

PARTICIPATION QUESTIONNAIRE

Green Bank is continually expanding its CRE footprint, and often times have client loan requests that exceed deal/relationship hold limits. We hold up to \$20MM on any deal/relationship, and will often sell participations to either remain below \$20MM or diversify the CRE portfolio. Green Bank considers all CRE asset classes, but, as you know, all asset classes are not considered equal. We are fairly conservative on ground up construction, and aggressive on rehab/bridge loan situations. Stabilized product always gets a green light if we can obtain proper pricing.

In an attempt to more efficiently sell participations, we would like to gather more information on deals you prefer to see. Please complete the following form which you can either fill out electronically or print/scan/email back to us.

BANK INFORMATION:

What is the name of your bank? _____

What is the charter city? _____

WHERE ARE YOU COMFORTABLE IN LOANING MONEY?

Dallas / Fort Worth Metro: Yes No

Houston Metro: Yes No

San Antonio / Austin Metro: Yes No

West Texas Midland / Lubbock / Amarillo: Yes No

South Texas / Corpus Christi / Valley: Yes No

RECOURSE:

Burn off: Yes No

Non-recourse: Yes No

Out of state sponsors: Yes No

PLEASE PROVIDE THE FOLLOWING INFORMATION ABOUT YOUR BANK:

Minimum Individual Credit Exposure _____

Maximum Individual Credit Exposure _____

WHAT TYPES OF CREDITS DO YOU OFFER?

Commercial Real Estate	Stabilized	Rehab	Construction		Stabilized	Rehab	Construction
Multi-Family	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	Hospitality - Hotel/Motel	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Industrial Single Tenant	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	Parking Garage	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Industrial Multi Tenant	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	Hospital	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Office Single Tenant	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	Church / School	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Office Multi Tenant	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	Assisted Living	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Flex	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	Independent Living	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Retail Multi Tenant	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	RV Park - Short Term Stay	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Retail Anchored	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	Mobile Home	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Mini Storage	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>				

ADDITIONAL QUESTIONS:

What are your acceptable dollar limits of exposure for a single participation?

Will you purchase participation where Green Bank holds a smaller position?

Given the current market conditions, please list in highest to lowest the top five types of credits you consider as the most desirable:

1) _____

2) _____

3) _____

4) _____

5) _____

Your name _____

Title _____

Direct Phone Line _____

Email address _____

Name of person to contact for participations offered? _____

Title _____

Direct Phone Line _____

Email address _____