



CREFC Membership

The Voice of Commercial
Real Estate Finance

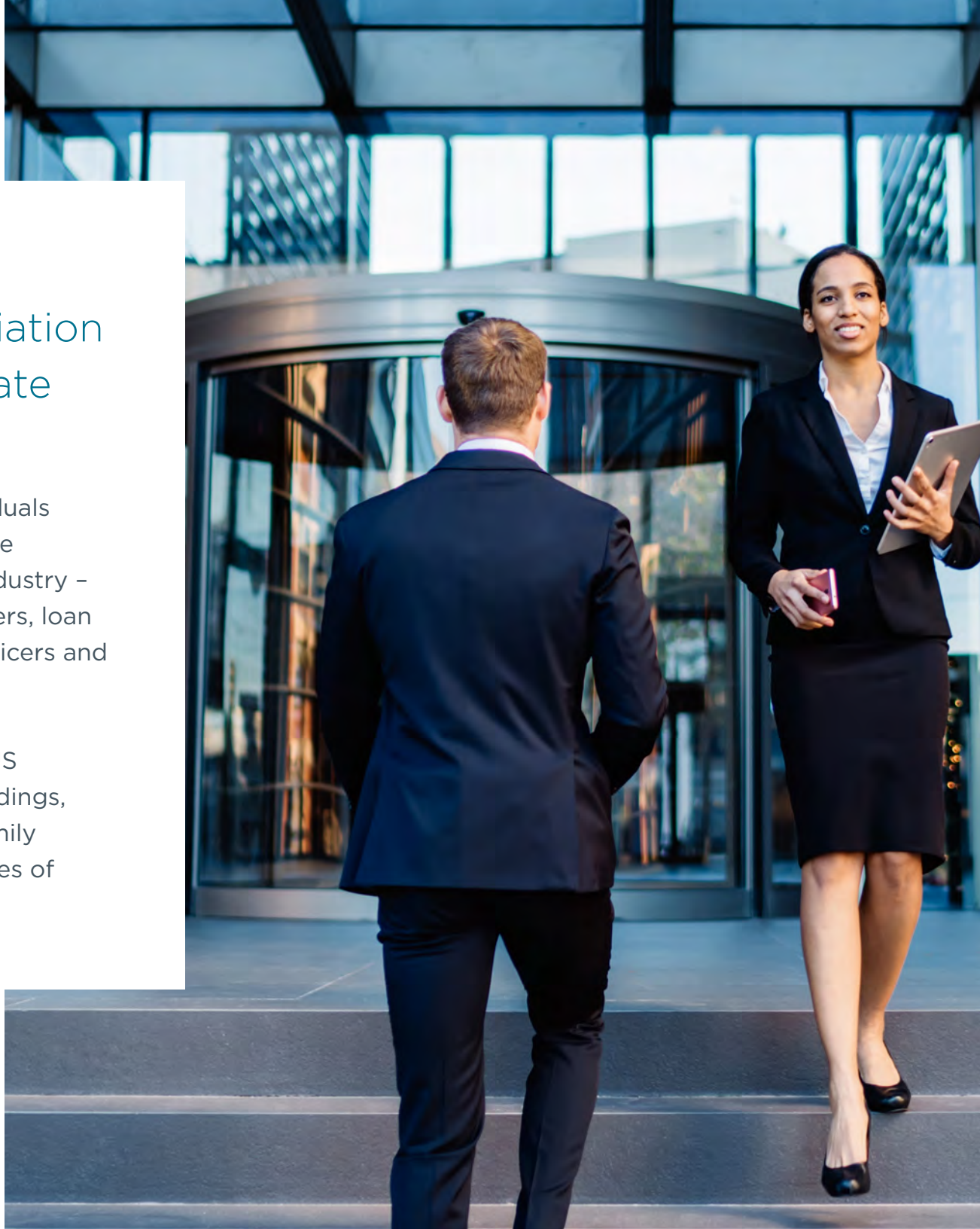
Membership positions your company
as an ally and influencer within the
commercial real estate industry.

Who We Are

The CRE Finance Council (CREFC) is the trade association for the commercial real estate finance industry.

More than 300 companies and 18,000 individuals are members of CREFC. Our members include senior executives from every sector of the industry – including balance sheet and securitized lenders, loan and bond investors, private equity firms, servicers and rating agencies, among others.

CREFC's members play a critical role in the US economy through the financing of office buildings, industrial and warehouse properties, multifamily housing, retail facilities, hotels, and other types of commercial and multifamily real estate.



Who We Are

Membership with CREFC not only benefits employees of your company, but it also projects a positive image of your firm to your customers and peers. Membership shows a business' initiative, its engagement in the industry and its commitment to staying abreast of current developments in the market.

CREFC is the “Voice of the Commercial and Multifamily Real Estate Finance Industry” dedicated to promoting liquidity, transparency, and efficiency in the commercial real estate finance markets. We do this by acting as a legislative and regulatory advocate for the industry, playing a vital role in setting market standards and best practices, and providing education for market participants.

CREFC also hosts events that bring together participants for conferences, seminars and networking.



Prior to becoming Executive Director of CREFC, I was a member for some 20 years.

As a young person in the industry, CREFC was hugely instrumental in my education and growth and connected me to other professionals that I now call friends and business partners. My goal as Executive Director is to ensure that the Association continues to be a vibrant and meaningful component of our members' businesses and the industry as a whole.



Lisa Pendergast
Executive Director,
CRE Finance Council

Our membership with CREFC has enabled members of our firm to interact with numerous senior executives in the commercial real estate finance industry on a personal level, despite geographic differences.

Through participation in CREFC Forums and events, I've found CREFC members to be highly informed and extremely helpful, as we have debated industry concerns, best practices, and policy issues that directly affect our business.



Adam Behlman
President, REIS
Starwood Property Trust



Benefits of Membership

Advocate

CREFC is the voice of the CRE finance industry in the halls of government and policy influencers. CREFC is the only advocate that represents all facets of CRE finance.

One of the key benefits of joining CREFC is the ability to support the mission of the organization and harness the combined resources of the members to protect and advance the needs of CREFC members. Business succeeds when the industry succeeds.



Advocate

HOW WE ADVOCATE

CREFC's consensus-driven advocacy positions are developed through the Forums and represent the opinions of its membership. If CREFC members cannot agree upon an advocacy position, CREFC educates policymakers on all positions. CREFC occasionally joins forces with other major national real estate trade associations on issues important across the commercial/multifamily real estate markets and the economy in general.

CREFC LOBBY DAY

Lobby Day is the best opportunity for CRE finance professionals to make their voice heard on Capitol Hill. Lobby Day is fun, rewarding and the most impactful way for CREFC to teach members of Congress and their staff about the industry, discuss our most important public policy issues and engage in democracy. CREFC will prepare you for a successful meeting with legislators, including leave-behind materials, insider recommendations and tips for how to have a smooth meeting with policymakers. Expand your relationships with policymakers, learn firsthand what to expect from a new Congress and make your voice heard on Capitol Hill.

CREFC is THE source we depend on for industry issues, which is particularly important during turbulent times.

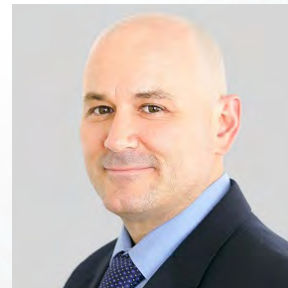
The staff at CREFC works continuously to provide the industry with relevant information while also being accessible. In addition, CREFC's events are always on the latest topics and provide a great place to network and socialize with other market participants.



Zanda Lynn
Managing Director, Structured Finance Business & Relationship Management, Fitch Ratings

CREFC was instrumental in helping me come up the curve in CRE finance after making a career change in my late 20s.

The learning never stopped there. Then as now, CREFC has always been there to educate the marketplace on the latest challenges and opportunities facing the industry, and position it for success. I am very grateful that a department head encouraged me to become involved in what was then called CSSA all those years ago, and for the relationships I was able to forge there over the years.



Eric Thompson
Global Head of Structured Finance Ratings
Kroll Bond Rating Agency, Inc.

Participate

FORUMS

CRE Finance Council Forums are market constituencies that drive the global CRE finance industry. Each forum interacts and addresses issues critical to their business sector.

As these Forums collaborate, CRE Finance Council's objectives are to represent all Forum participants, manage disparate and converging views, advocate a consensus of positions to policy and lawmakers, educate members, develop best practices, and work toward the betterment of the entire CRE finance market.

Forums Include:

- **CMBS B-Piece Investor**
- **CMBS Investment-Grade (IG) Bondholders**
- **CMBS Issuers Forum**
- **GSE/Multifamily**
- **High Yield Distressed Realty Assets (HYDRA)**
- **Portfolio Lenders**
- **Servicers**



Participate

COMMITTEES AND TASK FORCES

Many issues require a cross-section of the industry to discuss, address, and work toward solutions. CREFC currently has task forces focusing on accounting, servicing, secondary-market CMBS liquidity, and issuer, legal and regulatory issues facing the industry.

BORROWER ADVISORY GROUP

CREFC's Borrower Advisory Group is comprised of a cross-section of commercial and multifamily real estate borrowers who work with CREFC lenders and investors. The goal is to improve the borrower experience and ensure that a steady stream of capital is provided to the sector.



Connect

CREFC hosts events nationwide. We are known for our member driven programming and content.

Our members are industry leaders, therefore, attendees have access to hear from and network with the best and brightest minds speaking to the most relevant issues facing CRE finance. Expand your network with like-minded companies and individuals.



Connect

FIVE MAJOR ANNUAL CONFERENCES

- **January Conference**
Miami (1,900 attendees)
- **June Annual Conference**
New York (1,300 attendees)
- **High-Yield and Distressed Realty Assets Summit**
New York (200 attendees)
- **West Coast Summit**
Santa Monica (300 attendees)
- **Fall Conference**
New York (Topics have included CRE CLO and a virtual conference addressing a CRE Path Forward)



Connect

SPONSORSHIP

CREFC offers a variety of opportunities for sponsorship and advertising. There are many ways to position your company as a thought leader, engage members and increase brand recognition. CREFC provides companies the ability to elevate their company profile through events, educational resources as well as CREFC publications.

AFTER-WORK SEMINARS AND HALF-DAY SYMPOSIUMS

CREFC hosts After-Work Seminars and Symposiums throughout the year, providing members with timely, informative, and educational content, as well as networking opportunities. This forum also gives member companies an opportunity to host an event and speak to topics on which they are subject matter experts.



Connect

CREFC'S DIVERSITY, EQUITY AND INCLUSION COMMITTEE is charged with ensuring continuing progress toward CREFC's vision of developing policies and programs that promote workplace diversity and inclusion and foster a culture that ensures that every voice is welcomed, heard, and respected. CREFC will strive to incorporate underrepresented voices in all that we do, including on our panels and discussion groups at industry events.

The commercial real estate markets have a meaningful role to play in this movement. Strong commercial and multifamily markets provide the opportunity for vibrant communities across the country. CREFC has and continues to expand its work to address issues that directly impact communities of color, such as strengthening the efficacy of Opportunity Zones, which allow for injections of capital into communities that have gone without for far too long, as well as improving housing affordability. CREFC will continue to work with the GSEs and private lenders alike to help facilitate access to safe, stable, and secure housing finance for all Americans. We must continue to approach these efforts not only with the intention of a heightened industry commitment, but also with a mandate to do more and to do better.



ESG

CREFC'S SUSTAINABILITY INITIATIVE will initially address the impact of climate risk on commercial real estate. Our objectives are to provide robust educational resources, promote transparency via relevant reporting standards and best practices, advocate for productive partnerships with government and other organizations, and foster creative financing solutions that enhance both the public good and the liquidity of the CRE finance market. Beyond our important efforts related to climate change, this Initiative also will focus on social responsibility and governance.





Our mission is to enhance the visibility, profile, and advancement opportunities of women in the commercial real estate finance industry, provide a structured platform within CREFC dedicated to women's initiatives and provide opportunities for networking, mentoring, and development of professional women. With members all across the country, we are the largest network of professional women in the industry.





The mission of the Young Professionals (YP) Network is to provide a platform for junior CRE finance professionals to foster meaningful business relationships and gain relevant industry knowledge through networking events, seminars and panels.

YP programming events are developed by YPs - so the content is current and applicable in their daily work. Each YP educational event includes a networking aspect to build and foster industry relationships with both peers and seasoned industry leaders. YPs are surveyed by region for ideas for future programming to ensure educational and industry needs are met.





CREFC's Pride Network mission is to provide a forum for LGBTQ (Lesbian, Gay, Bisexual, Transgender, and Queer) members and allies to foster an environment of inclusiveness, respect, and equality for the LGBTQ community within the CRE finance industry and to develop, sustain, and promote diversity policies and initiatives.

Learn

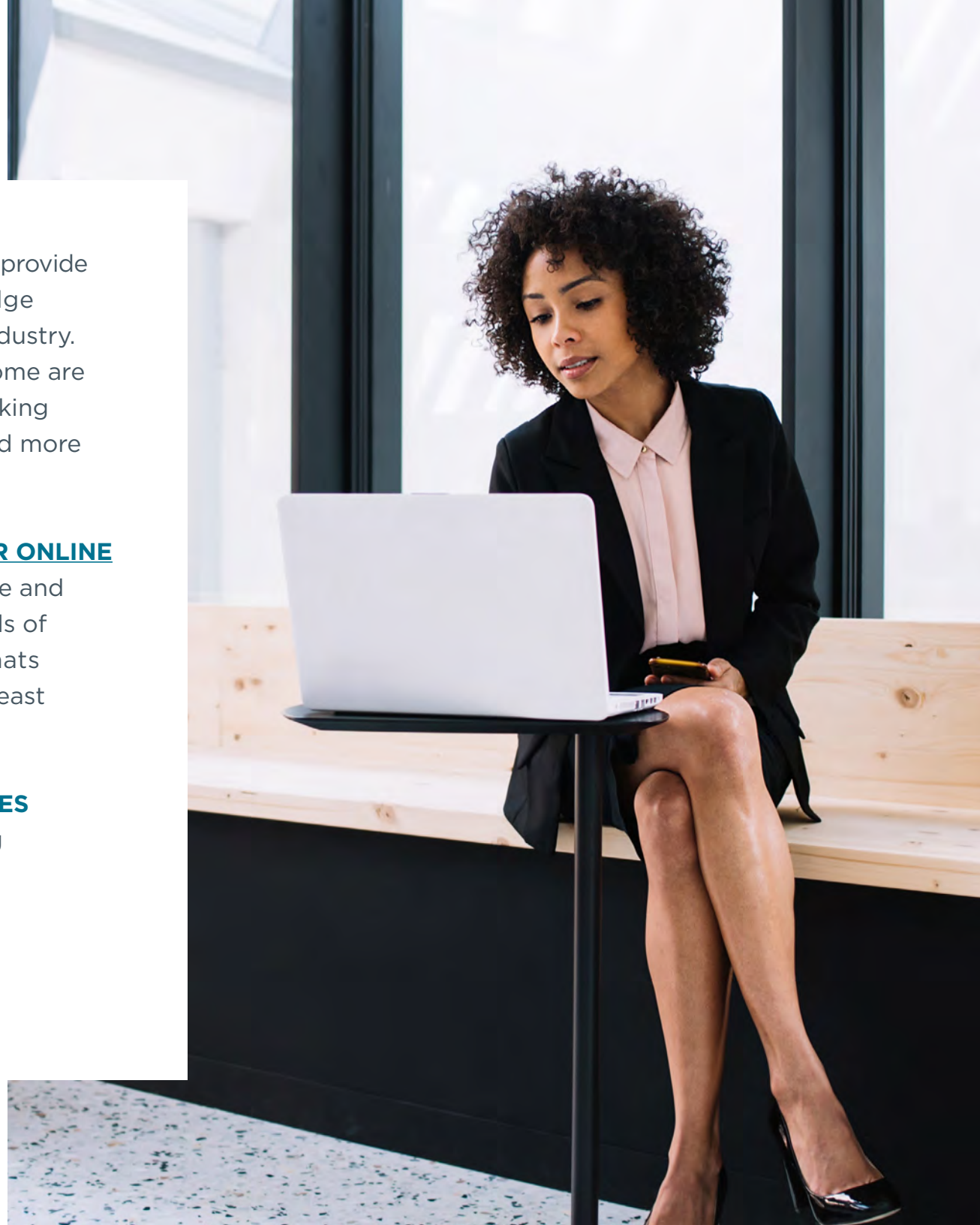
CREFC develops educational programming to provide its members with the foundational knowledge necessary to be successful within the CRE industry. The programming offerings are expansive, some are focused on those new to the industry (or looking for a refresher) and some are higher-level and more complex for those with more experience.

TAKE A CREFC COURSE IN-CLASSROOM OR ONLINE

Our educational programs are comprehensive and provide members across disciplines and levels of expertise with a variety of venues and formats to gain the knowledge they need to stay abreast of market developments.

EDUCATIONAL PROGRAMS AND RESOURCES

- **CMBS 101**
- **Multifamily Lending**
- **CMBS 201**
- **Advanced Excel**
- **CMBS E-Primer**
- **ARGUS Training**
- **CRE CLO 101**



Learn

ANNUAL DEBT CASE COMPETITION

CREFC hosts its Annual Real Estate Debt Case Competition each fall, exposing students interested in CRE debt to a unique educational contest, and gives them an opportunity to interact with senior CRE professionals from CREFC's membership. Twelve universities participate in this invitation-only program. At the competition, each team presents its analysis of a real-world transaction to a panel of senior CRE executives that act as judges.

It is also an opportunity for CREFC's members to evaluate a pool of potential recruits by seeing them in action rather than a stock 30-minute interview.

CLE CREDITS

CREFC also offers our legal community the ability to earn CLE credits on select conferences and educational offerings.



Learn



CREFC Center for Real Estate Finance



NYU SPS SCHACK INSTITUTE OF REAL ESTATE

CREFC has partnered with the Schack Institute of Real Estate at the NYU School of Professional Studies to create the CREFC Center for Real Estate Finance at the Schack Institute.

In addition to student scholarships, programming during the academic year includes an industry-leading certificate program for CREFC members, standalone courses responsive to current market conditions, and a research paper series with contributions from faculty and CREFC Industry Fellows.

The Center's collaborative approach to applied research will support the industry while providing important guidance for regulators and policymakers.

Mentoring

CREFC's annual mentorship program, provides an opportunity for young leaders and seasoned professionals in the CRE finance industry to connect, grow and create a lasting relationship by sharing their industry knowledge, experiences and professional guidance in a confidential and informal atmosphere.

Mentors and Mentees are encouraged to meet at least once a month, either in-person or on a video/phone call.



Industry-Leading Publications and Reports

CREFC members keep up to date on the issues affecting their business through our industry-leading publications:

ONLINE RESOURCE CENTER

Provides access not only to CREFC materials, but also to member materials, including white papers and research reports.

COMPENDIUM OF STATISTICS

Provides monthly updates on all forms of CRE finance, including securitized and balance sheet lending, property markets, multifamily specific performance and economic indicators.

TREPP COLLATERAL PERFORMANCE DATABASE

An industry-supported centralized database for CMBS transaction information.

CREFC INVESTOR REPORTING PACKAGE™

The CREFC IRP™ is considered the gold standard for disclosures by investors and policymakers alike.

MARKET OUTLOOK SURVEY

This annual survey aims to provide important perspectives about what market participants can expect for the year ahead.

CRE FINANCE SENTIMENT INDEX

This quarterly survey provides the CREFC Board of Governors sentiment on the state of the CRE finance marketplace.

MONTHLY THOUGHT LEADERSHIP

Forward-thinking original articles on all aspects of the commercial real estate market written by the industry's most influential participants.

POLICY AND CAPITAL MARKETS BRIEFING

A publication that highlights advocacy, federal regulations and legislation affecting CRE finance.

Top 10 Reasons to Become a CREFC Member

- 1 Network with Industry Leaders and Grow Your Business
- 2 Increase the Visibility of Your Firm in the Industry
- 3 Receive Discounted Pricing for all CREFC Conferences and Events
- 4 Educate and Mentor Your Employees in a Cost-Effective Manner
- 5 Participate in CREFC Forums and Discuss Issues Affecting the Industry
- 6 Advocate for Your Business and the Entire CRE Finance Industry
- 7 Access to CREFC's Membership Directory
- 8 Participate in the Women's Network or Young Professional's Network
- 9 Access to NYU Courses, Certificate Programs, and Events
- 10 Contribute to and access the Member's Only Resource Center

Rates

APPLY NOW FOR ALL THE GREAT BENEFITS

Become a CREFC Corporate Member and extend the benefits of CREFC membership to your entire firm.

CREFC membership levels are based on the annual amount of CRE finance business your firm conducts.

LEVEL I

\$15,000 ANNUAL DUES

Any firm that has a CRE related business of \$10 billion or more, such as:

- Lenders/Investors with \$10 billion or more in CRE exposure
- Mortgage Bankers with \$10 billion or more in annual CRE origination
- Mortgage Servicers with \$10 billion or more of loans in servicing
- Law Firms who have represented \$10 billion or more in CRE related business
- Bond Underwriters who have underwritten \$10 billion or more in CRE deals during the last calendar year
- Any firm with CRE securities trading volume in excess of \$10 billion
- Any service provider who serves clients on \$10 billion or more in outstanding CRE debt
- Rating Agencies who rate \$10 billion or more in outstanding CRE related deals
- Big Four Accounting Firms

LEVEL II

\$7,500 ANNUAL DUES

Any firm with a CRE related business of \$5 billion or more, but less than \$10 billion, as defined under Level 1
B2B Real Estate Software/SaaS companies

LEVEL III

\$5,000 ANNUAL DUES

Any firm with a CRE related business less than \$5 billion, as defined under Level 1

ACADEMIC MEMBERSHIP COMPLIMENTARY

Full time Professors/Students only.
(Applicants will be required to provide proof of enrollment.)

CREFC membership is based upon a calendar year. For new members who join after the first quarter of the year, dues payments will be prorated on a per-month basis.

Contact membership@crefc.org for additional details.