CIP Portfolio

2012 NOI:

Mortgage Loan Information

Mortgage Loan Seller: RCMC
Original Principal Balance: \$37,800,000
Cut-off Date Principal Balance: \$37,800,000
% of Pool by IPB: 2.8%
Loan Purpose: Refinance

Borrower: Charlotte Portfolio of Three LLC
Sponsors: Charles A. Mckenna, Jr., Robert Y.
Strom and Eric C. Smyth

Interest Rate: 4.50000%
Note Date: 8/28/2014
Maturity Date: 9/5/2019
Interest-only Period: 12 months
Original Term: 60 months
Original Amortization: 360 months
Amortization Type: IO-Balloon

Call Protection: L(24),Def(23),O(13)

Lockbox:SpringingAdditional Debt:N/AAdditional Debt Balance:N/AAdditional Debt Type:N/A

Property I	Informa	tion
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\$2,994,406

Single Asset / Portfolio: Portfolio Title: Fee

Property Type - Subtype: Industrial - Flex
Net Rentable Area (SF): 595,317
Location: Various, NC
Year Built / Renovated: Various / Various

 Occupancy:
 90.0%

 Occupancy Date:
 7/22/2014

 Number of Tenants:
 112

 2011 NOI:
 \$2,698,743

2013 NOI⁽¹⁾: \$3,227,883 TTM NOI (as of 6/2014): \$3,176,037 **UW Economic Occupancy:** 90.0% **UW Revenues:** \$4,969,772 **UW Expenses:** \$1,386,020 UW NOI⁽¹⁾: \$3,583,752 UW NCF: \$3,106,478 Appraised Value / Per SF: \$50,400,000 / \$85

Appraisal Date: 7/24/2014

Escrows and Reserves						
	Initial	Monthly	Initial Cap			
Taxes:	\$298,630	\$29,863	N/A			
Insurance:	\$8,674	\$4,337	N/A			
Replacement Reserves:	\$0	\$14,968	N/A			
TI/LC:	\$0	\$24,805	\$1,190,634			
Other ⁽²⁾ :	\$199,152	\$0	N/A			

Financial Information					
Cut-off Date Loan / SF: \$63					
Maturity Date Loan / SF:	\$59				
Cut-off Date LTV:	75.0%				
Maturity Date LTV:	70.0%				
UW NCF DSCR:	1.35x				
UW NOI Debt Yield:	9.5%				

Sources and Uses									
Sources Proceeds % of Total Uses Proceeds % of Total									
Mortgage Loan	\$37,800,000	100.0%	Payoff Existing Debt	\$36,451,177	96.4%				
			Closing Costs	487,901	1.3				
			Upfront Reserves	506,456	1.3				
			Sponsor Equity	354,466	0.9				
Total Sources	\$37,800,000	100.0%	Total Uses	\$37,800,000	100.0%				

- (1) The increase from 2013 NOI to the UW NOI is primarily due to 24 new leases signed in 2014 representing approximately \$548,776 in underwritten rent as well as contractual rent bumps taken through August 2015 representing approximately \$226,509 in underwritten rent.
- (2) At closing, a reserve of \$115,303 was escrowed to cover existing TI/LC and \$83,849 for rent concessions.

The Loan. The CIP Portfolio loan has an outstanding principal balance of \$37.8 million and is secured by a first mortgage lien on a 595,317 square foot portfolio of three industrial flex properties located in the Charlotte, North Carolina metropolitan statistical area ("MSA"). The loan has a five-year term, and subsequent to a 12-month interest-only period, will amortize on a 30-year schedule. Based on the total estimated cost basis, upfront reserves and closing costs the borrowers have approximately \$18.8 million of equity remaining in the properties.

The Properties. The CIP Portfolio is comprised of three industrial properties comprising 595,317 square feet located within the Charlotte market of North Carolina. The three properties are in close proximity to Charlotte Douglas International Airport.





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<u>Coffey Creek International Business Center (Charlotte, North Carolina).</u> Coffey Creek International Business Center ("Coffey Creek") is a 393,357 square foot, multi-tenant, industrial flex property located in Charlotte, North Carolina on a 38.3-acre site. Coffey Creek is comprised of 15 single-story Class B buildings that were built in phases between 1987 and 2001. Approximately 52.0% of the total square footage constitutes office space. The property provides 12 to 18 feet clear heights, 192 dock high doors, 11 grade level doors and 26 rail doors. In addition, there are 1,171 surface parking spaces for a ratio of 3.0 per 1,000 square feet. As of July 22, 2014, Coffey Creek is 90.2% occupied by 56 tenants. The largest tenant, United States of America, occupies 8.8% of the total square feet.

<u>Lake Norman Commerce Center (Cornelius, North Carolina)</u>. Lake Norman Commerce Center ("<u>Lake Norman</u>") is a 92,054 square foot, multi-tenant, industrial flex property located in Cornelius, North Carolina on a 9.3-acre site. Lake Norman is comprised of seven single-story Class B buildings that were built in phases between 1989 and 1996. Approximately 74.0% of the total square footage constitutes office space. The property provides 14 feet clear heights, 58 dock high doors and five grade level doors. In addition, there are 199 surface parking spaces for a parking ratio of 2.2 per 1,000 square feet. As of July 22, 2014, Lake Norman is 90.9% occupied by 21 tenants. The largest tenant, Vectorvest, Inc., occupies 17.5% of the total square feet.

<u>Hickory Grove Business Park (Charlotte, North Carolina)</u>. Hickory Grove Business Park ("<u>Hickory Grove</u>") is a 109,906 square foot, multi-tenant, industrial flex property located in Charlotte, North Carolina on a 12.8-acre site. Hickory Grove is comprised of 11 single-story Class B buildings that were built in phases between 1987 and 1997. Approximately 17.7% of the total square footage constitutes office space. The property provides 12 to 18 feet clear heights and provides 281 surface parking spaces for a parking ratio of 2.6 per 1,000 square feet. As of July 22, 2014, Hickory Grove is 88.5% occupied by 35 tenants. The largest tenant, Stepping Stones Outreach Center, occupies 7.4% of the total square feet.

	Portfolio Summary							
Property	Location	Net Rentable Area(SF)	Year Built	Allocated Loan Amount	% of Allocated Loan Amount	Appraised Value	Underwritten Net Cash Flow	% of Underwritten Net Cash Flow
Coffey Creek International Business Center	Charlotte, NC	393,357	1987-2001	\$22,875,000	60.5%	\$30,500,000	\$1,900,711	61.2%
Lake Norman Commerce Center	Cornelius, NC	92,054	1989-1996	8,250,000	21.8	11,000,000	714,867	23.0
Hickory Grove Business Park	Charlotte, NC	109,906	1987-1997	6,675,000	17.7	8,900,000	490,900	15.8
Total		595,317		\$37,800,000	100.0%	\$50,400,000	\$3,106,478	100.0%

The Market. The CIP Portfolio properties are located within the Charlotte, North Carolina MSA. Charlotte is the largest city in the state of North Carolina, with a 2012 population of 774,442. The Charlotte MSA has a 2012 population of 1,812,360, per the appraisal, which is projected to increase by 1.7% per year over the next five years. Charlotte is the headquarters for a number of Fortune 500 companies including Bank of America, Lowe's, Nucor, Duke Energy, Sonic Automotive, Family Dollar, Goodrich Corporation, SPX Corporation, Domtar and Chiquita Brands International. Per the appraisal, the overall Charlotte flex market reported an 11.2% vacancy rate and an average asking rent of \$9.03 per square foot, as of the second quarter 2014.

Coffey Creek is located in Charlotte, North Carolina, within Mecklenburg County, approximately eight miles southwest of the Charlotte central business district ("CBD") and six miles south of the Charlotte Douglas International Airport. The property is situated on Beam Road, south of Highway 521 and east of SR 49/S (Tryon Street) which connect to Charlotte's main interstate highways of I-77, I-85 and I-485, all less than five miles away. The Coffey Creek area is an industrial oriented district that contains a larger than typical amount of fiber optical infrastructure, making it a desirable locale for tech oriented businesses or those with large data transfer requirements. According to the appraisal, Coffey Creek is located in the Airport/West Industrial submarket which had market rents of \$5.10 per square foot and a market vacancy rate of 5.3%, as of the second quarter 2014. Based on the appraisal, the competitive set had an average vacancy rate of 14.7% and the lease comparables had an average rent of \$6.02 per square foot. The appraisal concluded market rents of \$6.75 per square foot for space under 3,500 square feet, \$6.50 per square foot for space between 3,500 to 10,000 square feet and \$6.25 per square foot for space above 10,000 square feet. As of July 22, 2014, Coffey Creek is 90.2% occupied and the average underwritten rent was \$7.13 per square foot.





CIP Portfolio

Lake Norman is located in Cornelius, North Carolina, within Mecklenburg County, approximately 20 miles north of the Charlotte CBD immediately adjacent to I-77, a major north-west interstate highway. Cornelius is an affluent Charlotte suburb that enjoys approximately 70 miles of lakeside property along Lake Norman, the largest manmade body of fresh water in North Carolina. Per the appraisal, barriers to entry exist as there is limited developable land in the area. According to the appraisal, Lake Norman is located in the Northern Industrial submarket which had market rents of \$4.96 per square foot and market vacancy rate of 5.1% as of the second quarter 2014. Based on the appraisal, the competitive set had an average vacancy rate of 9.3% and the lease comparables had an average rent of \$10.40 per square foot. The appraisal concluded market rents of \$10.50 per square foot. As of July 22, 2014, Lake Norman is 90.9% occupied and the average underwritten rent was \$10.34 per square foot.

Hickory Grove is located in Charlotte, North Carolina, within Mecklenburg County, approximately nine miles east of the Charlotte CBD and 16 miles east of the Charlotte Douglas International Airport. The property's immediate area consists of office, retail and industrial uses along major arterials that are interspersed with multi-family complexes and single-family residential development. Hickory Grove is located in the Northern Industrial submarket which had market rents of \$4.96 per square foot and a market vacancy rate of 5.1% as of the second quarter 2014. Based on the appraisal, the competitive set had an average vacancy rate of 17.3% and the lease comparables had an average rent of \$9.01 per square foot. The appraisal concluded market rents of \$9.50 per square foot for office space and \$6.50 per square foot for warehouse space. As of July 22, 2014, Hickory Grove is 88.5% occupied and the average underwritten rent was \$6.50 per square foot.

		Tenant Summary ⁽¹⁾				
Tenant	Property	Ratings ⁽²⁾ Moody's/S&P/Fitch	Net Rentable Area (SF)	% of Total NRA	Base Rent PSF	Lease Expiration Date
United States of America	Coffey Creek	Aaa / AA+ / AAA	34,557	5.8%	\$11.92	9/30/2022(3)
Bell Lines, LLC ⁽⁴⁾	Coffey Creek	NA / NA / NA	24,004	4.0%	\$5.00	1/31/2020
Samaritan's Feet International	Coffey Creek	NA / NA / NA	20,800	3.5%	\$5.00	2/29/2016
Acousti Engineering Co. of FL ⁽⁵⁾	Coffey Creek	NA / NA / NA	17,061	2.9%	\$4.49	7/31/2019
ND Industries, Inc.	Coffey Creek	NA / NA / NA	16,442	2.8%	\$4.51	5/31/2018
Vectorvest, Inc.	Lake Norman	NA / NA / NA	16,118	2.7%	\$12.51	6/30/2017
ECS Carolinas, LLP	Coffey Creek	NA / NA / NA	15,099	2.5%	\$7.65	6/30/2017
Civil & Environmental Consult.	Coffey Creek	NA / NA / NA	15,027	2.5%	\$9.17	2/28/2019
Cargo Logistics Network Co. (6)	Coffey Creek	NA / NA / NA	11,485	1.9%	\$5.04	12/31/2014
El Campo Produce, Inc. ⁽⁷⁾	Hickory Grove	NA / NA / NA	10,925	1.8%	\$5.41	6/30/2017

- (1) Based on the 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) United States of America may terminate its lease in whole or in part at any time on or after August 31, 2017 by giving at least 60 days' notice.
- (4) Bell Lines, LLC, has a newly executed lease that commences paying rent on April 1, 2015. At origination of the loan, funds were escrowed to cover rent due until the tenant is in occupancy and paying full rent.
- (5) Acousti Engineering Co. of FL. occupies 12,061 square feet of NRA that expires on 7/31/2019 and 5,000 square feet of NRA that is used for storage that expires on 4/30/2015. The leases have an annual base rent of \$4.86 per square foot and \$3.60 per square foot, respectively. The tenant may terminate its 5,000 square foot lease at any time with 30 days' notice.
- (6) Cargo Logistics Network Co. occupies 7,172 square feet of NRA that expires on 12/31/2014, 2,362 square feet that expires on 12/31/2014 and 1,951 square feet that is used for storage that is leased MTM. The leases have an annual base rent of \$6.40 per square foot, \$2.54 per square foot and \$3.08 per square foot, respectively. The tenant may terminate its 2,362 square foot lease upon 30 days' notice.
- (7) El Campo Produce, Inc. occupies 6,587 square feet of NRA that expires on 6/30/2017 and 4,338 square feet of NRA that expires on 1/31/2017.



CIP Portfolio

Operating History and Underwritten Net Cash Flow							
	2011	2012	2013	TTM ⁽¹⁾	Underwritten	Per Square Foot	% ⁽²⁾
Rents in Place ⁽³⁾	\$3,116,134	\$3,330,871	\$3,489,778	\$3,504,111	\$4,026,911	\$6.76	73.0%
Vacant Income	0	0	0	0	428,551	0.72	7.8
Gross Potential Rent	\$3,116,134	\$3,330,871	\$3,489,778	\$3,504,111	\$4,455,462	\$7.48	80.8%
Total Reimbursements	857,753	887,623	896,559	894,852	1,061,821	1.78	19.2
Net Rental Income	\$3,973,887	\$4,218,494	\$4,386,337	\$4,398,963	\$5,517,284	\$ 9.27	100.0
(Vacancy/Credit Loss)	0.0	(3,325)	(34,260)	0.0	(549,744)	(0.92)	(10.0)
Other Income	34,095	29,725	237,198	207,941	2,232	0	0.0
Effective Gross Income	\$4,007,981	\$4,244,895	\$4,589,275	\$4,606,904	\$4,969,772	\$ 8.35	100%
Total Expenses	\$1,309,238	\$1,250,488	\$1,361,392	\$1,430,867	\$1,386,020	\$2.33	27.9%
Net Operating Income ⁽³⁾	\$2,698,743	\$2,994,406	\$3,227,883	\$3,176,037	\$3,583,752	\$6.02	72.1%
Total TI/LC, Capex/RR	0	0	0	0	477,274	0.80	9.6
Net Cash Flow	\$2,698,743	\$2,994,406	\$3,227,883	\$3,176,037	\$3,106,478	\$5.22	62.5%
Occupancy	84.7%	88.0%	90.6%	90.0%	90.0%		

- (1) The TTM column represents the trailing twelve months ending June 30, 2014.
- (2) Percentage column represents percent of Net Rental Income for all revenue lines and represents percent of Effective Gross Income for the remainder of fields.
- (3) The increase from 2013 NOI to the UW NOI is primarily due to 24 new leases signed in 2014 representing approximately \$548,776 in underwritten rent as well as contractual rent bumps taken through August 2015 representing approximately \$226,509 in underwritten rent.

Release of Individual Property. The borrowers are permitted to release an individual property from the lien of the mortgage loan after the expiration of the lockout period provided that, among other things: (i) no event of default exists, (ii) the delivery of defeasance collateral in an amount equal to the Release Amount, (iii) the loan to value ratio as calculated in the loan documents at the time of the partial release is no greater than the lesser of (a) the loan to value ratio as of closing or (b) the loan to value ratio prior to release, (iv) the debt service coverage ratio as calculated in the loan documents at the time of the partial release is greater than the greater of (a) the debt service coverage ratio at closing or (b) the debt service coverage ratio prior to release, (v) the debt yield as calculated in the loan documents at the time of the partial release is greater than the greater of (a) the debt yield at closing or (b) the yield prior to release and (vi) borrower shall not have the right to obtain the release of both Coffey Creek and Lake Norman.

"Release Amount" shall mean, with respect to each individual property, an amount equal to the greater of (a) 100% of the sales proceeds for such individual property (net of any customary closing costs reasonably approved by lender) and (b) (i) with respect the individual property known as Coffey Creek, 125% of its allocated loan amount, (ii) with respect the individual property known as Hickory Grove, 120% of its allocated loan amount, and (iii) with respect the individual property known as Lake Norman, 125% of its allocated loan amount.

