



CATEGORY: Best Financing

Criteria: This category will showcase financial transactions that closed in 2018 and illustrate ingenuity and business savvy, providing a benefit to the borrower and the lender. Transactions may apply to single properties or portfolios, may involve debt and/or equity, may be financings or refinancings, and could involve a purchase, development/redevelopment, net lease, capital raise or other financial engineering.*

Entries Due: June 10

Entry Form Instructions

Please submit the following materials:

- Completed entry form (this sheet) **with narrative attached**
- Any supporting materials demonstrating accomplishments
- Photo of the property (high-resolution/300 dpi jpg)
- Payment

To submit payment and/or materials:

Log on to CPE's submission manager at
<https://cpexecutive.submittable.com/submit>

If you have questions, email jessica.fiur@cpe-mhn.com

Entry Fees

- \$325 (first entry)
- \$275 (each subsequent entry)

Total number of entries # _____

Total payment \$ _____

Contact name: _____

Contact email: _____

Contact telephone: _____

Name of company(ies) to be considered for the award:

Please list the names and company affiliations of all team members to be included in award materials:

*This information will be kept confidential, used only for judging. Please specify what information needs to be kept confidential.

Transaction Facts

Name of borrower and, where applicable, property and address:

Size of transaction: _____

Type of transaction (debt and/or equity; financing vs. refinancing; construction, mezzanine, bridge loan, primary or secondary financing, financial engineering, etc.): _____

Type of property (office, multifamily, retail, industrial, hotel, etc.):

Age and size of property(ies): _____

Investor source type: (please check) CMBS Bank
 Fannie Mae Freddie Mac FHA Life insurance co.
 Private fund/capital Other: _____

Loan-to-value and borrower equity: _____

Types of financing involved and specifics for each, including financier, specific dollar amount, fixed vs. floating, recourse vs. non-recourse, debt service coverage, etc. Please add pages as necessary:

_____ :

_____ :

_____ :

_____ :

Length of loan: _____

Number of days it took to close: _____

Brokers and/or mortgage bankers involved:

Tell us about the accomplishment:

On a separate sheet of paper, please provide 250-500 words (bullet points are fine) describing the details of the transaction, including any interesting challenges overcome. Also explain why this was a noteworthy deal, how the financing was structured and how it benefited the borrower and lender.