

Commercial mortgage lending

Overview



Principal Real Estate Investors, Principal Global Investors' dedicated real estate group, has one of the strongest commercial mortgage operations in the United States.

Over 80 real estate investment professionals with proven investment experience and expertise are dedicated to providing superior service to mortgage bankers, brokers, borrowers, and investors. We have created a commercial mortgage operation focused on service, reliability, and execution that is uniquely positioned to provide the broad array of programs and high-quality service that you have come to expect.

Multiple lending options

We offer multiple lending options, including:

- **Construction/permanent lending**
- **Fixed rate lending**
- **Structured debt**

One contact

Each of our market underwriters are accountable for a deal from origination to closing. They have broad knowledge of, and access to, our full spectrum of deal structures and capital sources, make decisions that affect each transaction, and are ultimately responsible for the success of the deal. With Principal, you only need one contact who can guide you through our diversified lending programs to find the one that best fits your financing needs.



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

Rates

Our access to a variety of capital sources, multiple loan terms, and products, allows us to offer competitive rates in all product categories. Competitive rates, along with our certainty of execution, can be the keys to a successful real estate transaction.

In-house quality control

We help control the timing and quality of each aspect of the deal through our in-house resources. Maintaining internal underwriting, appraisal, engineering, closing, and servicing areas, provides a unique advantage to our clients.

Consistency

Our highly skilled, experienced staff that is geographically focused, and travels regularly to develop relationships and gain in-depth, first-hand knowledge of their assigned markets. Our centrally located operation allows our production staff direct contact to all critical areas of the real estate investment department, resulting in fast and reliable commercial mortgage quotations and closings.

Flexibility

Our deal experience ranges from \$5 million to more than \$100 million, with transactions in diverse geographical locations. These transactions represent a variety of property types with expanded risk spectrums and deal structures that range from top institutional quality to non-traditional lending (subordinate debt, bridge). Flexibility in design of the loan is standard for us. We customize terms, maturity dates, rate adjustments, and amortization schedules to fit the situation.

Reliability

We have extensive experience in the market, and maintain a track record of meeting deadlines and delivering on obligations for our clients. We seek long-term relationships that are beneficial to all parties, and provide you with our criteria and guidelines up front. If we can't work with you on a specific transaction, we will seek to offer alternative solutions.

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Principal Global Investors leads global asset management at Principal Real Estate Investors is the dedicated real estate group of Principal Global Investors.

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As a general matter, commercial mortgage lending entails a degree of risk that is typically only suitable for sophisticated institutional and professional investors for whom such an investment is not a complete investment program and who fully understand and are capable of bearing the risks associated with such strategy.