

Commercial mortgage servicing:  
**Value of quality servicing**

Commercial mortgage lending

“Our team prides itself in providing value-added servicing to our borrowers”

**Steve Johnson**

Managing Director, Commercial Mortgage Servicing  
Principal Real Estate Investors

Recently, a potential borrower was securing a new CMBS loan with Principal Real Estate Investors. The borrower’s existing CMBS loan restricted them from paying off on the date they wanted to refinance. Principal Real Estate Investors was not the servicer, but they jumped in to help the borrower. Using their strong relationships with the master servicer, they procured the desired pay-off date which resulted in the borrower completing the refinance with Principal Real Estate Investors.



Property shown is for example purposes only and is to illustrate examples of real estate property types invested in by Principal Real Estate Investors.

**Why Principal Real Estate Investors’ servicing**

- Strives to provide optimal solutions for all parties
- Maintains regular borrower contact
- Established, strong industry relationships
- Dedicated relationship manager
- Earned “Strong” rating by S&P as a Primary Servicer
- Experienced team integrated with origination and closing



We open the door to an abundant number of deal structures.

**So, the next time you are looking for a full-service, reliable lender, look to us**  
[www.principalcrelending.com](http://www.principalcrelending.com)

©2017 Principal Financial Services, Inc.  
Principal, Principal and symbol design and Principal Financial Group are registered trademarks and service marks of Principal Financial Services, Inc., a Principal Financial Group company. Principal Global Investors leads global asset management at Principal®. Principal Real Estate Investors is the dedicated real estate investment manager for Principal Global Investors.

Past experiences are not a reliable indicator of future results and should not be relied upon to make investment decisions. For example purposes only and it is not known whether the client approved or disapproved of the adviser, the advisory services, or any other services provided by the adviser or an affiliate of the adviser.