
Min. Actual DSCR	1.00
Minimum Tier	Tier 4

Quote

Guaranty Fee (bps)	112.00
Servicing Fee (bps)	29.00
Underwritten Floor (if applicable) - Fixed Rate Only	3.870%
Estimated Fixed Rate (at time of Quote	3.870%

DUS Origination Fee and Premium:

Lender must share with Fannie Mae the sum of any Lender fee collected directly from the Borrower and any premium received on a MBS/DUS or a DUS Cash Mortgage Loan sale, above the greater of [1) cash collected directly or 2) minimum Lender origination fee] plus 0.25% of the loan amount (the "Surplus"). The sharing of the Surplus will be 50% to the Lender and 50% to Fannie Mae. Alternatively, the Lender may elect to increase the applicable Guaranty Fees and Servicing Fees, on a one-to-one basis in order to reduce the Surplus.

Pre-Review and/or Waivers:

ID: RS00070710

Category: Document Modifications

Sub-Category: **Delegated**Other Descriptor: **ALA Article 2**

Decision: Accepted

Conditions/Modified Acceptance Details: Accepted

Authorization Conditions:

Authorization Condition: Authorization Condition sample text

Authorization Condition Status: Satisfied

Approval Contingencies:

Pre-Commitment Conditions:

- 1. All applicable Pre-Review Mortgage Loan Types identified in the Multifamily Underwriting Standards (Form 4660) and waivers to any requirement of the Multifamily Selling and Servicing Guide (the "Guide") must be submitted individually through DUS Gateway for processing by Fannie Mae.
- 2. Lender is delegated to change the Yield Maintenance term noted in the above "Summary of Terms" section without approval from Fannie Mae, provided that all other loan terms and conditions in this quote are met, and the pricing will remain the same within Yield Maintenance periods outlined in Section B of the Pricing Memo followed by 1% until the last 90 days.
- 3. Lender must submit updated loan options, narrative and updated cash flow analysis to Fannie Mae for final approval of this proposed Mortgage Loan. [START EDIT-- List any other conditions --END EDIT]

This authorization will expire on 60 days from the date of this e-mail notification and can only be extended in writing by Fannie Mae. This letter contains Fannie Mae's initial authorization only and the terms of this authorization may only be amended by Fannie Mae in writing. Due to the preliminary information provided by Lender, Fannie Mae reserves the right in its sole and absolute discretion to rescind or revise this authorization based on updated information received from Lender.

Properties:

Property Name	Property Address
Automation Quote Deal 121017135731072	12801 Worldgate Dr, Herndon, VA, 20171

Thank you.

Ron Howard Homer Simpson