## Collateral Asset Summary – Loan No. 5

# **Beekman Tower**

Cut-off Date Balance: Cut-off Date LTV: U/W NCF DSCR: U/W NOI Debt Yield: \$63,000,000 43.2% 1.60x 7.6%













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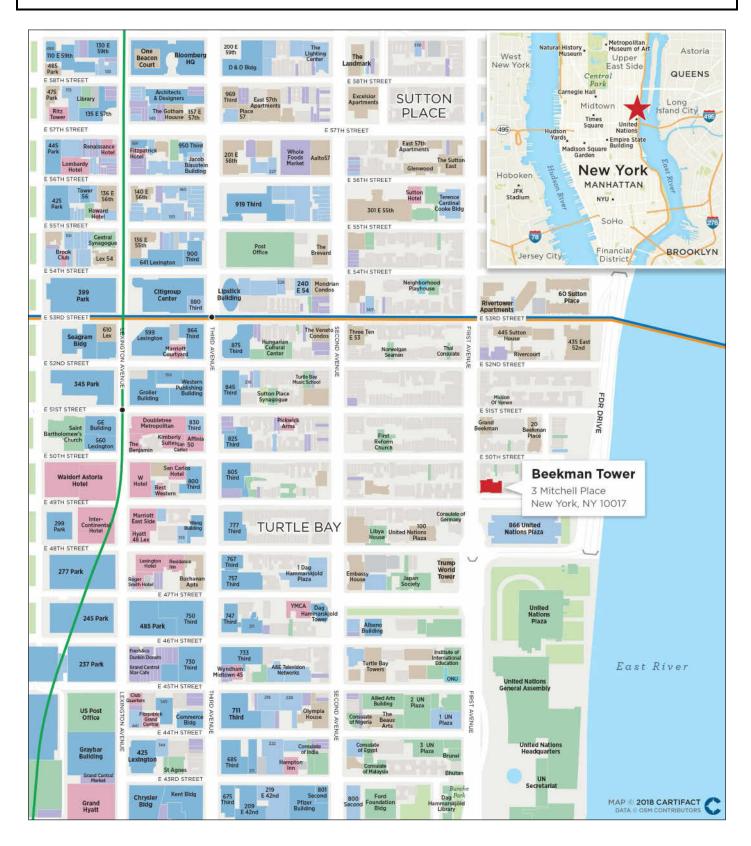
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Mortgage Loan Information

Loan Seller: LCM
Loan Purpose: Refinance

Borrower Sponsors: Yakov Yakubov; Thomas

Yakubaros; Yakubov US Trust 2013

Borrower: Beekman Towers Holdings, LLC

 Original Balance:
 \$63,000,000

 Cut-off Date Balance:
 \$63,000,000

 % by Initial UPB:
 6.3%

 Interest Rate:
 4.6335%

Payment Date:6th of each monthFirst Payment Date:August 6, 2017Maturity Date:April 6, 2028Amortization:Interest OnlyAdditional Debt:None

Call Protection: L(34), D(92), O(3)
Lockbox / Cash Management: Soft / Springing

| F            | Reserves <sup>(1)</sup> |           |
|--------------|-------------------------|-----------|
|              | Initial                 | Monthly   |
| Taxes:       | \$345,200               | \$172,600 |
| Insurance:   | \$74,400                | \$18,600  |
| Replacement: | \$0                     | \$5,933   |

| Financial Information  |           |
|--|-----------|
| Cut-off Date Balance / Unit:   | \$353,933 |
| Balloon Balance / Unit:  | \$353,933 |
| Cut-off Date LTV:  | 43.2%     |
| Balloon LTV:   | 43.2%     |
| Underwritten NOI DSCR:   | 1.62x     |
| Underwritten NCF DSCR:   | 1.60x     |
| Underwritten NOI Debt Yield:   | 7.6%      |
| Underwritten NCF Debt Yield:   | 7.5%      |
| Underwritten NOI Debt Yield at Balloon:  | 7.6%      |
| Balloon Balance / Unit:         \$353,933           Cut-off Date LTV:         43.2%           Balloon LTV:         43.2%           Underwritten NOI DSCR:         1.62x           Underwritten NCF DSCR:         1.60x           Underwritten NOI Debt Yield:         7.6%           Underwritten NCF Debt Yield:         7.5% |           |

**Property Information** 

Single Asset / Portfolio: Single Asset
Property Type: High-Rise Multifamily

Collateral: Fee Simple
Location: New York, NY
Year Built / Renovated: 1928 / 2014

Total Units: 178

Property Management: Reside Worldwide Management Service, Inc.

 Underwritten NOI:
 \$4,795,740

 Underwritten NCF:
 \$4,724,540

 Appraised Value:
 \$146,000,000

 Appraisal Date:
 March 20, 2018

Historical NOI

Most Recent NOI<sup>(2)</sup>: \$4,881,094 (T-9 December 31, 2017 Ann.)

2017 NOI<sup>(2)</sup>: \$4,054,610 (December 31, 2017)

2016 NOI: \$2,815,801 (December 31, 2016)

2015 NOI<sup>(3)</sup>: \$1,956,050 (December 31, 2015)

Most Recent Occupancy: 84.8% (T-9 December 31, 2017 Ann.)
2017 Occupancy: 80.9% (December 31, 2017)
2016 Occupancy: NAP
2015 Occupancy: NAP

- (1) See "Initial Reserves" and "Ongoing Reserves" herein.
- (2) The Beekman Tower Property was in ramp up during the first quarter of the 2017 calendar year.
- (3) 2015 NOI represents figures for only July through December 2015. No amounts were recorded prior to July 2015 as the Beekman Tower Property was vacant when purchased.
- (4) The Beekman Tower Property was purchased vacant in July 2015 after a full renovation. The borrower did not track occupancy until calendar year 2017. As such, historical occupancy prior to calendar year 2017 is not available.

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## **Beekman Tower**

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\$63,000,000 43.2% 1.60x 7.6%

**The Loan.** The Beekman Tower loan (the "Beekman Tower Loan") is a fixed rate loan secured by the borrower's fee simple interest in a 178-unit, high-rise apartment property located at 3 Mitchell Place in New York, New York (the "Beekman Tower Property") with a current principal balance of \$63.0 million. The Beekman Tower Loan has an approximately 11-year term and requires interest only payments for the term of the loan. The Beekman Tower Loan accrues interest at a fixed rate equal to 4.6335% and has a Cut-off Date Balance of \$63.0 million. The Beekman Tower Loan proceeds, along with approximately \$14.9 million of borrow sponsor equity, were used to retire previous debt of approximately \$75.2 million, fund reserves of approximately \$420,000 and pay closing costs of approximately \$2.2 million. Based on the appraised value of \$146.0 million as of March 20, 2018, the Cut-off Date LTV is 43.2%. The most recent prior financing of the Beekman Tower Property was not included in a securitization.

| Sources and Uses                                 |              |        |                  |              |        |  |  |  |
|--|--------------|--------|------------------|--------------|--------|--|--|--|
| Sources Proceeds % of Total Uses Proceeds % of T |              |        |                  |              |        |  |  |  |
| Mortgage Loan                                    | \$63,000,000 | 80.9%  | Loan Payoff      | \$75,201,700 | 96.6%  |  |  |  |
| Borrower Sponsor Equity                          | \$14,850,617 | 19.1%  | Closing Costs    | \$2,229,317  | 2.9%   |  |  |  |
|  |              |        | Upfront Reserves | \$419,600    | 0.5%   |  |  |  |
| Total Sources                                    | \$77,850,617 | 100.0% | Total Uses       | \$77,850,617 | 100.0% |  |  |  |

The Borrower / Borrower Sponsors. The borrower, Beekman Towers Holdings, LLC, is a single purpose Delaware limited liability company structured to be bankruptcy-remote with two independent directors in its organizational structure. The sponsors of the borrower and the non-recourse carve-out guarantors are Yakov Yakubov, Thomas Yakubaros and the Yakubov US Trust 2013, on a joint and several basis.

The Yakubov family has over 30 years of experience developing, managing and investing in various types of real estate assets throughout the Russian Federation and the United States. The family's United States real estate portfolio consists of approximately 5.0 million sq. ft. of retail, residential and office properties.

The Property. The Beekman Tower Property is a landmarked, 178-unit, interconnected 26-story and 10-story apartment complex located on the northeast corner of First Avenue and Mitchell Place in the Turtle Bay neighborhood of Midtown Manhattan, approximately one block north from the United Nations building. Completed in 1928, the Beekman Tower Property underwent an extensive renovation in 2014 totaling approximately \$24.2 million (\$136,230 per unit) which converted the Beekman Tower Property from a transient hotel to a luxury residential building with furnished corporate housing units that can accommodate demand from the United Nations building and other corporate users, furnished short-term units that can accommodate extended-stay users, as well as traditional long-term unfurnished rentals (which can be rented furnished for an additional charge). The borrower sponsors purchased the Beekman Tower Property vacant in July 2015 for \$138,850,000, following the completion of the prior owner's \$24.2 million renovation. A summary and breakdown of the renovation costs at the Beekman Tower Property are provided in the chart below.

| Renovation Costs <sup>(1)</sup>     |              |           |  |  |  |  |
|-------------------------------------|--------------|-----------|--|--|--|--|
| Item                                | Total        | Per Unit  |  |  |  |  |
| FF&E                                | \$4,488,748  | \$25,218  |  |  |  |  |
| Wall / Ceiling Finishes             | \$3,820,105  | \$21,461  |  |  |  |  |
| Mechanicals / Electrical / Plumbing | \$3,222,865  | \$18,106  |  |  |  |  |
| Exterior Façade Replacements        | \$2,064,047  | \$11,596  |  |  |  |  |
| Cabinetry / Other Carpentry         | \$2,001,834  | \$11,246  |  |  |  |  |
| Elevator Replacement                | \$1,856,477  | \$10,430  |  |  |  |  |
| Lobby Renovations                   | \$1,645,334  | \$9,243   |  |  |  |  |
| Appliances                          | \$1,340,397  | \$7,530   |  |  |  |  |
| Flooring                            | \$1,162,667  | \$6,532   |  |  |  |  |
| BOH / Life Safety Improvements      | \$957,247    | \$5,378   |  |  |  |  |
| Demolition                          | \$426,463    | \$2,396   |  |  |  |  |
| Information Technology              | \$392,918    | \$2,207   |  |  |  |  |
| Doors and Hardware                  | \$333,123    | \$1,871   |  |  |  |  |
| Fitness and Business Centers        | \$285,173    | \$1,602   |  |  |  |  |
| Laundry Room                        | \$251,500    | \$1,413   |  |  |  |  |
| Total                               | \$24,248,898 | \$136,230 |  |  |  |  |

(1) Source: Borrower.

Of the 178 units, a maximum of 24 furnished units are rented as short-term extended-stay with the remaining units divided between corporate housing furnished units and traditional long-term unfurnished units (which can be rented furnished for an additional charge). The number of corporate units and long-term units shifts monthly based on demand for each segment. For the calendar year 2017, the number of corporate units and long-term units averaged 97 and 57, respectively. The short-term units are typically reserved for the lower floors, the corporate users tend to occupy the five middle floors and the long-term traditional residential units tend to be located on the top floors. The borrower sponsors typically maintain full floors dedicated to one type of tenant. The Beekman Tower Property's unit mix

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is comprised of 59 studio units averaging 439 sq. ft., 115 one-bedroom units averaging 672 sq. ft., three two-bedroom units averaging 1,109 sq. ft. and one, 1,743 sq. ft. three-bedroom unit.

| Unit Mix Summary <sup>(1)</sup> |               |            |                                |  |  |  |  |
|---------------------------------|---------------|------------|--------------------------------|--|--|--|--|
| Unit Configuration              | # of<br>Units | % of Total | Average Unit<br>Size (Sq. Ft.) |  |  |  |  |
| Studio                          | 59            | 33.1%      | 439                            |  |  |  |  |
| One-Bedroom                     | 115           | 64.6%      | 672                            |  |  |  |  |
| Two-Bedroom                     | 3             | 1.7%       | 1,109                          |  |  |  |  |
| Three-Bedroom                   | 1             | 0.6%       | 1,743                          |  |  |  |  |
| Total / Wtd. Avg.               | 178           | 100.0%     | 608                            |  |  |  |  |

(1) Source: Borrower.

|                             | Occupancy and Rent By Unit Type <sup>(1)(2)</sup>  |       |                     |         |                    |                   |                               |   |  |
|-----------------------------|--|-------|---------------------|---------|--------------------|-------------------|-------------------------------|---|--|
| 2017                        |  |       | T-9 12/31/2017 Ann. |         |                    |                   |                               |   |  |
| Unit Type <sup>(3)(4)</sup> | Avg. Monthly Avg. # Avg. Avg. Monthly Rent per t Type <sup>(3)(4)</sup> of Units Occupancy Rent per Unit Occupied Unit |       |                     |         | Avg. #<br>of Units | Avg.<br>Occupancy | Avg. Monthly<br>Rent per Unit | Avg. Monthly<br>Rent per<br>Occupied Unit |  |
| Corporate Units             | 97   | 80.9% | \$4,432             | \$5,376 | 92                 | 86.1%             | \$4,953                       | \$5,707                                   |  |
| Long-term Units             | 57   | 83.0% | \$3,360             | \$4,054 | 62                 | 85.3%             | \$3,396                       | \$3,987                                   |  |
| Short-term Units            | 24   | 79.9% | \$5,422             | \$6,788 | 24                 | 80.1%             | \$5,954                       | \$7,443                                   |  |
| Total / Avg.                | 178  | 80.9% | \$4,192             | \$5,127 | 178                | 84.8%             | \$4,571                       | \$5,361                                   |  |

- (1) Source: Borrower.
- (2) The borrower did not track occupancy until calendar year 2017.
- (3) Prior to calendar year 2017, income was not broken out by unit type.
- (4) Corporate units include units leased by a single corporate user or an employer for use by employees for varying terms, long-term units are generally leased for a term of six months to two years and short-term units are generally leased for a term of anywhere from one day to 120 days.

In addition to the 178 residential units, the Beekman Tower Property contains a 4,000 sq. ft. vacant street level commercial space and a 2,500 sq. ft. rooftop lounge with 30 foot ceilings and 360 degree panoramic views of the East River and Midtown skyline, which is fully leased to Beekman Rooftop LLC pursuant to a lease expiring on November 30, 2036. Additional amenities at the Beekman Tower Property include a doorman and concierge, a business center adjacent to a conference room, a fitness center, a laundry room and a housekeeping service that is outsourced with a third party. The vacant street level commercial space is currently zoned for a community related tenant; however, the borrower is pursuing rezoning for a traditional retail tenant which would command higher rents than a community related tenant.

**Environmental Matters.** The Phase I environmental report, dated June 16, 2017, recommended no further actions at the Beekman Tower Property.

**The Market.** According to the appraiser, the corporate housing/extended-stay market is a unique segment of the New York City housing market and is concentrated primarily in Manhattan's Midtown East and Upper East Side neighborhoods. Corporate housing/extended-stay residences provide an alternative to transient hotel accommodations. Although this segment of the industry has existed for several years in New York City, the corporate housing/extended-stay market has seen a greater focus in the past few years. This market was created from a demand by travelers, residents and employees seeking alternative short-term housing and contains attributes of both the residential apartment market and transient hotel market. According to the appraiser, the length of stay for a long-term resident at an extended-stay facility generally exceeds one month and frequently lasts 12 months. The most common term for an interim stay is typically between 90 and 120 days. A summary of the appraiser's competitive set is provided in the chart below.

| Competitive Set <sup>(1)</sup> |   |  |   |  |  |   |  |  |  |
|--------------------------------|---|--|---|--|--|---|--|--|--|
| Name                           | Beekman Tower<br>Property   | AKA United<br>Nations  | AKA Sutton<br>Place   | Marmara  | Sutton Court<br>Hotel Residences                                   | Bristol<br>Plaza  |  |  |  |
| Neighborhood                   | Midtown East  | Midtown East   | Midtown East  | Upper East Side  | Midtown East   | Upper East Side   |  |  |  |
| Number of Units                | 178   | 95   | 76  | 109  | 107  | 130   |  |  |  |
| Year Built                     | 1928  | 1986   | 1929/2006   | 1989   | 1974   | 1987  |  |  |  |
| Facility Amenities             | Doorman, concierge,<br>fitness center,<br>business center, roof<br>top lounge | Doorman,<br>concierge,<br>fitness center,<br>business center | Doorman,<br>concierge, fitness<br>center, roof deck,<br>business center | Doorman,<br>concierge, fitness<br>center, business<br>center | Doorman,<br>concierge, fitness<br>center, business<br>center, café | Doorman,<br>concierge, fitness<br>center, roof deck,<br>swimming pool |  |  |  |

(1) Source: Appraisal.

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### Cash Flow Analysis.

| Cash Flow Analysis   |                     |             |                     |                        |              |              |  |  |  |
|--|---------------------|-------------|---------------------|------------------------|--------------|--------------|--|--|--|
|  | 2015 <sup>(1)</sup> | 2016        | 2017 <sup>(2)</sup> | T-9 12/31/2017 Ann.(2) | U/W          | U/W per Unit |  |  |  |
| Base Rent Corporate Units(3)(4)                            | \$4,259,804         | \$8,104,659 | \$5,157,118         | \$5,590,448            | \$5,590,448  | \$31,407     |  |  |  |
| Base Rent Long-Term Units(3)(4)                            | 0                   | 0           | 2,235,028           | 2,457,761              | 2,457,761    | 13,808       |  |  |  |
| Base Rent Short-Term Units(3)(4)                           | 0                   | 0           | 1,561,600           | 1,714,608              | 1,714,608    | 9,633        |  |  |  |
| Gross Up Vacancy   | 0                   | 0           | 0                   | 0                      | 1,754,278    | 9,855        |  |  |  |
| Gross Potential Rent                                       | \$4,259,804         | \$8,104,659 | \$8,953,746         | \$9,762,817            | \$11,517,095 | \$64,703     |  |  |  |
| Less: Vacancy, Collection Loss, Concessions <sup>(5)</sup> | 0                   | 0           | 0                   | 0                      | (1,754,278)  | (9,855)      |  |  |  |
| Commercial Income <sup>(6)</sup>                           | 0                   | 0           | 80,000              | 106,667                | 240,000      | 1,348        |  |  |  |
| Total Other Income <sup>(7)</sup>                          | 13,939              | 64,915      | 96,480              | 102,895                | 102,895      | 578          |  |  |  |
| Effective Gross Income                                     | \$4,273,743         | \$8,169,573 | \$9,130,225         | \$9,972,378            | \$10,105,712 | \$56,774     |  |  |  |
| Total Expenses   | 2,317,693           | 5,353,773   | 5,075,616           | 5,091,284              | 5,309,972    | 29,831       |  |  |  |
| Net Operating Income                                       | \$1,956,050         | \$2,815,801 | \$4,054,610         | \$4,881,094            | \$4,795,740  | \$26,942     |  |  |  |
| Capital Expenditures                                       | 0                   | 0           | 0                   | 0                      | 71,200       | 400          |  |  |  |
| Net Cash Flow  | \$1,956,050         | \$2,815,801 | \$4,054,610         | \$4,881,094            | \$4,724,540  | \$26,542     |  |  |  |

- (1) 2015 represents figures for only July through December 2015. No amounts were recorded prior to July 2015 as the Beekman Tower Property was vacant when purchased.
- (2) The Beekman Tower Property was in ramp up during the first quarter of the 2017 calendar year.
- (3) U/W Base Rent represents the actual T-9 annualized base rent per unit type for the Beekman Tower Property as of December 31, 2017.
- (4) Prior to 2017, income was not broken out by unit type.
- (5) U/W Vacancy, Collection Loss, Concessions represents 15.2% of Gross Potential Rent and is equal to 100.0% of the Gross Up Vacancy.
- (6) U/W Commercial Income is based on the annual in-place contractual rent under the Beekman Rooftop LLC lease. No income was underwritten for the 4,000 sq. ft. street level commercial space as it is currently vacant as the borrower pursues rezoning for a traditional retail tenant which would command higher rents than a community related tenant.
- (7) U/W Total Other Income includes management office lease rent, revenue related to damage, cable revenue and additional cleaning services revenue.

Property Management. The Beekman Tower Property is managed by Reside Worldwide Management Service, Inc.

Lockbox / Cash Management. The Beekman Tower Loan is structured with a soft lockbox with springing cash management. All rents are required to be deposited into a lockbox account within one business day of receipt by the borrower or property manager. Amounts on deposit in the lockbox account will be transferred daily to an account controlled by the borrower unless a Cash Management Period (as defined below) is continuing. Upon the occurrence of a Cash Management Period, funds in the lockbox account will be swept daily into a lender-controlled account, from which account such funds will be disbursed in accordance with the loan agreement and any excess cash will be retained by the lender as additional collateral for the Beekman Tower Loan.

A "Cash Management Period" will commence (i) upon an event of default or (ii) if the debt yield is less than 6.0% (until such time that the debt yield is greater than or equal to 6.0% for two consecutive guarters).

**Initial Reserves.** At loan origination, the borrower deposited (i) \$345,200 into a tax reserve account and (ii) \$74,400 into an insurance reserve account.

**Ongoing Reserves.** On a monthly basis, the borrower is required to deposit reserves of (i) 1/12 of the estimated annual real estate taxes, which currently equates to \$172,600, into a tax reserve account, (ii) 1/12 of the estimated annual insurance premiums into an insurance reserve account, which currently equates to \$18,600 and (iii) \$5,933 into a replacement reserve account.

Current Mezzanine or Subordinate Indebtedness. None.

Future Mezzanine or Subordinate Indebtedness Permitted. None