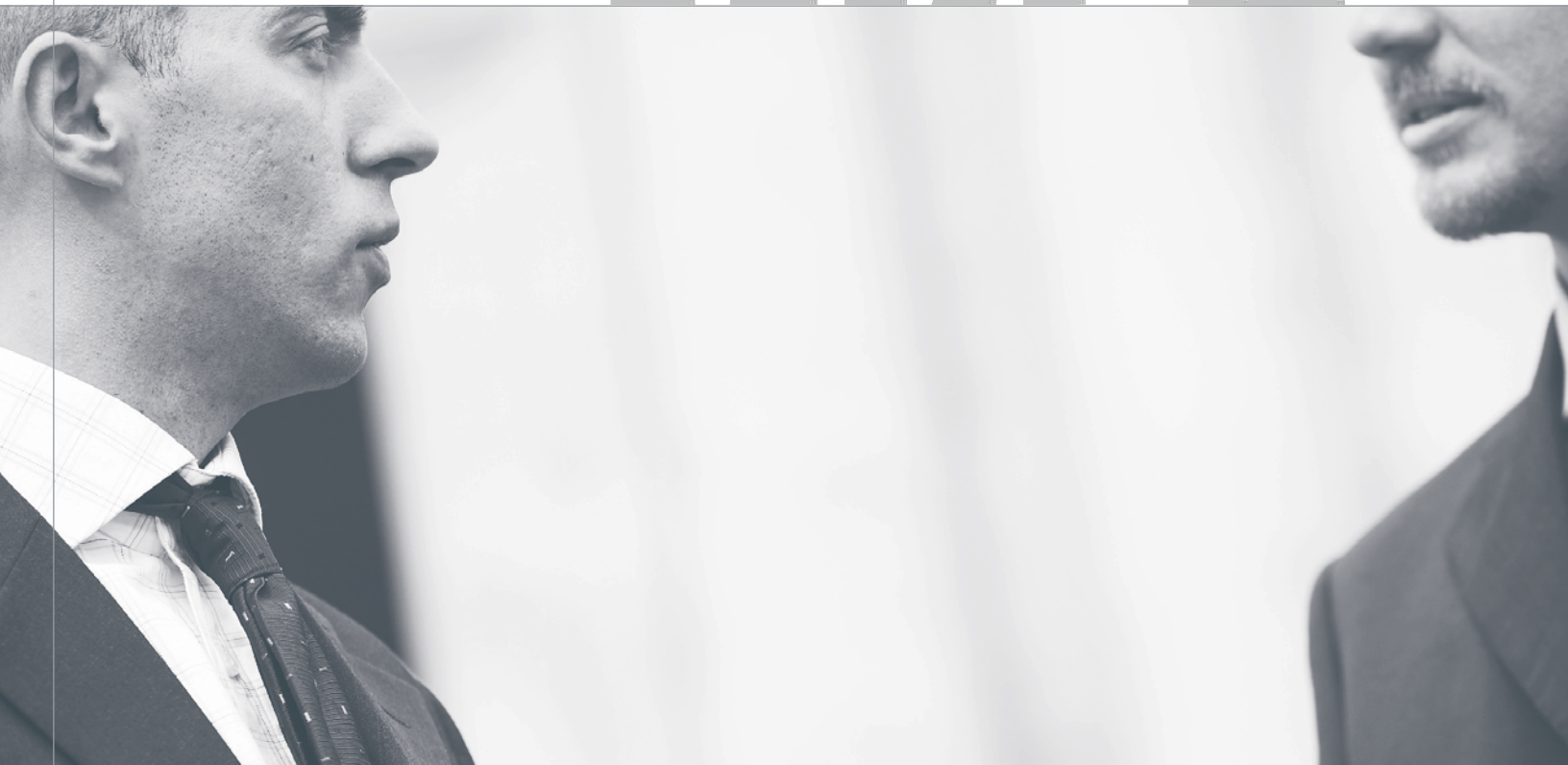


Commercial Real Estate/ Multifamily Finance Firms Annual Origination Volumes



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Commercial Real Estate/ Multifamily Finance Firms

Annual Origination Volumes

SAMPLE

SAMPLE

**COMMERCIAL REAL ESTATE/MULTIFAMILY FINANCE FIRMS
ANNUAL ORIGATION VOLUMES, 2005, ALL FIRMS**

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**COMMERCIAL REAL ESTATE/MULTIFAMILY FINANCE FIRMS
ANNUAL ORIGINATION VOLUMES**

Year Ending December 31, 2005



List of Participating Firms

Company Name	Company Website
Allianz Of America	www.azoa.com
Allstate Investments, LLC	www.Allstate.com
American Property Financing/APF	www.apflending.com
ARCS Commercial Mortgage	www.askARCS.com
Artesia Mortgage Capital Corp	www.artesiamortgage.com
Babson Capital Management LLC	www.babsoncapital.com
Bank of America	www.bofa.com
BankAtlantic	www.bankatlantic.com
Barclays Capital	www.barcap.com
Beacon Realty Capital, Inc.	www.beaconrealtycapital.com
Bear, Stearns & Co. Inc.	www.bearcommercialmortgage.com
Bernard Financial Group- SAM - SAM Member*	
Boston Mutual Life Insurance Company	www.bostonmutual.com
Bridger Commercial Funding	www.bridgerfunding.com
Buchanan Street Partners	www.buchananstreet.com
Burnham Real Estate	www.burnhamrealestate.com
Capital Funding Group, Inc.	www.capfundinc.com
Capmark Financial Group Inc. (Formally GMAC Commercial Holding Corp.)	www.gmaccm.com
Capstone Realty Advisors	www.Capstone-Realty.com
CBRE Melody	www.cbremelody.com
CharterMac Mortgage Capital	www.chartermac.com
Churchill Mortgage Corporation	www.churchillwest.com
CIGNA Realty Investors	
Cohen Financial	www.cohenfinancial.com
Collateral Mortgage Capital, LLC	www.collateral.com
Colonial Bank	www.colonialbank.com
Column Financial/Credit Suisse	www.columnfinancial.com
Column Guaranteed LLC	www.columnfinancial.com
CWCapital	www.cwcapital.com
David Cronheim Mortgage Corporation	www.cronheimmort.com
Deutsche Bank Berkshire Mortgage	www.dbberkshiremortgage.com
Dockerty Romer & Co.	
Draper & Kramer	www.draperandr Kramer.com
Eastern Union Funding	www.easternuc.com
Eurohypo AG, New York Branch	www.Eurohypo.com

**COMMERCIAL REAL ESTATE/MULTIFAMILY FINANCE FIRMS
ANNUAL ORIGINATION VOLUMES**

Year Ending December 31, 2005



List of Participating Firms

Company Name	Company Website
Eustis Commercial Mortgage - SAM Member*	www.eustiscommercialmortgage.com
Evanston Financial Corporation	www.evanstonfinancial.com
Fifth Third Real Estate Capital Markets Company	n/a
First American Realty Associates LLC	www.Firstamrealty.com
First Fidelity Mortgage Corporation - SAM Member*	www.firstfidelitycompanies.com
Fullerton Community Bank	www.fullertoncb.com
Genworth Financial	www.genworth.com
Gershman Mortgage	www.gershman.com
Glacier Real Estate Finance	www.Glacier.com
Goedecke & Co., LLC	www.goedeckeco.com
Goldman Sachs	www.gs.com/cmc
Golf Savings Bank	www.golfsavingsbank.com
Greystone Servicing Corporation, Inc.	www.greyc.com
Hall Financial Group	www.hallfinancial.com
Harbor Capital Group	www.harbor-capital.com
HFF, L.P.	www.hfflp.com
Holliday American Mortgage, LLC - SAM Member*	
HomeStreet Capital	www.homestreetcapital.com
iCap Realty Advisors	www.iCapRealty.com
ICICI Bank Limited, New York Rep. Office (began in 2006)	www.icicibank.com
ING Investment Management	www.inginvestment.com
Itasca Funding Group, Inc.	www.itascafunding.com
IXIS Real Estate Capital Inc.	www.ixisrealestatecapital.com
Jefferson Pilot Financial	www.jpfinancial.com
John Hancock Financial Services	www.jhancockrealestate.com
Johnson Capital Group, Inc.	www.JohnsonCapital.com
JP Morgan	www.jpmmc.com
KeyBank Real Estate Capital	www.key.com
LaSalle Bank National Association, Real Estate Capital Markets	www.lasallerecm.com
Laureate Capital LLC	www.laureatecapital.com
Legg Mason Real Estate Investors	www.lmrei.com
Lehman Brothers	www.lehman.com
Liberty Bank	www.Liberty-Bank.com
Liberty Lending, LLC	www.LibertyLending.net
Lincoln National Corporation	www.lfg.com

**COMMERCIAL REAL ESTATE/MULTIFAMILY FINANCE FIRMS
ANNUAL ORIGINATION VOLUMES**

Year Ending December 31, 2005



List of Participating Firms

Company Name	Company Website
Live Oak Capital, Ltd. - SAM Member*	www.liveoakcapital.net
M & T Realty Capital Corporation	www.mandtrealtycapital.com
M. Robert Goldman Company - SAM Member*	www.mrg-co.com
Marcus & Millichap Capital Corporation	www.mmCapCorp.com
Marshall BankFirst	www.marsahlbankfirst.com
Medalist Capital, Inc	www.medalistcapital.com
Meredith & Grew, Inc. - SAM Member*	www.m-g.com
MetLife	www.metlife.com
Mezz Cap	www.mezzcapfinance.com
Minnesota Life Insurance Company	www.minnesotalife.com
MMA Financial	www.mmafin.com
Mountain Funding, LLC	www.mountainfunding.com
Naitonal Investment Finance Corporation	N/A
National Cooperative Bank	www.ncb.com
National Life Insurance Company	www.nationallife.com
Nationwide Mutual Insurance Company	www.nationwiderei.com
Newmark Realty Capital, Inc. - SAM Member*	www.e-newmark.com
Norris, Beggs & Simpson Financial Services - SAM Member*	www.nbsfinancial.com
NorthMarq Capital, Inc.	www.northmarq.com
Northwest Commercial Mortgage Company	www.nwcmortgage.com
Northwestern Mutual	www.northwesternmutualinvestments.com
OneAmerica	www.mortgageloans.aul.com
P/R Mortgage & Investment Corp.	www.prmic.com
Pace Financial Group	www.pacefg.com
Pacific Life Insurance Company	www.PacificLife.com
Pacific Southwest Realty Services - SAM Member*	www.psr.com
PNC Real Estate Finance	www.pncrealestatefinance.com
PPM Finance, Inc.	www.ppmamerica.com
PRAIRIE REALTY ADVISORS, INC.	www.priarierealtyadvisors.com
Principal Global Investors	Principalglobal.com
Prudential Mortgage Capital Company	www.prudential.com/mortgagecapital
Q10 Capital, LLC	www.q10capital.com
Quantum First Capital - SAM Member*	www.qfclp.com
RBS Greenwich Capital	www.rbsgc.com
Red Mortgage Capital, Inc.	www.redcapitalgroup.com

**COMMERCIAL REAL ESTATE/MULTIFAMILY FINANCE FIRMS
ANNUAL ORIGINATION VOLUMES**

Year Ending December 31, 2005



List of Participating Firms

Company Name	Company Website
Reilly Mortgage Group	www.reilly.com
Rockhall Funding Corp.	Rockhallfunding.com
Salem Realty Capital LLC	
Skymar Capital Corporation	www.skymar.com
Sonnenblick-Eichner Company	www.sonneich.com
Sun Life Assurance Company of Canada	
SunTrust Bank	www.suntrust.com
The Bank of Hemet	www.bankofhemet.com
Thomas D Wood and Company - SAM Member*	http://www.tdwood.com
THRIVENT FINANCIAL FOR LUTHERANS	www.thrivant.com
TIAA-CREF	www.tiaa-cref.org
Tremont Realty Capital, LLC	www.tremontcapital.com
U.S. REALTY CAPITAL	usrealtycapital.com
UnumProvident Corporation	www.unumprovident.com
ValueXpress LLC	www.valueexpress.com
Vineyard Bank	www.vineyardbank.com
Wachovia	www.wachovia.com
Wachovia Maher Partners	www.wachovia.com
Walker & Dunlop - SAM Member*	www.walkerdunlop.com
Wells Fargo	www.wellsfargo.com/realestate
*SAM Member - Strategic Alliance Mortgage LLC	www.samalliance.com

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MBA SURVEY OF COMMERCIAL/MULTIFAMILY FINANCE

Year Ending December 31, 2005



The data collected in this survey -- including individual firm details -- will be published in a listing of commercial mortgage originators. The published listings will provide breakdowns and rankings of originators by role, investor type, property type, type of financing and office locations. **Before providing information, please be certain that you are comfortable that the information provided will enter the public domain.** Additional information can be found in the "Frequently Asked Questions" tab of this spreadsheet.

If you have any questions about the survey, please call Jamie Woodwell at 202-557-2936. Email your completed form to jwoodwell@mortgagebankers.org.

Company Name: (as it should appear in listings) _____

Company Website: _____

Survey Contact Person(s): _____

Survey Contact Phone Number: _____ **Email:** _____

Firm Coverage Area: (place an "X" in one of the boxes)

National Regional Local

Local/Region Description: _____
 (Regions = Northeast, South, Midwest, West)

A. Commercial/Multifamily Originations By Mortgage Banking Role

Originations as an Intermediary*

1. Closed in the names of other lenders

Originations as a Lender*

2. Closed in own name for sale, originated directly
3. Closed in own name for sale, originated thru intermediaries
4. Closed in own name for own/affiliate accounts, originated directly
5. Closed in own name for own/affiliate accounts, originated thru intermediaries

Investment Sales Brokerage*

6. Investment sales brokered by your firm

	# loans	Amount (\$millions)	Average Size (\$millions)
TOTAL ORIGINATIONS (A1+A2+A3+A4+A5 above)			
As an intermediary (A1 above)			
Direct originations (A1+A2+A4 above)			
Originations for third parties (A1+A2+A3)			
As a lender (A2+A3+A4+A5 above)			

* For most companies, all origination volume will fit into one or two of these categories. Other categories can be left blank.

A1 above should include loans you originated as a **mortgage banker, correspondent or broker** for life companies and/or other lenders (which were closed but not in your firm's name).
A2 & A3 above should include loans you originated and closed in your own name for sale, including loans for sale through **DUS, Program Plus or CMBS conduits**.
A4 & A5 above should include loans you originated and closed for your own portfolio, including **life company and commercial banks'** portfolio loans.
A6 above should include **investment sales you brokered**.

This survey looks at **commercial mortgage loans and other financing activity closed during 2005**. The origination of first lien mortgages, seconds and other mezzanine debt, as well as the arrangement of preferred and other equity should be included. Sales/ transfers of closed loans should not be included. Any preferred or other equity transactions you arranged should fit in A1 below. Equity investments made by your firm should not be included.

Only cells that are shaded yellow need to be filled in. Grey, green and red cells are provided as information, instructions and calculations and cannot be edited.

Loan amounts should be entered in millions -- so that \$10,000,000 is represented simply as "\$10". Average loan sizes should similarly show-up as figures such as "\$3.5" to represent \$3,500,000.

This survey is designed to collect information on -- and distinguish between -- intermediaries and lenders. As a result, many categories may not apply to your firm. Fill in only those categories that apply.

FREQUENTLY ASKED QUESTIONS

- Please provide information on all loans closed during the reporting period.
- Purchases of closed loans should not be included.
- For firm coverage area, "National" usually implies a firm that does business in at least three of the four regions, "Regional" firms may have several offices located in one or two regions and "Local" firms may have fewer offices usually located within in one metro area or region.
- A map of Census regions can be found at the website below. Please use the regions (Northeast, South, Midwest, West) not the subregions (e.g., Pacific or South Atlantic). http://www.census.gov/geo/www/us_regdiv.pdf
- Dollar totals should reflect only the amount financed by your firm. For example, dollar figures for mezzanine debt should represent only the mezz portion of the deal arranged, not the entire deal size.
- Responses should be based on lending and sales activities within the United States. (A follow-up survey may ask for international activities)

A. Definitions of Commercial/Multifamily Originations By Mortgage Banking Role

A1. AS AN INTERMEDIARY: Not closed in own name -- These are loans on which the firm's loan officers acted as the primary contact for the borrower and the loan was placed with another mortgage banker or lender who closed the loan in their name. For mortgage bankers, correspondents or brokers who originate loans for life companies and other portfolio investors, those loans would appear here.

A2. AS A LENDER: Closed in own name for sale, originated directly -- These are loans on which the firm's loan officers acted as the primary contact for the borrower, and the loan was closed in the firm's name with the intention of selling the loan to a third party lender -- including Fannie Mae, Freddie Mac or a CMBS conduit.

A3. AS A LENDER: Closed in own name for sale, originated thru intermediary -- These are loans on which another mortgage broker/banker acts as the primary contact for the borrower, and the loan was closed in the firm's name with the intention of selling the loan to a third party lender -- including Fannie Mae, Freddie Mac or a CMBS conduit.

A4. AS A LENDER: Closed in own name for own account, originated directly -- These are loans on which the firm's loan officers act as the primary contact for the borrower, and the loan was closed in the firm's name, with the intention of keeping the loan on the firm's own or affiliate accounts. For life companies/portfolio lenders who originate loans directly, those loans would go here.

A5. AS A LENDER: Closed in own name for own account, originated thru intermediary -- These are loans on which another mortgage broker/banker acts as the primary contact for the borrower, and the loan was closed in the firm's name, with the intention of keeping the loan on the firm's own or affiliate accounts. For life companies/portfolio lenders who originate loans through mortgage bankers/correspondents, those loans would go here.

SAMPLE

**COMMERCIAL REAL ESTATE/MULTIFAMILY FINANCE FIRMS
ANNUAL ORIGINATION VOLUMES**

Year Ending December 31, 2005



**ALL FIRMS
Total Originations
Investor Group : Life Insurance Company**

Rank	Company Name	Amount (\$millions)	Number	Avg. Size (\$millions)
1	MetLife	\$7,534	170	\$44.3
2	HFF, L.P.	\$6,214	357	\$17.4
3	Capmark Financial Group Inc. (Formally GMAC Commercial Holding Corp.)	\$4,842	650	\$7.4
4	NorthMarq Capital, Inc.	\$4,568	447	\$10.2
5	Prudential Mortgage Capital Company	\$4,196	235	\$17.9
6	CBRE Melody	\$3,754	296	\$12.7
7	Northwestern Mutual	\$3,720	124	\$30.0
8	Q10 Capital, LLC	\$3,599	663	\$5.4
9	Babson Capital Management LLC	\$3,225	150	\$21.5
10	Nationwide Mutual Insurance Company	\$2,928	284	\$10.3
11	Principal Global Investors	\$2,495	268	\$9.3
12	Genworth Financial	\$2,414	386	\$6.3
13	Allstate Investments, LLC	\$2,176	131	\$16.6
14	ING Investment Management	\$1,960	245	\$8.0
15	Pacific Life Insurance Company	\$1,535	24	\$64.0
16	THRIVENT FINANCIAL FOR LUTHERANS	\$1,439	212	\$6.8
17	CIGNA Realty Investors	\$1,418	52	\$27.3
18	PPM Finance, Inc.	\$1,363		n.a.
19	Sun Life Assurance Company of Canada	\$1,230	355	\$3.5
20	Draper & Kramer	\$1,171	57	\$20.5
21	John Hancock Financial Services	\$1,163	128	\$9.1
22	Allianz Of America	\$1,150	54	\$21.3
23	Collateral Mortgage Capital, LLC	\$1,122	190	\$5.9
24	Johnson Capital Group, Inc.	\$897	58	\$15.5
25	Cohen Financial	\$743	104	\$7.1
26	Wachovia	\$707	33	\$21.4
27	Newmark Realty Capital, Inc. - SAM Member*	\$706	97	\$7.3
28	Laureate Capital LLC	\$681	174	\$3.9
29	Jefferson Pilot Financial	\$656	102	\$6.4
30	Churchill Mortgage Corporation	\$641	52	\$12.3
31	David Cronheim Mortgage Corporation	\$563	39	\$14.4
32	Capstone Realty Advisors	\$498	76	\$6.6
33	Norris, Beggs & Simpson Financial Services - SAM Member*	\$495	60	\$8.3
34	Lincoln National Corporation	\$486	54	\$9.0
35	M. Robert Goldman Company - SAM Member*	\$458	35	\$13.1
36	iCap Realty Advisors	\$428	46	\$9.3
37	Pacific Southwest Realty Services - SAM Member*	\$427	83	\$5.1
38	Walker & Dunlop - SAM Member*	\$421	24	\$17.5
39	Live Oak Capital, Ltd. - SAM Member*	\$407	25	\$16.3
40	Fifth Third Real Estate Capital Markets Company	\$368	112	\$3.3
41	UnumProvident Corporation	\$344	41	\$8.4

**COMMERCIAL REAL ESTATE/MULTIFAMILY FINANCE FIRMS
ANNUAL ORIGATION VOLUMES**

Year Ending December 31, 2005



**ALL FIRMS
Total Originations
Investor Group : Life Insurance Company**

Rank	Company Name	Amount (\$millions)	Number	Avg. Size (\$millions)
42	Minnesota Life Insurance Company	\$341	76	\$4.5
43	Medalist Capital, Inc	\$317	59	\$5.4
44	National Life Insurance Company	\$308	63	\$4.9
45	KeyBank Real Estate Capital	\$306	51	\$6.0
46	Wachovia Maher Partners	\$285	20	\$14.3
47	Wells Fargo	\$282	57	\$4.9
48	Northwest Commercial Mortgage Company	\$238	21	\$11.3
49	Glacier Real Estate Finance	\$232	56	\$4.1
50	Meredith & Grew, Inc. - SAM Member*	\$191	17	\$11.2
51	Harbor Capital Group	\$178	5	\$35.6
52	OneAmerica	\$177	52	\$3.4
53	Pace Financial Group	\$165	13	\$12.7
54	Bernard Financial Group- SAM - SAM Member*	\$144	24	\$6.0
55	Thomas D Wood and Company - SAM Member*	\$136	41	\$3.3
56	Dockerty Romer & Co.	\$129	9	\$14.3
57	First Fidelity Mortgage Corporation - SAM Member*	\$119	6	\$19.8
58	Goedecke & Co., LLC	\$107	17	\$6.3
59	Buchanan Street Partners	\$91	3	\$30.3
60	Holliday American Mortgage, LLC - SAM Member*	\$87	39	\$2.2
61	M & T Realty Capital Corporation	\$82	8	\$10.2
62	Eustis Commercial Mortgage - SAM Member*	\$57	6	\$9.5
63	U.S. REALTY CAPITAL	\$56	7	\$8.0
64	SunTrust Bank	\$42	10	\$4.2
65	Beacon Realty Capital, Inc.	\$41	2	\$20.5
66	PRAIRIE REALTY ADVISORS, INC.	\$22	2	\$11.0
67	HomeStreet Capital	\$20	8	\$2.5
68	Salem Realty Capital LLC	\$20	1	\$20.0
69	American Property Financing/APF	\$19	5	\$3.8
70	Boston Mutual Life Insurance Company	\$17	15	\$1.1
71	Tremont Realty Capital, LLC	\$14	1	\$14.0
72	Quantum First Capital - SAM Member*	\$10	3	\$3.3
73	Skyomar Capital Corporation	\$10	8	\$1.3
74	Naitonal Investment Finance Corporation	\$5	2	\$2.5
75	Burnham Real Estate	\$4	3	\$1.3

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**COMMERCIAL REAL ESTATE/MULTIFAMILY FINANCE FIRMS
ANNUAL ORIGATION VOLUMES**

Year Ending December 31, 2005



**ALL FIRMS
Total Originations by Originating Office
Originating Office Location : Washington-Arlington-Alexandria, DC-VA-
MD-WV**

Rank	Company Name	Amount (\$millions)	Number	Avg. Size (\$millions)
1	Wells Fargo	\$1,540	74	\$20.8
2	CBRE Melody	\$1,526	38	\$40.2
3	Walker & Dunlop - SAM Member*	\$1,367	64	\$21.4
4	HFF, L.P.	\$1,303	37	\$35.2
5	Reilly Mortgage Group	\$1,083	126	\$8.6
6	MetLife	\$915	14	\$65.4
7	Q10 Capital, LLC	\$702	76	\$9.2
8	KeyBank Real Estate Capital	\$685	0	n.a.
9	iCap Realty Advisors	\$551	29	\$19.0
10	NorthMarq Capital, Inc.	\$473	42	\$11.3
11	Babson Capital Management LLC	\$364	11	\$33.1
12	SunTrust Bank	\$345	32	\$10.8
13	CharterMac Mortgage Capital	\$305	33	\$9.2
14	CWCapital	\$286	0	n.a.
15	Greystone Servicing Corporation, Inc.	\$250	68	\$3.7
16	Allstate Investments, LLC	\$238	8	\$29.8
17	Tremont Realty Capital, LLC	\$212	20	\$10.6
18	National Cooperative Bank	\$178	88	\$2.0
19	Column Financial/Credit Suisse	\$161	29	\$5.6
20	Deutsche Bank Berkshire Mortgage	\$129	12	\$10.8
21	Eastern Union Funding	\$119	21	\$5.7
22	John Hancock Financial Services	\$85	5	\$17.0
23	Nationwide Mutual Insurance Company	\$70	4	\$17.5
24	Legg Mason Real Estate Investors	\$57	1	\$57.0
25	American Property Financing/APF	\$35	9	\$3.8
26	Bridger Commercial Funding	\$20	2	\$10.0
27	Jefferson Pilot Financial	\$7	2	\$3.5
28	Marcus & Millichap Capital Corporation	\$7	5	\$1.4
29	National Life Insurance Company	\$6	1	\$6.0
30	Gershman Mortgage	\$2	1	\$2.0
31	Mezz Cap	\$1	1	\$1.0

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