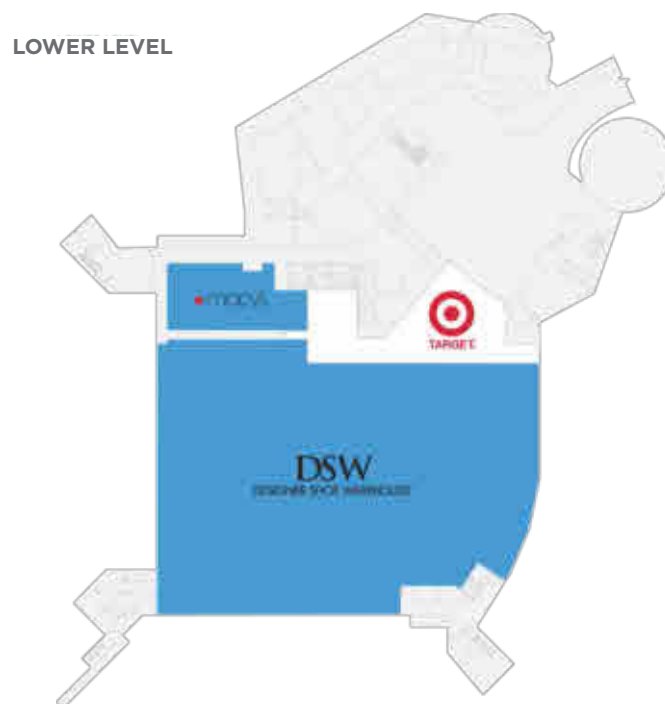


Mortgage Loan No. 5 — Queens Place



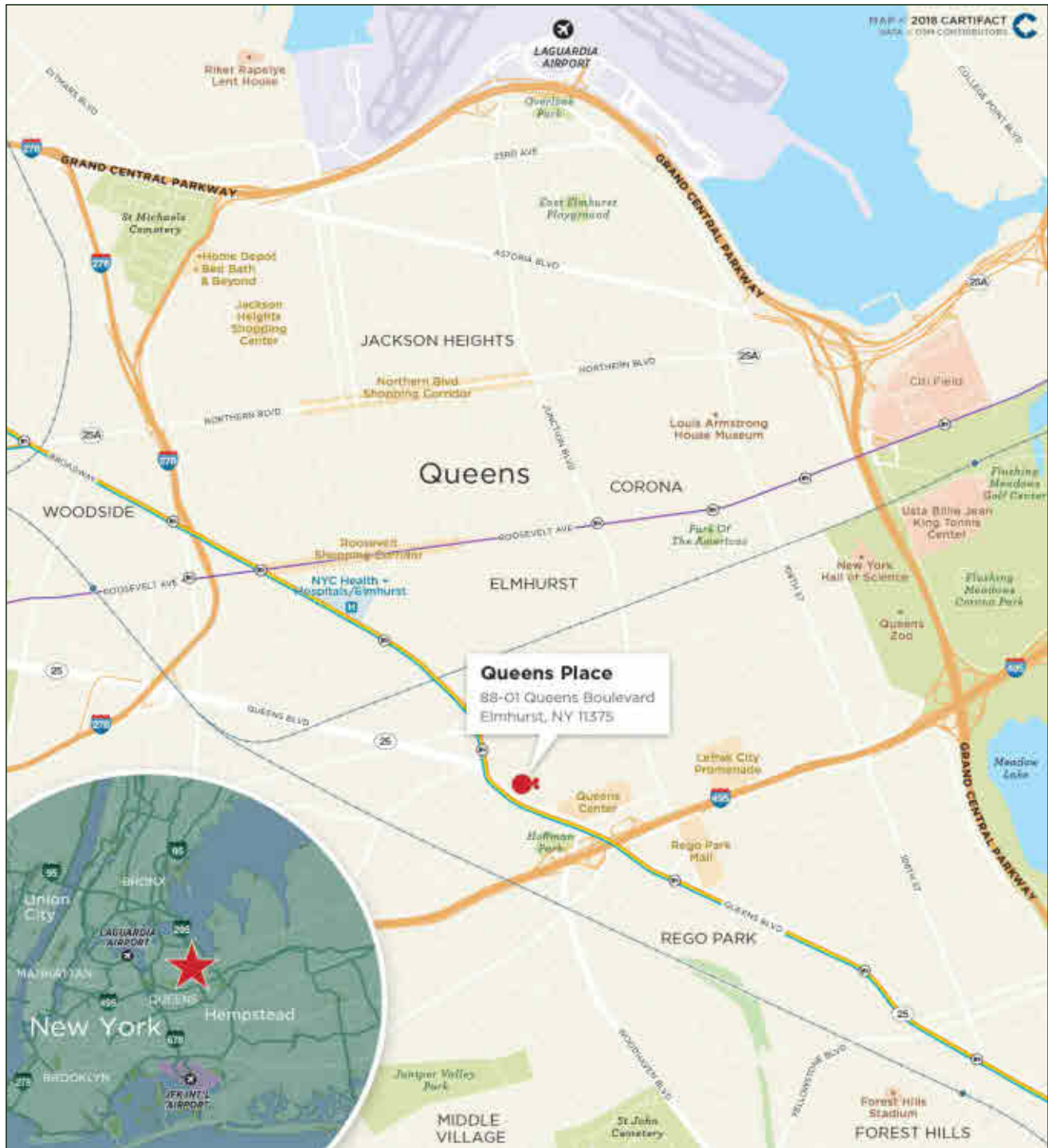
Mortgage Loan No. 5 — Queens Place



- Anchor
- Non Anchor / Inline
- Vacant
- Not Part of Collateral

\* Site plan is for illustrative purposes and some information may differ from actual.

Mortgage Loan No. 5 — Queens Place



## Mortgage Loan No. 5 — Queens Place

### Mortgage Loan Information

<b>Mortgage Loan Seller:</b>	Natixis
<b>Original Principal Balance<sup>(1)</sup>:</b>	\$42,000,000
<b>Cut-off Date Principal Balance<sup>(1)</sup>:</b>	\$42,000,000
<b>% of Pool by IPB:</b>	6.2%
<b>Loan Purpose:</b>	Refinance
<b>Borrower:</b>	MIR Queens Place Associates, LLC
<b>Sponsor<sup>(8)</sup>:</b>	Madison NYC Core Retail Partners, LP
<b>Interest Rate:</b>	4.518703%
<b>Note Date:</b>	4/12/2018
<b>Maturity Date:</b>	5/5/2028
<b>Interest-only Period:</b>	120 months
<b>Original Term:</b>	120 months
<b>Original Amortization:</b>	None
<b>Amortization Type:</b>	Interest Only
<b>Call Protection:</b>	L(27), Def or YM1(90), O(3)
<b>Lockbox<sup>(4)</sup>:</b>	Hard
<b>Additional Debt<sup>(1)</sup>:</b>	Yes
<b>Additional Debt Balance<sup>(1)</sup>:</b>	\$68,000,000
<b>Additional Debt Type<sup>(1)</sup>:</b>	Subordinate; Mezzanine
<b>Additional Future Debt Permitted:</b>	No

### Property Information

<b>Single Asset / Portfolio:</b>	Single Asset
<b>Title:</b>	Fee
<b>Property Type - Subtype:</b>	Retail - Anchored
<b>Net Rentable Area (SF):</b>	223,068
<b>Location:</b>	Elmhurst, NY
<b>Year Built / Renovated:</b>	1965 / 1999-2001
<b>Occupancy<sup>(8)</sup>:</b>	96.8%
<b>Occupancy Date:</b>	6/1/2018
<b>Number of Tenants:</b>	15
<b>2015 NOI:</b>	\$7,525,708
<b>2016 NOI:</b>	\$7,978,981
<b>2017 NOI<sup>(8)</sup>:</b>	\$7,959,328
<b>UW Economic Occupancy:</b>	93.7%
<b>UW Revenues:</b>	\$12,404,172
<b>UW Expenses:</b>	\$5,093,820
<b>UW NOI:</b>	\$7,310,352
<b>UW NCF:</b>	\$6,942,290
<b>Appraised Value / Per SF<sup>(1)</sup>:</b>	\$180,000,000 / \$807
<b>Appraisal Date:</b>	12/22/2017

### Escrows and Reserves<sup>(6)</sup>

	Initial	Monthly	Initial Cap
<b>Taxes:</b>	\$295,779	\$59,156	N/A
<b>Insurance:</b>	\$52,324	Springing	N/A
<b>Replacement Reserves:</b>	\$0	\$2,788	\$66,920
<b>TI/LC:</b>	\$0	\$27,884	\$1,338,408
<b>Deferred Maintenance:</b>	\$4,675	\$0	N/A

### Financial Information<sup>(1)</sup>

<b>Cut-off Date Loan / SF:</b>	\$188
<b>Maturity Date Loan / SF:</b>	\$188
<b>Cut-off Date LTV:</b>	23.3%
<b>Maturity Date LTV:</b>	23.3%
<b>UW NOI DSCR:</b>	3.80x
<b>UW NCF DSCR:</b>	3.61x
<b>UW NOI Debt Yield:</b>	17.4%
<b>UW NCF Debt Yield:</b>	16.5%

### Sources and Uses

Sources	Proceeds	% of Total
<b>Mortgage Loan (A Note):</b>	\$42,000,000	38.2%
<b>Mortgage Loan (B Notes):</b>	58,000,000	52.7
<b>Mezzanine Loan:</b>	10,000,000	9.1
<b>Total Sources:</b>	<b>\$110,000,000</b>	<b>100.0%</b>

Uses	Proceeds	% of Total
<b>Payoff Existing Debt<sup>(7)</sup>:</b>	\$77,132,848	70.1%
<b>Upfront Reserves:</b>	352,778	0.3
<b>Closing Costs:</b>	7,106,966	6.5
<b>Return of Equity<sup>(7)</sup>:</b>	25,407,408	23.1
<b>Total Uses:</b>	<b>\$110,000,000</b>	<b>100.0%</b>

- (1) The Queens Place loan is part of a larger split whole loan evidenced by one senior note (the "A Note"), with an aggregate outstanding principal balance as of the Cut-Off Date of \$42.0 million and two subordinate notes (the "B-1 Note" and "B-2 Note", together with the A Note, the "Queens Place Whole Loan"), with an aggregate principal balance as of the Cut-Off Date of \$58.0 million. The Queens Place Whole Loan is accompanied by one mezzanine loan, with an original principal balance as of the Cut-off Date of \$10.0 million (the "Queens Place Mezzanine Loan"). The financial information presented in the chart above and herein reflects the balance of the \$42.0 million A Note, but not the B-1 Note, B-2 Note, or the Queens Place Mezzanine Loan.

- (2) Reserved.



## Mortgage Loan No. 5 — Queens Place

- (3) The key principal to the deal is Madison NYC Core Retail Partners, LP and the non-recourse carveout guarantors are Madison NYC Core Retail Holdings, LLC and Forest City Enterprises, L.P. ("Forest City"). Upon the redemption of a series of transactions between the borrower and Forest City, the sole guarantor to the deal will be Madison NYC Core Retail Holdings, LLC, at which time Forest City will no longer be a guarantor of the loan.
- (4) For a more detailed description of lockbox, please refer to "*Lockbox / Cash Management*" below.
- (5) In conjunction with the purchase of a larger portfolio, the sponsor purchased a 49% stake in the Queens Place Property (as defined below) in 2011, and acquired the remaining 51% in 2017. Due to the recent acquisition, Natixis was unable to get updated financials past the year end 2017 financial statement. The sponsor provided an updated rent roll through June 1, 2018, which shows the occupancy at the Queens Place Property remained stable at 97.0%. One tenant, NYC Mobile (0.2% of NRA) is currently delinquent on rent, bringing the underwritten occupancy to 96.8%.
- (6) For a more detailed description of Escrows and Reserves, please refer to "*Escrows and Reserves*" below.
- (7) In December 2017, the sponsor reached an agreement with Forest City to acquire the remaining 51% equity stake in the portfolio. The sponsor's allocated purchase price for the Queens Place Property was \$158.9 million, which implies remaining equity of \$38.1 million.

**The Loan.** The Queens Place loan, which is part of a larger split whole loan, is a first mortgage loan secured by the borrower's fee simple interest in condominium units representing a 223,068 SF (49.26%) portion of a retail power center located in Elmhurst, New York. The Queens Place Whole Loan has an outstanding principal balance of \$100.0 million, which is comprised of the A Note, with an original principal balance of \$42.0 million, the B-1 Note with an original principal balance of \$43.0 million and the B-2 Note with an original principal balance of \$15.0 million (together, the "Queens Place Subordinate Companion Loans"). The Queens Place Subordinate Companion Loans will not be contributed to CSAIL 2018-CX12.

The A Note is being contributed to the CSAIL 2018-CX12 Commercial Mortgage Trust. Under the Queens Place co-lender agreement and the CSAIL 2018-CX12 pooling and servicing agreement, the directing holder will be (i) until the outstanding principal balance of the B-2 Note (taking into account any appraisal reduction amounts or realized losses allocated to the B-2 Note) is less than 25% of (a) the initial principal balance of the B-2 Note less (b) any principal payment allocated to and received by the holder of such companion loan (the "Queens Place B-2 Note Control Termination Event"), the holder of the B-2 Note; (ii) during the continuance of an Queens Place B-2 Note Control Termination Event, and until the outstanding principal balance of the B-1 Note (taking into account any appraisal reduction amounts or realized losses allocated to B-1 Note) is less than 25% of (a) the initial principal balance of B-1 Note less (b) any principal payment allocated to and received by the holder of such companion loan ("Queens Place B-1 Note Control Termination Event"), the holder of the B-1 Note (which rights will be exercised by the directing holder for the B-1 Note), and (iii) during the continuance of a Queens Place B-1 Note Control Termination Event, the trustee of the CSAIL 2018-CX12 Commercial Mortgage Trust (or, prior to the occurrence and continuance of a control termination event under the CSAIL 2018-CX12 pooling and servicing agreement, the CSAIL 2018-CX12 directing certificateholder on its behalf) as holder of the A Note.

The Queens Place Subordinate Companion Loans are subordinate notes as and to the extent described under "*Description of the Mortgage Pool—The Whole Loans—The Serviced AB Whole Loan—The Queens Place Whole Loan*" in the Prospectus.

### Whole Loan Note Summary

	Original Balance	Cut-off Date Balance	Note Holder	Lead Servicer for Whole Loan (Y/N)	Controlling Piece (Y/N)
Note A	\$42,000,000	\$42,000,000	CSAIL 2018-CX12	Y	N
Note B-1	43,000,000	43,000,000	Natixis	N	N
Note B-2	15,000,000	15,000,000	Unaffiliated Third Party Investor	N	Y
<b>Total</b>	<b>\$100,000,000</b>	<b>\$100,000,000</b>			

## Mortgage Loan No. 5 — Queens Place

### Queens Place Total Debt Capital Structure

			Cumulative Basis Per Unit	LTV <sup>(1)</sup>	UW NOI Debt Yield <sup>(2)</sup>	UW NCF DSCR <sup>(3)</sup>
Queens Place Whole Loan	Senior	\$42,000,000 Note A CSAIL 2018-CX12	\$188	23.3%	17.4%	3.61x
	Subordinate	\$43,000,000 B-1 Note Natixis	\$381	47.2%	8.6%	1.78x
		\$15,000,000 B-2 Note Unaffiliated Third Party Investor	\$448	55.6%	7.3%	1.36x
	Mezzanine	\$10,000,000 Mezzanine Loan Unaffiliated Third Party Investor	\$493	61.1%	6.6%	1.14x
	Equity	\$70,000,000 Implied Equity <sup>(1)</sup>	\$807	NAP	NAP	NAP

(1) Based on an "as-is" appraised value of \$180.0 million as of December 22, 2017 per the appraisal.

(2) Based on the UW NOI of \$7,310,352.

(3) Based on the UW NCF of \$6,942,290 and an interest rate of 4.518703% on the A Note, 4.518703% on B-1 Note, 8.00000% on B-2 Note, and 9.75000% on Mezzanine Note.

**The Borrower.** The borrower, MIR Queens Place Associates, LLC, is a Delaware limited liability company and special purpose entity. The borrower is 98.0% owned by the sponsor and 2.0% owned by Forest City. Upon the redemption of a series of transactions between the borrower and Forest City, the borrower will be 100% owned by the sponsor.

**The Sponsor.** The loan's sponsor is Madison NYC Core Retail Partners LP, a subsidiary of Madison International Realty ("Madison"). Madison was founded in 2002 and has offices in New York, London, and Frankfurt, with more than 40 professionals dedicated to sourcing, underwriting, acquisition, asset management, and investor relations. Madison focuses on capital partner replacements, equity monetizations and recapitalizations of class A properties and portfolios located throughout the US, UK, and Western Europe. Since inception, Madison has raised over \$4.4 billion in capital commitments from more than 150 institutional investors around the world and has invested in more than 185 million SF of commercial real estate.

## Mortgage Loan No. 5 — Queens Place

**The Property.** The property is part of a retail power center located in Elmhurst, New York, consisting of a five-story retail building surrounded by a six-story helical parking garage, and a single-story free standing retail building. Built in 1965 and renovated between 1999 and 2001, the retail power center totals 448,068 SF, of which 223,068 SF serves as the collateral for the Queens Place Whole Loan. The collateral consists of the 3,414 SF single-story retail building, the first, second, and third floors of the main five-story building, totaling 219,654 SF, and the six-story parking garage (collectively the “Queens Place Property”). In addition, the sponsor also has a 49.26% interest in the common areas of the whole retail power center. As of the rent roll dated June 1, 2018, the Queens Place Property is currently 96.8% leased to 15 tenants and anchored by Macy’s Furniture Gallery (29.6% of NRA; 4.5% of UW Base Rent), Macy’s Backstage (10.7% of NRA; 11.2% of UW Base Rent), DSW Shoe Warehouse (15.7% of NRA; 12.3% of UW Base Rent), and Best Buy (25.0% of NRA; 35.0% of UW Base Rent).

The remaining condominium unit consists of the top two floors of Queens Place (225,000 SF) that is separately owned by Target Corporation, which serves as a shadow anchor for the collateral. The Queens Place Property is subject to a condominium regime, with the Queens Place Property and Target having a 49.26% and 50.74% share in the common elements, respectively. Target has been in occupancy at the retail power center since 2001. All voting matters require a majority of 51%, and as such, Target’s interest in the common elements is not a true majority.

The largest tenant at the Queens Place Property, Macy’s Furniture Gallery, leases 65,917 SF (29.6% of NRA) through January, 2022. Macy’s Furniture Gallery is a wholly owned subsidiary of Macy’s Inc., which operates 829 stores in 45 states, the District of Columbia, Guam and Puerto Rico. Macy’s sells a wide range of merchandise, including apparel and accessories, cosmetics, home furnishings, and other consumer goods. The tenant has been in occupancy since March, 2001 and pays a base rental rate of \$4.88 PSF. Macy’s Furniture Gallery also has five, 10-year renewal options. Macy’s is rated Baa3, BBB- and BBB by Moody’s, S&P and Fitch, respectively.

The second largest tenant at the Queens Place Property, Best Buy Stores, leases 55,848 SF (25.0% of NRA) through January, 2022. Best Buy Stores is a wholly owned subsidiary of Best Buy Co. Inc., which is an American multinational provider of technology products, services, and solutions and rated BBB, Baa1 and BBB- by S&P, Moody’s and Fitch, respectively. Best Buy’s 2018 fiscal year sales at the Queens Place Property were approximately \$49.1 million, which is \$879 PSF. According to Best Buy’s fiscal 2017 annual report, as of January, 2017, net sales for fiscal 2017 were \$39.4 billion. Best Buy Stores has been in occupancy since August, 2001 and pays a rent of \$45.26 PSF. The tenant has four, five-year renewal options remaining on its lease.

The third largest tenant at the Queens Place Property, DSW Shoe Warehouse, leases 35,000 SF (15.7% of NRA) through September, 2021. DSW Shoe Warehouse is a shoes and accessories retailer offering brand name and designer shoes and accessories for women, men, and kids. As of October, 2017, DSW operates 501 stores in 42 states. DSW Shoe Warehouse has been in occupancy since September, 2001 and pays a base rental rate of \$24.81 PSF with two, five-year renewal options.

The Queens Place Property is improved with asphalt paved vehicle parking areas located at the east side of the site, in addition to a reinforced concrete helical six-level parking garage that surrounds the five-story retail building. Two separate reinforced concrete entrance/exit ramps are located on the east side of the building and garage. The parking areas can hold 1,450 cars, including 45 standard handicapped accessible spaces and six van handicapped accessible spaces. The parking garage is operated by a third party for \$40,000 *per annum*. Parking revenue is generated from a combination of the Queens Place Property’s customers, the customers of the Target condominium unit on the upper floors and transient traffic for several major retailers and surrounding uses.

**Tax Abatement.** The Queens Place Property benefits from a tax abatement via the New York City 25 year Industrial & Commercial Incentive Program (“ICIP”), which it secured in the 2002/2003 tax year. The ICIP abatement is currently in year 16, and the abatement expires in the 2026/27 tax year. Taxes are payable on the subject land and existing improvements based on current assessments while the improvements are exempt from real estate taxes for 16 years. Taxes on the improvements are then phased in at 10% increments from year 16 through year 25 when the exemption ends. The in-place underwriting includes the benefits of the tax abatement.

## Mortgage Loan No. 5 — Queens Place

**The Market.** The Queens Place Property is located in Elmhurst, New York, off of the intersection between Queens Boulevard and Exit 19 of the Long Island Expressway (I-495). The location provides access to various transportation centers including the Grand Ave – Newtown subway station and several MTA bus stations. The Queens Place Property is located in the heart of Queens, and is surrounded by a residential neighborhood made up of co-ops, rentals and several condominiums. The Queens Place Property is proximate to two large shopping centers, Queens Center Mall and Queens Rego Park Centers I & II. There are also a number of small retail shopping centers along Queens Boulevard, within the immediate neighborhood. Other property uses in the area include commercial buildings, office buildings, bank branches, service stations and fast food and sit-down restaurants.

According to a third party report, the Queens Place Property is located in the Central Queens submarket. As of the second quarter of 2018, the submarket contained 2,004 buildings totaling 11.4 million SF of retail inventory. The submarket reported a vacancy rate of 2.9%, and average rental rate of \$43.01 PSF.

According to a third party report, the 2018 estimated population within a one-, three- and five-mile radius of the property is 195,917, 908,348, and 2,418,310 respectively. The 2018 average household income within the same radii is \$74,648, \$83,540, and \$91,576, respectively.

### Retail Competitive Set Summary<sup>(1)</sup>

Property	Year Built / Renovated	GLA (SF)	Est. Occ.	Proximity (miles)	Anchor Tenants
<b>Queens Place</b>	<b>1965 / 1999-2001</b>	<b>223,068</b>	<b>96.8%</b>	<b>N/A</b>	<b>Macy's Furniture Gallery, Best Buy Stores, DSW</b>
Shops at Grand Avenue	1997 / NAV	99,986	100.0%	1.1	Stop & Shop
Shops at Skyview Center	2010 / NAV	508,817	100.0%	3.0	Target
Atlantic Center	1996 / NAV	396,224	100.0%	7.1	Stop & Shop, Best Buy, Marshall's
Shops at Bruckner Plaza	1996 / NAV	115,545	100.0%	10.4	Old Navy, Conway Stores, Marshall's
Harlem Center	2002 / NAV	126,234	98.0%	7.7	Marshall's, H&M
Riverdale Crossings	2014 / NAV	159,137	98.0%	13.3	BJ's

(1) Source: Appraisal.

### Historical and Current Occupancy

2015	2016	2017 <sup>(1)</sup>	Current <sup>(2)</sup>
99.7%	99.7%	98.8%	96.8%

(1) The sponsor acquired a 49% stake in the property in 2011, and acquired the remaining 51% in 2017. The sponsor provided an updated rent roll through June 1, 2018, which shows the occupancy at the property at 97.0%. One tenant, NYC Mobile (0.2% of NRA) is currently delinquent on rent, bringing the underwritten occupancy to 96.8%.

(2) Based on the June 1, 2018 underwritten rent roll.



## Mortgage Loan No. 5 — Queens Place

### Top 10 Tenant Summary<sup>(1)</sup>

Tenant	Ratings Moody's / S&P / Fitch <sup>(2)</sup>	Net Rentable Area (SF)	% of Total NRA	UW Base Rent PSF	% of Total UW Base Rents	Sales PSF <sup>(3)</sup>	Occupancy Costs <sup>(3)</sup>	Lease Expiration Date
Macy's Furniture Gallery	Baa3 / BBB- / BBB	65,917	29.6%	\$4.88	4.5%	NAV	NAV	1/31/2022
Best Buy Stores	Baa1 / BBB / BBB-	55,848	25.0	\$45.26	35.0	\$879	6.5%	1/31/2022
DSW Shoe Warehouse <sup>(4)</sup>	NR / NR / NR	35,000	15.7	\$25.43	12.3	\$203	18.3%	9/30/2021
Macy's Backstage	Baa3 / BBB- / BBB	23,761	10.7	\$34.00	11.2	NAV	NAV	8/31/2025
Red Lobster	B3 / NR / NR	8,482	3.8	\$84.70	9.9	\$679	15.8%	9/30/2022
Outback	NR / NR / NR	7,947	3.6	\$57.32	6.3	\$393	20.2%	8/31/2021
Skechers USA, Inc. <sup>(5)</sup>	NR / NR / NR	6,000	2.7	\$90.51	7.5	\$759	14.9%	9/30/2021
Sprint Spectrum, LP	NR / NR / NR	3,927	1.8	\$96.47	5.2	NAV	NAV	Various <sup>(6)</sup>
Citibank	Baa1 / BBB+ / A	3,414	1.5	\$4.83	0.2	NAV	NAV	12/31/2021
Sleepy's LLC	NR / NR / NR	3,360	1.5	\$53.24	2.5	\$317	23.6%	11/30/2021
<b>Total</b>		<b>213,656</b>	<b>95.8%</b>	<b>\$32.27</b>	<b>94.6%</b>			

- (1) Based on the June 1, 2018 underwritten rent roll.
- (2) Ratings provided are for the parent company of the entity listed in the "Tenant" field whether or not the parent company guarantees the lease.
- (3) Sales PSF and Occupancy Costs represent comparable tenant sales (tenants with 12 months reported sales) and occupancy costs for the twelve-month period ending September 2017, except for Best Buy Stores, which provided year end 2018 sales, and DSW Shoe Warehouse, Outback, and Sleepy's LLC, which provided sales through October 2017.
- (4) DSW Shoe Warehouse has a co-tenancy provision such that it can reduce its rent to \$15.00 PSF if Target is not open for business or another acceptable national tenant does not take occupancy in at least two-thirds of the Target space.
- (5) Rated A+ by Egan-Jones Ratings Company.
- (6) Sprint Spectrum, LP leases 3,927 SF at the property with a lease expiration of September 30, 2021 in addition to an antenna on the roof with a lease expiration of February 13, 2020.

### Lease Rollover Schedule<sup>(1)</sup>

Year	Number of Leases Expiring	NRA Expiring	% of NRA Expiring	UW Base Rent Expiring	% of UW Base Rent Expiring	Cumulative NRA Expiring	Cumulative % of NRA Expiring	Cumulative UW Base Rent Expiring	Cumulative % of UW Base Rent Expiring
Vacant	NAP	7,052	3.2%	NAP	NAP	7,052	3.2%	NAP	NAP
MTM	0	0	0.0	\$0	0.0%	7,052	3.2%	\$0	0.0%
2018	3	652	0.3	168,409	2.3	7,704	3.5%	\$168,409	2.3%
2019	0	0	0.0	0	0.0	7,704	3.5%	\$168,409	2.3%
2020	2	408	0.2	113,924	1.6	8,112	3.6%	\$282,333	3.9%
2021	6	59,648	26.7	2,437,446	33.7	67,760	30.4%	\$2,719,779	37.6%
2022	5	130,247	58.4	3,568,070	49.4	198,007	88.8%	\$6,287,849	87.0%
2023	1	1,300	0.6	129,674	1.8	199,307	89.3%	\$6,417,523	88.8%
2024	0	0	0.0	0	0.0	199,307	89.3%	\$6,417,523	88.8%
2025	1	23,761	10.7	807,874	11.2	223,068	100.0%	\$7,225,397	100.0%
2026	0	0	0.0	0	0.0	223,068	100.0%	\$7,225,397	100.0%
2027	0	0	0.0	0	0.0	223,068	100.0%	\$7,225,397	100.0%
2028	0	0	0.0	0	0.0	223,068	100.0%	\$7,225,397	100.0%
2029 & Beyond	0	0	0.0	0	0.0	223,068	100.0%	\$7,225,397	100.0%
<b>Total</b>	<b>18</b>	<b>223,068</b>	<b>100.0%</b>	<b>\$7,225,397</b>	<b>100.0%</b>				

- (1) Based on the June 1, 2018 underwritten rent roll.

## Mortgage Loan No. 5 — Queens Place

### Operating History and Underwritten Net Cash Flow

	2015	2016	2017 <sup>(1)</sup>	Underwritten <sup>(2)</sup>	PSF	% <sup>(3)</sup>
Rents in Place	\$7,388,994	\$7,562,119	\$7,351,824	\$7,225,397	\$32.39	65.2%
Vacant Income	0	0	0	829,200	\$3.72	7.5%
<b>Gross Potential Rent</b>	<b>\$7,388,994</b>	<b>\$7,562,119</b>	<b>\$7,351,824</b>	<b>\$8,054,597</b>	<b>\$36.11</b>	<b>72.7%</b>
Total Reimbursements	3,072,938	1,937,497	2,786,131	3,028,012	\$13.57	27.3%
<b>Net Rental Income</b>	<b>\$10,461,932</b>	<b>\$9,499,616</b>	<b>\$10,137,955</b>	<b>\$11,082,609</b>	<b>\$49.68</b>	<b>100.0%</b>
(Vacancy/Collection Loss)	0	0	0	(829,200)	(\$3.72)	(6.7%)
Other Income	1,725,831	1,903,575	2,150,763	2,150,763	\$9.64	17.3%
<b>Effective Gross Income</b>	<b>\$12,187,763</b>	<b>\$11,403,191</b>	<b>\$12,288,718</b>	<b>\$12,404,172</b>	<b>\$55.61</b>	<b>100.0%</b>
<b>Total Expenses<sup>(4)</sup></b>	<b>\$4,662,055</b>	<b>\$3,424,210</b>	<b>\$4,329,390</b>	<b>\$5,093,820</b>	<b>\$22.84</b>	<b>41.1%</b>
<b>Net Operating Income</b>	<b>\$7,525,708</b>	<b>\$7,978,981</b>	<b>\$7,959,328</b>	<b>\$7,310,352</b>	<b>\$32.77</b>	<b>58.9%</b>
Total TI/LC, Capex/RR	0	0	0	368,062	\$1.65	3.0%
<b>Net Cash Flow</b>	<b>\$7,525,708</b>	<b>\$7,978,981</b>	<b>\$7,959,328</b>	<b>\$6,942,290</b>	<b>\$31.12</b>	<b>56.0%</b>

- (1) The sponsor purchased a 49% acquired in the property in 2011, and acquired the remaining 51% in 2017. Due to the recent acquisition, Natixis was unable to get updated financials past the year end 2017 financial statement. The sponsor provided an updated rent roll through June 1, 2018, which shows the occupancy at the property remained stable at 97.0%. One tenant, NYC Mobile (0.2% of NRA) is currently delinquent on rent, bringing the underwritten occupancy to 96.8%.
- (2) Rents in Place include base rent and rent increases occurring through March 1, 2019.
- (3) % column represents percent of Net Rental Income for all revenue lines and represents percent of Effective Gross Income for the remainder of fields.
- (4) The in place underwriting includes the benefits of the ICIP.

**Property Management.** The property is managed by Madison International Realty PM, LLC, a Delaware limited liability company.

**Escrows and Reserves.** At origination, the borrower deposited \$295,779 for real estate taxes, \$52,324 for insurance premiums and \$4,675 for capital expenditures.

**Tax Escrows** – On a monthly basis, the borrower is required to escrow 1/12<sup>th</sup> of the annual estimated tax payments, which currently equals \$59,156.

**Insurance Escrows** – On a monthly basis, the borrower is required to escrow 1/12<sup>th</sup> of the annual estimated insurance payments. The requirement to escrow for insurance premiums is waived so long as (i) no event of default has occurred and (ii) the borrower provides evidence wholly satisfactory to the lender that the insurance coverages required pursuant to the loan documents are being maintained under an acceptable blanket insurance policy, and (iii) the borrower deposits and maintains with the lender an amount equal to \$52,324, which amount is equal to the annual estimated insurance premiums.

**Replacement Reserves** – On a monthly basis, the borrower is required to escrow \$2,788 for replacement reserves, subject to a cap of \$66,920. Alternatively, the borrower may post a letter of credit in an amount equal to \$66,920 in form and substance acceptable to the lender in all respects. At any time that the amount of the letter of credit is drawn down, borrower shall post an additional letter of credit back up to the replacement reserve cap.

**TI/LC Reserves** – On a monthly basis, the borrower is required to escrow \$27,884 for TI/LC reserves, subject to a cap at \$1,338,408. Alternatively, borrower may post a letter of credit in an amount equal to \$1,338,408 in form and substance acceptable to the lender in all respects. At any time that the amount of the letter of credit is drawn down, the borrower is required to post an additional letter of credit back up to the rollover cap.

## Mortgage Loan No. 5 — Queens Place

**Lockbox / Cash Management.** The Queens Place Whole Loan is structured with a hard lockbox and in place cash management. The borrower was required to send tenant direction letters to each existing tenant instructing each tenant to deposit all rents and payments into the lender-controlled lockbox account. All funds in the lockbox account will be swept on a daily basis to a lender-controlled cash management account. Following the commencement of a Cash Management Period, as defined below (other than as a result of a Primary Tenant Sweep Period, as defined below), all amounts remaining shall be held in a cash collateral reserve subaccount, and subject to no event of default, the lender is required to permit the borrower to use up to \$500,000 in the aggregate for approved leasing expenses. At all times during the continuance of a Primary Tenant Sweep Period, all funds in the lockbox account will be swept to a lender-controlled subaccount (the “Primary Tenant Reserve Subaccount”) until such time as the balance of funds in the Primary Tenant Reserve Subaccount equals the then applicable Primary Tenant Reserve Cap (as defined below) related to the Primary Tenant (as defined below) that caused the Primary Tenant Sweep Event or the aggregate of the then-applicable Primary Tenant Reserve Caps (if multiple Primary Tenants caused a Primary Tenant Sweep Period).

A “Cash Management Period” will commence upon: (i) an event of default; (ii) the failure by the borrower, after the end of a calendar quarter, to maintain a DSCR of at least 1.15x; or (iii) a Primary Tenant Sweep Period. A Cash Management Period will end with respect to clause (ii), if for three consecutive months (a) no default or event of default has occurred; (b) no event that would trigger another Cash Management Period has occurred; and (c) the DSCR is at least 1.20x; with respect to clause (iii), a Primary Tenant Sweep Period Cure (as defined below) has occurred (and no other Cash Management Period is then continuing); with respect to clause (i), the applicable event of default that caused the commencement of such Cash Management Period has been cured; or solely with respect to a Cash Management Period caused by a Primary Tenant Sweep Period, a Primary Tenant Sweep Termination has occurred with respect to such Primary Tenant Sweep Period.

A “Primary Tenant Sweep Period” will commence upon: (i) any termination of, or receipt by the borrower of a notice to terminate, any Primary Tenant Lease, provided, however, that the Primary Tenant Sweep Period will commence upon the date that is twelve months prior to the date set forth in the notice for the Lease to terminate, provided if such period is less than twelve months the Primary Tenant Sweep Period will commence immediately; (ii) any Primary Tenant failing to exercise its extension option as set forth in its Primary Tenant Lease before the earlier of (A) twelve months prior to the expiration of such Primary Tenant Lease or (B) the date set forth in such Primary Tenant Lease before which such extension must be exercised; (iii) any Primary Tenant becoming the subject of a bankruptcy action and failing to affirm its Lease and provide adequate assurances for the payment of rent reasonably acceptable to Lender; (iv) any Primary Tenant “going dark”, or (v) the occurrence of any monetary or material non-monetary default (beyond any applicable notice and/or cure period) under any Primary Tenant Lease.

A “Primary Tenant Sweep Period Cure” will commence if a Primary Tenant Sweep Period commences: (i) pursuant to clause (i) through clause (v) above if a Primary Tenant Replacement Event (as defined below) has occurred; (ii) pursuant to clause (ii) above, if either (A) such Primary Tenant renews or extends its Primary Tenant Lease for the applicable Primary Tenant Premises on terms reasonably acceptable to the lender in all material respects, (B) the Primary Tenant has delivered an acceptable tenant estoppel, and (C) adequate sums are on deposit in the primary tenant reserve subaccount with respect to all tenant improvements, leasing commissions and free rent periods still due under the renewal or extension of such lease; (iii) pursuant to clause (iii) above, if the bankruptcy action is dismissed and the Primary Tenant Lease is affirmed and adequate assurances for the payment of rent reasonably acceptable to lender are provided; (iv) pursuant to clause (iv) above, the Primary Tenant re-opens for business for a continuous period of not less than three months; (v) pursuant to clause (v) above, the monetary or material non-monetary default is cured and no other monetary or material non-monetary default (beyond any applicable notice and/or cure period) exists under the Primary Tenant Lease; or (vi), pursuant to clauses (i) through (v) where Macy’s is the tenant under the Primary Tenant Lease, then if \$2,636,680 has been deposited into the Primary Tenant Reserve Subaccount on account of such Primary Tenant Sweep Period.

A “Primary Tenant Sweep Termination” will commence upon (i) the occurrence of a Primary Tenant Sweep Period Cure and (ii) no event of default exists.

A “Primary Tenant Replacement Event” means, with respect to the Best Buy lease and the Macy’s lease, the termination of a primary tenant lease and the borrower entering into one or more new leases for all or substantially all of the primary tenant premises under the primary tenant lease that has been terminated with acceptable replacement tenant(s) and upon such terms and conditions as are reasonably acceptable to lender in all respects.



## Mortgage Loan No. 5 — Queens Place

A “Primary Tenant” means any of: (i) Best Buy; and (ii) Macy’s, and thereafter any acceptable replacement tenant for any of the foregoing occupying all or substantially all of such applicable Primary Tenant premises.

**Land Release and Air Rights Transfer.** After closing, the borrower has the ability to release a portion of the land, an estimated 9,081 SF, on the east side of the Queens Place Property. In conjunction with a potential land sale, the borrower would transfer a portion of the 325,095 SF of air rights associated with the Queens Place Property, with a maximum air rights transfer of 82,400SF.

**Additional Debt.** The Queens Place Mezzanine Loan is secured by the direct and indirect equity ownership in the Queens Place borrower. The Queens Place Mezzanine Loan has an original principal balance \$10,000,000, a coupon of 9.7500% and is coterminous with the Queens Place Whole Loan. Including the Queens Place Whole Loan and the Queens Place Mezzanine Loan, the cumulative Cut-off Date LTV Ratio, cumulative UW NCF DSCR and cumulative UW NOI Debt Yield are 61.1%, 1.14x and 6.6%, respectively. The Queens Place Whole Loan lender and Queens Place Mezzanine Loan lender have entered into an intercreditor agreement.