



ENTRY FORM

CATEGORY: Transaction of the Year

Criteria: This category will showcase a well-executed and/or prominent multifamily investment sales or financing transaction that demonstrates a good value for all parties involved. The judges will look at deals closed in 2018. Entries are due Monday, June 10.

Please complete all fields.*

1. Tell Us About the Transaction

(complete in full, attaching extra pages if needed)

Name of property and location (city, state):

Number of units: _____

Total acreage: _____

Total no. of buildings: _____

Year property was built: _____

Occupancy rate: _____

Unit mix and rent range: _____

Property NOI: _____

Broker(s) involved: _____

a. Investment Sales Transaction

If the submission is an Investment Sales Transaction, complete this section (to greatest possible extent; please note where confidentiality is required).

1. If Applicant is a Broker, did you represent (check applicable):

- Buyer Seller Both

2. Asking price: _____

Selling price: _____

3. Total sq. ft. of building(s): _____

4. Cap rate: _____

5. Time to close: _____

Transaction closing date (month/year): _____

6. Buyer: _____

Represented by: _____

7. Seller: _____

Represented by: _____

8. Lender(s): _____

Type(s) of loan(s): _____

b. Financing Transaction

If the submission is a Financing Transaction, please complete this section (to greatest possible extent; please note where confidentiality is required).

1. Name of lender/originator/correspondent (as applicable):

2. Amount of financing: _____

a.) Type of financing (check where applicable):

- Construction Permanent Acquisition
 Refinance Bridge Mezzanine
 Preferred Equity Joint Venture Equity
 Other _____

b.) Type of loan source (check where applicable):

- Fannie Mae Freddie Mac
 Bank Life Insurance Co./Pension Fund
 CMBS: FHA: name of FHA program _____
 Private Fund Other: _____

3. Interest rate: _____

Spread (over Treasury/Libor etc.): _____

4. Term of loan: _____

Amortization (no. of years): _____

5. Loan-to-value/debt yield: _____

Debt service coverage (DSC) ratio: _____

6. If Interest-only, which years are interest-only: _____

Cash out? (Y/N) _____ If yes, amount: _____

7. Total acquisition cost (if applicable): _____

Total rehab cost (if applicable): _____

8. Time from application to closing: _____

Transaction closing date (month/year): _____



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2. Why Should They Win this Award?

In the space below, or on a separate sheet of paper, provide 250-500 words (bullet points are fine) describing the details of the transaction, including any interesting challenges overcome and why this was a noteworthy deal. Judges will also look at deal structuring and value for parties involved.

Multiple horizontal lines for text entry.

3. Entry Fees

\$325 for first entry, \$275 for each subsequent entry

Payment online

Total number of entries # _____

Total payment \$ _____

Contact name: _____

Name of company: _____

Address:

Contact email: _____

Contact telephone: _____

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

Multiple horizontal lines for listing team members.

4. Submit Your Entry Online

Go to <https://mhn.submittable.com/submit> and follow prompts for submitting payment. Then load the following materials:

- 1) Completed entry form
- 2) Narrative ("Why should they win this award?")
- 3) Supporting materials if applicable

The system will accept your files in PDF, Word, jpeg and tiff format.

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