

# UNMATCHED SERVICE. REAL RESULTS.

MORE THAN 45 YEARS IN BUSINESS  
OVER \$3.7 BILLION IN SERVICING

This company was built upon trust, expertise, and straightforward communication. Today we temper those tenets with modern analysis and market tools. Barry Slatt Mortgage has correspondent relationships with several of the most prestigious lenders in the country, in addition to all open market lending sources. We do the heavy lifting required to connect you with lenders that can provide exclusive custom-tailored solutions for your mortgage banking needs.



BARRY SLATT MORTGAGE

# HISTORY

OUR FOUNDER WAS ONE OF THE SEMINAL FIGURES WHO HELPED SHAPE THE FACE OF THIS INDUSTRY.

Barry Slatt Mortgage is a long-standing and respected institution with more than four decades of experience in commercial mortgage banking. The former President of the California Mortgage Bankers Association, Barry Slatt stood for entrepreneurship and lasting relationships—important values we still live by and believe in to this day.

2017

Slatt tops \$3.7 billion in servicing

2013

The company moves into the new headquarters

2009

Slatt acquires the Barry V Weinstock Co.

2009

Slatt surpasses \$2 billion in servicing

2005

Servicing portfolio hits the \$1 billion mark

1996

Company celebrates 25 years in business

1994

Current President Dan Friedeberg joins the company

1992

Barry Slatt serves as the California Mortgage Bankers Association President

1985

Barry Slatt appointed CMBA Director

1971

Barry Slatt Mortgage is established

1971

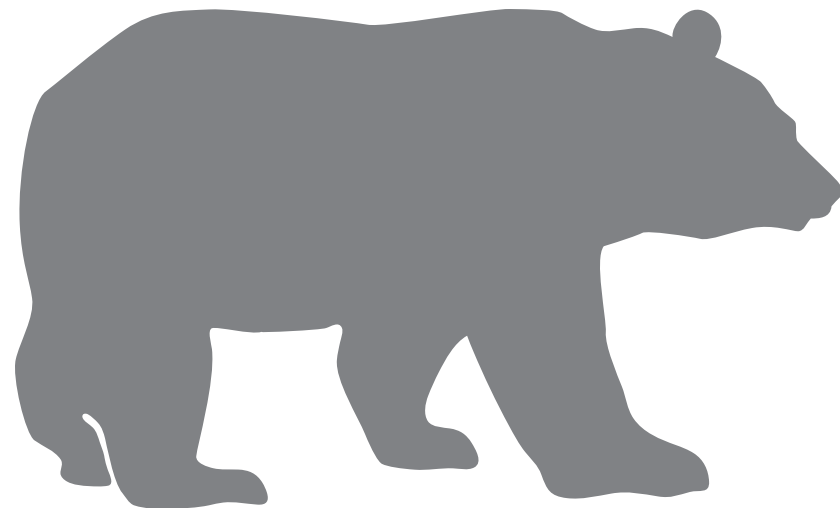
The first insurance company correspondent American United Life is added

# CHARACTER

# WHAT WE DO

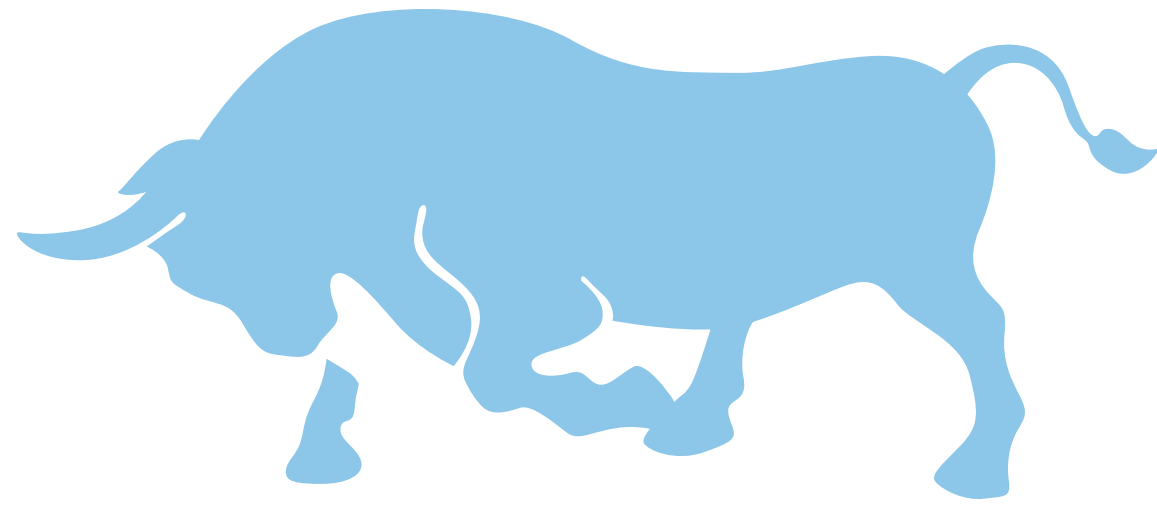
## BARRY SLATT MORTGAGE WORKS DIFFERENTLY.

Our policy is to dispense with office politics, and instead focus the full weight and expertise of our entire team on providing solutions. It is a novel philosophy in an industry where locked desks and infighting are the norm. We are a diverse group of individuals, each with our own unique skill set and story, all working with the common goal of providing unparalleled service. Our strength is not only what we have to offer here at Barry Slatt Mortgage, but how we go about providing it.



## EXCLUSIVE CORRESPONDENT LENDERS.

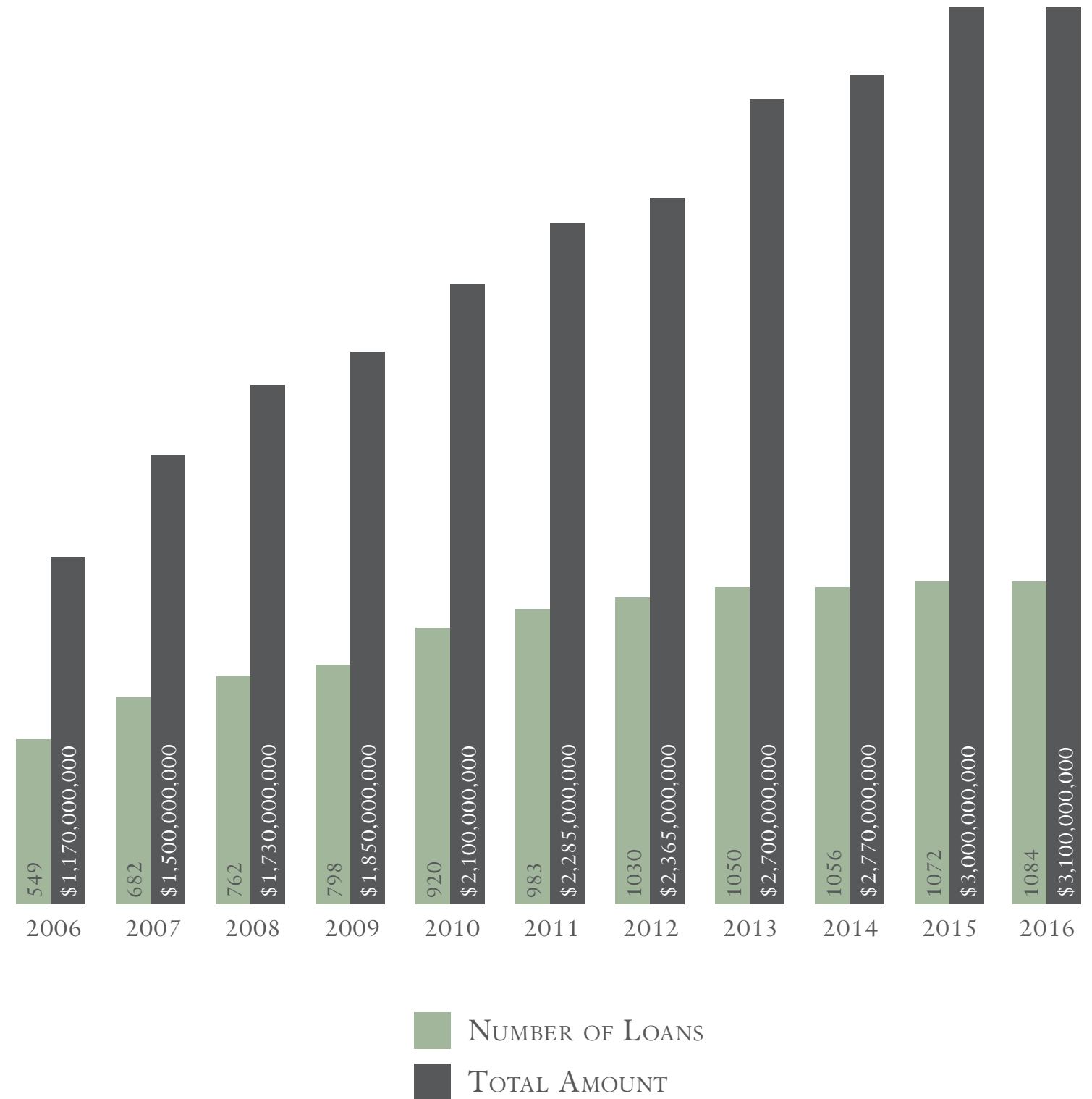
Brokers don't maintain the same kind of relationships with lenders as mortgage bankers, nor do they offer the same value. Brokered deals are available to the general public. An experienced mortgage banker will have a long-standing history and exclusive relationship with lenders who can offer rates and terms unavailable to independent brokers, and the experience it takes to make the deal work for your business model.



# SERVICING

Barry Slatt Mortgage is different from other commercial loan servicing organizations in that we not only service loans, but also originate commercial loans throughout the country. The ability to address all of your needs is just one way we strive to challenge the commercial mortgage banking status quo.

- CASHIERING
- INDIVIDUALIZED STRATEGIC CONSULTING WITH LENDING INSTITUTIONS
- MONITORING POSSIBLE TROUBLED ASSETS FOR SYMPTOMS OF DEFAULT
- MONITORING PROPERTY TAX AND INSURANCE PAYMENTS
- ANALYSIS OF PROPERTY OPERATIONS STATEMENTS
- PROPERTY INSPECTIONS
- ANALYSIS OF INDIVIDUAL BORROW/GUARANTOR/ENTITY FINANCIAL STATEMENTS



# LOAN ORIGINATION

# LENDERS

## CONNECTING BORROWERS WITH TAILOR MADE FINANCING

Permanent First Mortgages  
Fixed and Adjustable Rate Loans  
Convertible Mortgages and Construction Loans  
Construction/Permanent Loans  
Forward Commitments  
Participating Mortgages  
Mezzanine Financing  
Joint Ventures  
Private Money Loans  
Credit Tenant Lease Financing  
Bridge Loans  
Loan Sales

## CORRESPONDENT LENDERS, IN ADDITION TO ALL OPEN MARKET LENDING SOURCES

StanCorp Mortgage Investors  
Symetra Life Insurance Company  
Thrivent Financial for Lutherans  
Woodmen of the World  
Sun Life Financial  
Athene  
American Fidelity  
Protective Life  
American United Life / One America  
Eagle Realty Group/Western and Southern  
Royal Bank of Scotland  
JP Morgan  
Greystone  
Morgan Stanley  
Slatt Rural Funding, LLC  
Ameritas  
Redwood Commercial Mortgage Corporation  
Wells Fargo  
EverBank  
American Equity Life  
Fidelity & Guaranty Life

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