

Various, MI

Collateral Asset Summary – Loan No. 15

CityLine Ann Arbor & Clinton Portfolio

Cut-off Date Balance: \$15,650,000
Cut-off Date LTV: 70.2%
U/W NCF DSCR: 1.24x
U/W NOI Debt Yield: 8.3%

Mortgage Loan Information

Loan Seller: CREFI
Loan Purpose: Acquisition
Sponsors: George Thacker; Lawrence Charles Kaplan; Richard Schontz
Borrowers: CSGBSH ClintonMI I, LLC; CSGBSH AnnArborMI I, LLC
Original Balance: \$15,650,000
Cut-off Date Balance: \$15,650,000
% by Initial UPB: 2.2%
Interest Rate: 5.20000%
Payment Date: 6th of each month
First Payment Date: September 6, 2018
Maturity Date: August 6, 2028
Amortization: Interest Only for first 36 months; 360 months thereafter
Additional Debt: None
Call Protection⁽¹⁾: L(24), D(92), O(4)
Lockbox / Cash Management⁽²⁾: Springing Hard / Springing

Property Information

Single Asset / Portfolio: Portfolio of two properties
Property Type: Self Storage
Collateral: Fee Simple
Location⁽⁴⁾: Various, MI
Year Built / Renovated⁽⁴⁾: Various / NAP
Total Sq. Ft.⁽⁴⁾: 176,991
Property Management: Storage Asset Management
Underwritten NOI: \$1,295,193
Underwritten NCF: \$1,273,954
Appraised Value⁽⁵⁾: \$22,300,000
Appraisal Date⁽⁵⁾: May 3, 2018

Historical NOI

Most Recent NOI: \$1,341,073 (T-12 May 31, 2018)
2017 NOI: \$1,288,443 (December 31, 2017)
2016 NOI: \$1,198,084 (December 31, 2016)
2015 NOI: \$1,157,505 (December 31, 2015)

Reserves

	Initial	Monthly
Taxes:	\$143,279	\$15,920
Insurance:	\$6,023	\$2,008
Replacement:	\$0	\$1,918

Historical Occupancy

Most Recent Occupancy: 88.6% (May 31, 2018)
2017 Occupancy: 85.6% (December 31, 2017)
2016 Occupancy: 82.5% (December 31, 2016)
2015 Occupancy: 80.9% (December 31, 2015)

Financial Information

Cut-off Date Balance / Sq. Ft.: \$88
Balloon Balance / Sq. Ft.: \$79
Cut-off Date LTV: 70.2%
Balloon LTV: 62.4%
Underwritten NOI DSCR⁽³⁾: 1.26x
Underwritten NCF DSCR⁽³⁾: 1.24x
Underwritten NOI Debt Yield: 8.3%
Underwritten NCF Debt Yield: 8.1%

- (1) After the expiration of the lockout period, the borrower has the right to release one of the CityLine Ann Arbor and Clinton Portfolio properties provided, among other things, (i) no event of default has occurred and is continuing, (ii) the loan is partially defeased in an amount equal to the release amount as defined in the loan documents, (iii) after giving effect to such release, the loan-to-value ratio of the remaining property will be no greater than the lesser of (a) the loan-to-value ratio immediately prior to the release and (b) 70.2%, and (iv) after giving effect to such release, the debt yield of the remaining property will be no less than the greater of (a) the debt yield immediately prior to the release and (b) 8.14%.
- (2) In place cash management will be triggered upon the occurrence of (i) an event of default or (ii) the debt service coverage ratio being less than 1.20x.
- (3) DSCR is calculated based on the CityLine Ann Arbor & Clinton Portfolio loan's amortizing debt service payments. Based on the initial interest only payments, the Underwritten NOI DSCR and Underwritten NCF DSCR are equal to 1.57x and 1.54x, respectively.
- (4) See "Properties" below for additional information.
- (5) The "As-is" Appraised Values for the Ann Arbor Self Storage and Clinton Self Storage properties as of May 3, 2018 were \$14,200,000 and \$8,100,000, respectively.

TRANSACTION HIGHLIGHTS

- Properties.** The Ann Arbor Self Storage property is located at 4750 South State Road in Ann Arbor, Michigan and consists of 113,881 sq. ft. which includes 823 self storage units with an average unit size of 121 sq. ft. (85.8% of underwritten base rent), 10 flex-office spaces (10.5% of underwritten base rent) and 87 recreational vehicle ("RV") parking spaces (3.8% of underwritten base rent). The Ann Arbor Self Storage property was constructed in 2004 and consists of one three-story interior storage building, one single-story flex-office building, and four single-story exterior storage buildings located on an approximately 21.3-acre site.
 The Clinton Self Storage property is located at 33985 Harper Avenue in Clinton, Michigan and consists of 63,110 sq. ft. which includes 591 self storage units with an average size of 101 sq. ft. (93.6% of underwritten base rent), 23 locker units (0.8% of underwritten base rent), eight office suites (4.2% of underwritten base rent) and 14 RV parking spaces (1.4% of underwritten base rent). The Clinton Self Storage property was constructed in 2003 and consists of one three-story building on an approximately 1.69-acre site.
- Market.** The Ann Arbor Self Storage property is located in southeast Michigan approximately two miles from both Interstate 94 and United States Route 12 and is included in the Ann Arbor, Michigan metropolitan statistical area (the "Ann Arbor MSA"). According to the appraisal, the Ann Arbor MSA had a year-end 2017 population of 367,798. Also according to the appraisal, approximately 38.6% of the housing units in the Ann Arbor MSA are renter-occupied compared to 27.7% across the state of Michigan. As of year-end 2017, the population within a three- and five-mile radius of the Ann Arbor Self Storage property was 44,304 and 153,187, respectively. As of year-end 2017, the average household income within a three- and five-mile radius of the Ann Arbor Self Storage property was \$105,153 and \$94,750, respectively. The appraisal surveyed six competitive self storage properties within a four-mile radius of the Ann Arbor Self Storage property and concluded to a vacancy rate of 13.7%.
 The Clinton Self Storage property is located in southeast Michigan approximately 60.1 miles northeast of Ann Arbor and approximately 22.1 miles northeast of Detroit. According to the appraisal, the Clinton Self Storage property is located within the Detroit-Warren-Dearborn metropolitan statistical area (the "Detroit MSA"). According to the appraisal, the Detroit MSA had a year-end 2017 population of 1,697,484. As of year-end 2017, the population within a three- and five-mile radius of the Clinton Self Storage property was 81,112 and 197,842, respectively. As of year-end 2017, the average household income within a three- and five-mile radius of the Clinton Self Storage property was \$59,108 and \$63,157, respectively. The appraisal surveyed six competitive self storage properties within a nine-mile radius of the Clinton Self Storage property and concluded to a vacancy rate of 9.9%.
- Borrower Sponsors.** The borrower sponsors and nonrecourse carve-out guarantors for the CityLine Ann Arbor & Clinton Portfolio loan are George Thacker, Lawrence Charles Kaplan and Richard Schontz of CSG RE Partners, LLC, the real estate acquisition arm of CSG Partner, LLC. CSG RE Partners, LLC portfolio currently oversees approximately \$500.0 million of real estate investments across the United States with a primary focus in the self storage sector.