



# 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 2016. **Entries Due Monday, June 12.**

**Please complete all fields.\***

### 1. Tell Us About Your Transaction

(Complete, 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 Sale Transaction

If the submission is an Investment Sale Transaction, please fill this section (as much as possible).

1. If Applicant is a Broker, Did it 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 (Month/Year): \_\_\_\_\_

6. Buyer: \_\_\_\_\_

Represented by: \_\_\_\_\_

Seller: \_\_\_\_\_

Represented by: \_\_\_\_\_

8. Lender(s): \_\_\_\_\_

Type(s) of Loan(s): \_\_\_\_\_

### b. Financing Transaction

If the submission is a Financing Transaction, please fill this section (as much as possible).

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): \_\_\_\_\_



# ENTRY FORM

## CATEGORY: Transaction of the Year

Entries Due Monday, June 12.

Please complete all fields.\*

### 2. Why Should You Win this Award?

In the space below, or on a separate sheet of paper, provide between 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.

Horizontal lines for writing the response to section 2.

### 3. Entry Fees

\$300 for first entry, \$275 for each subsequent entry

- Payment online (you must also submit your entry online)
- Payment by check made out to Multi-Housing News

Total number of entries # \_\_\_\_\_

Total payment \$ \_\_\_\_\_

Contact Name: \_\_\_\_\_

Name of Company: \_\_\_\_\_

Address: \_\_\_\_\_  
\_\_\_\_\_

Email: \_\_\_\_\_

Telephone: \_\_\_\_\_

### 4. Submit Your Entry

ONLINE. Go to <http://mhn.submishmash.com/submit> and follow prompts for submitting payment. Then load the following materials: 1) completed entry form; 2) narrative (“why should you win this award?”); 3) supporting materials if applicable. The system will accept your files in PDF, Word, jpeg and tiff format.

BY MAIL. Assemble a 9-in. by 12-in. binder with plastic sleeves including: 1) completed entry form; 2) narrative (“why should you win this award?”); 3) supporting materials if applicable; 4) check made out to Multi-Housing News. Send your entry, which must be postmarked by June 12, to:

Jessica Fiur, Managing Editor  
Multi-Housing News  
370 Lexington Ave., Suite 2100  
New York, NY 10017

\*If you have questions, email [jessica.fiur@cpe-mhn.com](mailto:jessica.fiur@cpe-mhn.com).