

PENROSE FINANCIAL SERVICES

COMMERCIAL MORTGAGE BANKING

MARYLAND ★ VIRGINIA ★ WASHINGTON, DC

OFFICE



HOTEL



MULTI-FAMILY



RETAIL



INDUSTRIAL



Solutions for your commercial financing needs

**Permanent Financing
Construction Financing
Mezzanine Financing
Interim/ Bridge Financing
Forward Commitments
Equity Placement**

Tysons Corner Office

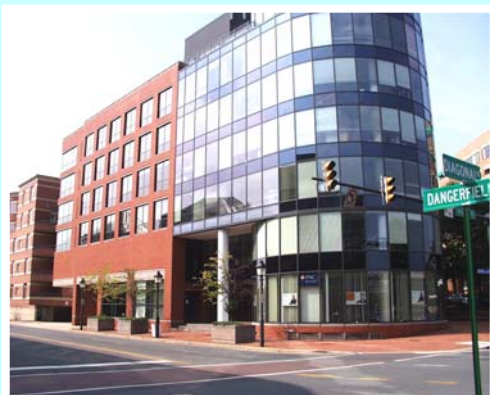
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Tel. 703. 847. 5270**

PENROSE
FINANCIAL SERVICES

COMMERCIAL MORTGAGE BANKING
MARYLAND ★ VIRGINIA ★ WASHINGTON, DC

PENROSE
FINANCIAL
SERVICES

PENROSE FINANCIAL SERVICES, LLC ("Penrose") is one of the leading commercial mortgage banking firms serving the Washington DC – Baltimore Region. For over 20 years, Penrose has been providing real estate developers and owners solutions for their respective commercial finance needs. Our correspondent relationships with numerous life insurance companies coupled with our knowledge of and experience in the capital markets allows us to structure loan terms that will exceed your financing needs.



"For over 20 years, Penrose has been providing real estate developers and owners solutions for their respective commercial finance needs. During the past five years, Penrose Financial Services has successfully closed over \$1 Billion of debt and equity financings."

Penrose provides clients with the following products and services:

- **Permanent Financing (non-recourse, fixed rate)**
- **Construction Financing**
- **Mezzanine Financing**
- **Interim/Bridge Financing (typically floating rate)**
- **Forward Commitments**
- **Equity Placement**

Penrose is a member of Paragon Group, an affiliation of independent mortgage lenders throughout the US sharing real estate expertise.

Loan Origination:

Penrose Financial Services represents these four Life Insurance Companies. These lenders offer very competitive loan terms for commercial properties throughout the Washington DC – Baltimore region.



Ameriprise Financial

(Formerly American Express Financial Advisors)

- Worldwide Investments exceeding \$151 Billion Dollars
- NYSE Listed – Symbol AMP
- \$1 - 30 Million, 5-20 Year, Fixed Rate, non-recourse
- Office, retail, industrial, multifamily, hospitality
- Represented by Penrose in Washington, DC and Baltimore since 1998



Advantus Capital Management

(A Subsidiary of Securian Financial Group)

- Nationwide Investments for Minnesota Mutual Life exceeding \$15 Billion Dollars
- \$2 - 25 Million, 5-20 Year, Fixed Rate, non-recourse
- Office, retail, industrial, multifamily, hospitality
- Represented by Penrose in Washington, DC and Baltimore since 1999



Assurant, Inc.

(Formerly Fortis Investment Advisors)

- Nationwide Investments exceeding \$24 Billion Dollars for various Assurant insurance company holdings
- NYSE Listed - Symbol AIZ
- \$1 - 20 Million, 5-20 Year, Fixed Rate, non-recourse
- Equity Investment Program
- Office, retail, industrial, multifamily, hospitality
- Represented by Penrose in Washington, DC and Baltimore since 1994

Loan Origination: cont'd



Amerus Life Holdings

- Nationwide Investments exceeding \$11 Billion Dollars
- \$1 - 30 Million, 5-20 Year, Fixed Rate, non-recourse
- Office, industrial, retail, multifamily
- Represented by Penrose in the Washington Metropolitan area since 1999



Non-Correspondent Lending

In addition to loans originated for our correspondents, Penrose has also completed transactions with:

- Farm Bureau Life
- Artesia Mortgage
- Bank of America
- Bear Stearns
- Credit Suisse First Boston (CSFB)
- Deutsche Banc
- GE Capital
- IXIS Real Estate Capital
- LaSalle Bank
- Principal Financial Group
- JP Morgan
- Shenandoah Life
- TIAA CREF
- Wachovia Securities
- Wells Fargo
- Various Local/Regional Banks



WACHOVIA

Bank of America



CREDIT
SUISSE

FIRST
BOSTON

JPMorgan



Amerus Annuity Group
Amerus Capital Management
Amerus Life Insurance
Bankers Life of New York
Indianapolis Life Insurance



“Utilizing these sources selectively enhances our ability to structure competitive transactions at all times and in all segments of the market”

Loan Closing & Servicing:

Loan closing

Penrose ensures quick and efficient loan closings with the assistance of a Closing Coordinator on staff.

The Closing Coordinator is dedicated to each transaction from the issuance of the loan commitment through the day of closing. By facilitating and maintaining communication among all involved parties, the Coordinator makes certain that all requirements are met, all deadlines are upheld, and after closing has occurred that all appropriate documentation is transitioned appropriately over to our Servicing Department.

Within the past five years, Penrose Financial Services has successfully closed over \$1 Billion of debt financings. Charts on the right side show breakdown of these financings by property-type, Loan-size, and geographic locations.

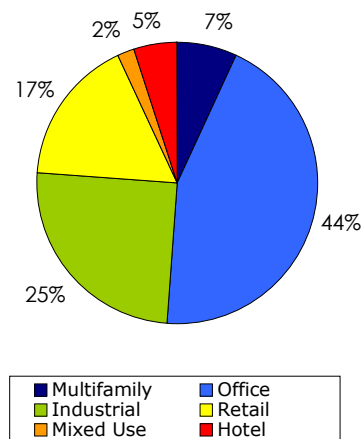
Loan servicing

As the servicing representative for our correspondents, we serve as the point of contact and communication between a Borrower and Lender. Our experience and expertise helps the Borrower interact positively with the Lender as tenants, market conditions, and properties change over time. We treat the loans we originate as long-term assets, which are actively managed through the loan servicing activities. Our servicing staff takes great care in understanding how market conditions can impact an asset.

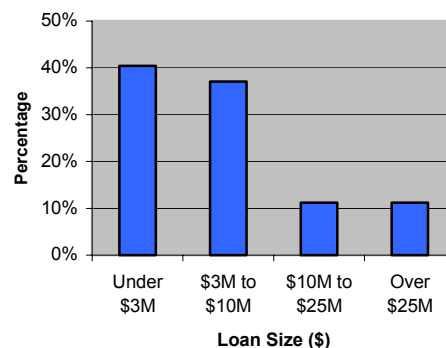
The scope of loan servicing includes: receiving monthly payments and remitting the principal and interest to lenders, receiving annual operating statements, reviewing insurance policies for compliance with loan documents, timely remittance of real estate tax, and performing annual property inspections and providing substantive reports to lenders.

Our accounting procedures conform to the Mortgage Banker's Association Uniform Single Audit standard.

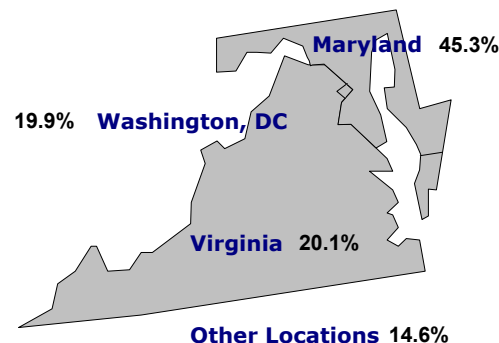
Loan Production by Product-type



Loan Production by Loan-size



Loan Production by Location



Penrose Staff: executives

Mark W. Gregg

Managing Partner & President

Mark Gregg is a Managing Partner and President of Penrose Financial Services. He is also a Managing Partner in The Penrose Group of companies, which provides mortgage banking, strategic corporate real estate services and property management services.

Mr. Gregg founded Penrose Financial Services in 1993. Since its inception, he has built Penrose Financial Services into a leading commercial mortgage banking firm for debt and equity placement in the Washington, DC and Baltimore area. He is primarily engaged in asset management, mortgage loan financing, and acquisitions.

Mr. Gregg has a proven track record in commercial real estate lending for major institutional investors nationwide for over twenty years. Formerly, he held a position with Towle Real Estate Company.

Mr. Gregg is an active Member of NAIOP. He is a graduate of University of St. Thomas.

Olav B. Kollevoll, Jr.

General Counsel

Mr. Kollevoll, Jr. is a General Counsel of Penrose Financial Services and Partner of Penrose Property Company. Prior to joining Penrose, he was Partner of Miles & Stockbridge, one of the leading law firms in the Washington, DC and Baltimore area. Over 25 years, he has served as legal counsel, specializing in commercial real estate transactions, representing numerous lenders and borrowers in a variety of property types

Mr. Kollevoll earned his Bachelors Degree from Williams College and his Law Degree from American University.

David J. Redmond

Managing Director

Mr. Redmond is a Managing Director of Penrose Financial Services. His primary responsibility is originating debt and equity for potential Penrose clients in Washington Metropolitan Area.

Over the last 25 years, Mr. Redmond has held positions with some of the top companies in the commercial lending industry, including TIAA CREF, Freddie Mac and Smith Barney. Before joining Penrose he was a partner at Purcell Capital and Senior Vice President at Smith Barney Company.

Mr. Redmond served as member of the Board of Governors of the Mortgage Bankers Association Washington DC Chapter. A graduate of Cortland College, he earned his Diploma in Real Estate Investment & Analysis from New York University.

Penrose Staff:

Phillip D. Fowler

Vice President

- Vice President, Penrose Financial Services (1997-present). Responsible for origination and underwriting of mortgage loans and other real estate capital requirements.
 - Associate, The Mauren Company, Vienna, VA. (1996).
 - Sr. Vice President, Signet Bank, Vienna, VA. (1982-1996)
 - Assistant Manager, Chemical Bank, New York, NY (1980-1982)
 - MBA, University of Michigan (1980)
 - BS, University of Virginia (1978)
-

J. Timothy McCann

Vice President

- Vice President, Penrose Financial Services (2002–Present)
 - Vice President, AEW Capital Management (2000–2002)
 - Vice President, JP Morgan Mortgage Capital (1999–2000). Manager of DC Commercial Mortgage Origination Office
 - Sr. Underwriter, RFC Commercial Conduit Program (1996–1999)
 - Manager, Ernst & Young (1992–1996)
 - Partner, Capitol Equities (1987–1992)
 - MA, Public Administration, University of Virginia (1987)
 - BS, Political Science, University of Virginia (1985)
-

J. Christian Merdoc

Vice President

- Vice President, Penrose Financial Services (1996–Present). Responsible for origination and underwriting of mortgage loans and other real estate capital requirements.
- Mortgage Loan Officer, Atlantic Coast Mortgage Co./First Tennessee Bank (1995-1996)
- Mortgage Loan Officer, Chevy Chase Saving Bank, FSB/BF Saul Mortgage Co. (1991-1995)
- Financial Analyst, Chevy Chase Saving Bank, FSB/BF Saul Mortgage Co. (1990-1991)
- Sr. Accountant, Cirrus Investment Corp. (1987 - 1990)
- BA Economics, University of Maryland, (1987)

Penrose Staff: cont'd

Thomas K. Kim

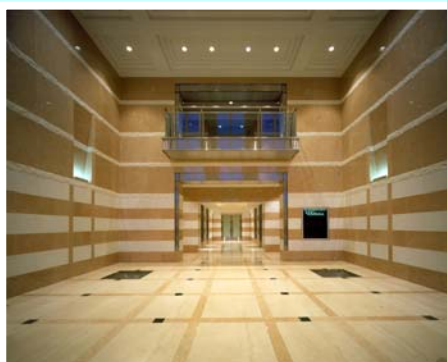
Director of Loan Servicing

- Director of Loan Servicing, Penrose Financial Services (2006-Present)
 - Analyst/ Loan Servicing Associate, Penrose Financial Services (2004-2006)
 - Asst. Project Manager, Hyundai Engineering & Construction Co., South Korea (1998-2000)
 - MS, Real Estate Banking/Finance, Cornell University (2004)
 - MBA, Accounting, Ajou University, South Korea (2002)
 - BS, Architectural Engineering, Yonsei University, South Korea (1998)
-

Tim Riordan

Associate

- Associate, Penrose Financial Services, (2005 - Present)
- Senior Associate, The Grubb & Ellis Company (2004-2005)
- Senior Associate, Cable & Wireless (2002-2004)
- Financial Analyst, Morgan Stanley (2000-2001)
- Licensed Real Estate Salesperson in Maryland and Georgia
- BA, Finance, James Madison University (2000)



"Our staff is comprised of some of the industry's most effective professionals. The Penrose Financial team offers personalized advice and hands-on service that results in large amount repeat clients"

Recent Transactions:

Solutions for your financing needs.

Our correspondent relationships coupled with our knowledge of and experience in participating in the capital markets allows Penrose to effectively structure loan terms that will exceed your financing needs



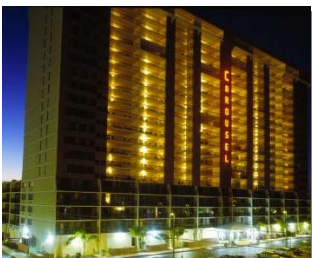
First Potomac Portfolio, Various Locations

- \$100 million
- Industrial portfolio of 7 properties
- Fixed rate loan



Station Center, Alexandria, VA

- \$6,300,000
- Class A Office
- Fixed rate loan



Carousel Hotel, Ocean City, MD

- \$14,250,000
- Hospitality Property
- Fixed rate loan



Paulen Industrial Center, Beltsville, MD

- \$11,000,000
- Industrial Property
- Fixed rate loan



Queen Chapel Town Center, Hyattsville, MD

- \$5,625,000
- Retail Shopping Center
- Fixed rate loan

Recent Transactions: cont'd



Cedar Hill, Dun Loring, VA

- \$8,800,000
- Class A office
- Fixed rate loan



Golden Ale, Frederick, MD

- \$1,250,000
- Retail
- Fixed rate loan



Natural Bridge Inn & Conference, Rockbridge, VA

- \$6,000,000
- Hospitality Property
- Fixed rate loan



V Street Industrial, Washington, DC

- \$16,500,000
- Industrial Property
- Fixed rate loan



Foxcraft Avenue Offices, Martinsburg, WV

- \$5,300,000
- Portfolio of 2 office buildings
- Fixed rate loan



Landmark Portfolio, Various Locations

- \$6,000,000
- Portfolio of 4 multi-family properties
- Fixed rate loan

Transaction History: office



Permanent Financing

\$27,500,000

Irvington Center I

Rockville, MD
Office

Permanent Financing

\$6,600,000

601 Indiana Avenue

Washington, DC
Office

Permanent Financing

\$4,450,000

4530 Wisconsin Ave.

Washington, DC
Office

Permanent Financing

\$29,000,000

**1707 H Street
734 15th Street**

Washington, DC
Office

Permanent Financing

\$1,650,000

Woodside Court

Columbia, MD
Office

Permanent Financing

\$38,000,000

Irvington III

Rockville, MD
Office

Permanent Financing

\$2,800,000

Brightseat Road

Landover, MD
Flex/Office

Permanent Financing

\$3,400,000

**Amber Meadows
Professional Center**

Frederick, MD
Office

Permanent Financing

\$24,000,000

Irvington Center II

Rockville, MD
Office

Permanent Financing

\$2,700,000

Patriot Square

Fairfax, VA
Office



Transaction History: office / hospitality



Permanent Financing

\$9,000,000

**Wynnwood @
Westfields**

Fairfax, VA
Office

Permanent Financing

\$6,100,000

Sugar Oak

Herndon, VA
Office

Permanent Financing

\$1,300,000

Princess Street

Alexandria, VA
Office

Permanent Financing

\$5,600,000

Fair Center

Fairfax, VA
Office

Permanent Financing

\$4,900,000

**2041 Century
Boulevard**

Gaithersburg, MD
Office

Permanent Financing

\$6,000,000

**Holiday Inn
Winchester**

Winchester, VA
Hotel

Permanent Financing

\$12,600,000

Residence Inn P Street

Washington, DC
Hotel

Permanent Financing

\$21,300,000

Residence Inn Rosslyn

Washington, DC
Hotel

Permanent Financing

\$5,500,000

Landmark Medical

Alexandria, VA
Medical Office

Permanent Financing

\$21,000,000

Courtyard Convention

Washington, DC
Hotel



Transaction History: retail



Permanent Financing

\$1,000,000

Capitol Hill Starbucks

Washington, DC
Retail

Permanent Financing

\$7,000,000

Arlington Retail

Arlington, VA
Retail

Permanent Financing

\$3,450,000

Capitol Hill Retail

Washington, DC
Retail

Permanent Financing

\$1,680,000

Gander Mountain Ctr.

Saginaw, MI
Retail

Permanent Financing

\$29,000,000

**Village Center @ King
Farm**

Rockville, MD
Retail

Permanent Financing

\$21,000,000

Potomac Place

Potomac, MD
Anchored Retail

Permanent Financing

\$2,400,000

Paolo's

Washington, DC
Retail

Permanent Financing

\$4,700,000

Cherry Tree Center

Laurel, MD
Retail

Permanent Financing

\$11,790,000

Great Falls Center

Great Falls, VA
Retail

Permanent Financing

\$1,235,000

Merchants Tire

Cary, NC
Single Tenant Retail



Transaction History: industrial



Permanent Financing

\$3,400,000

Dorsey Run

Elkridge, MD
Industrial

Permanent Financing

\$5,900,000

611 S. Pickett Street

Springfield, VA
Single Tenant Industrial

Permanent Financing

\$4,050,000

Technology Park I

Sterling, VA
Industrial

Permanent Financing

\$3,750,000

701 Lafayette Avenue

Riverdale, MD
Single Tenant Industrial

Permanent Financing

\$1,800,000

6905 San Tomas

Elkridge, MD
Industrial

Permanent Financing

\$6,300,000

Technology Trading

Sterling, VA
Industrial

Permanent Financing

\$5,450,000

Rockville Industrial

Rockville, MD
Industrial

Permanent Financing

\$1,800,000

General Green Way

Springfield, VA
Industrial

Permanent Financing

\$5,550,000

White Flint Industrial

Rockville, MD
Industrial

Permanent Financing

\$6,450,000

2800 V Street

Washington, DC
Industrial

Permanent Financing

\$9,750,000

Southern Drive

Springfield, VA
Industrial

Transaction History: multi family



Permanent Financing

\$1,775,000

600 King Street

Alexandria, VA
Multifamily/Retail

Construction Financing

\$64,000,000

**Rock Spring Center
Towers – Phase I**

Bethesda, MD
Multifamily

Permanent Financing

\$800,000

Court Hill Apartments

Ellicott City, MD
Multifamily

Permanent Financing

\$900,000

N Street Apartments

Washington, DC
Multifamily

Permanent Financing

\$1,244,000

W Place Apartments

Washington, DC
Multifamily

Interim Financing

\$35,000,000

**Gallery @ Virginia
Square**

Arlington, VA
Multifamily

Permanent Financing

\$3,600,000

Polk Apartments

Washington, DC
Multifamily

Permanent Financing

\$2,600,000

**Wisconsin Avenue
Apartments**

Washington, DC
Multifamily

Permanent Financing

\$3,200,000

Collegiate Court Apts.

Blacksburg, VA
Student Housing

Equity/Construction

\$100,400,000

White Flint Place

Bethesda, MD
Multifamily

