





Hello, I'm Your New Client Manager.

I'll be handling your multifamily property loans. Let's talk.

Richard Fonte, 212 622 5725

Claude Simon
71 Tonjes Rd Callicoon, NY 12723-5729

Property address: 336 East 56th St

Dear Valued Client,

I am pleased to introduce myself—I'm your new Client Associate, and I've been assigned to your multifamily property loan 100018625. I'll be replacing Rob Caliguri, as he is no longer with Chase. I've reviewed your portfolio in detail and would love to learn more about your real estate goals and financing needs.

With over 6 years of experience at Chase delivering for my clients, our team offers deep industry knowledge and local market expertise that can position you for long-term success. I'll personally work with you to make every step of the financing process easy and efficient—from the first inquiry to your loan processing and beyond.

This is a great time to leverage your Chase client benefits. We can offer you low rates and fewer fees on competitive loan programs, closings in as little as 30 days, and the same great service you have come to expect.

Real Estate Solutions We Offer:

- 3-, 5-, 7-, or 10-year fixed and adjustable rate term financing programs for apartment buildings with 5+ units on purchase, refinance, or cash-out transactions between \$500,000 and \$25M+
- Treasury services and cash management solutions
- Exclusive industry insights and knowledge
- Special financing programs: Fannie Mae DUS® and Freddie Mac Optigo®, LIHTC and no-fee refinances

Whether you want to discuss your investment strategy, learn more about our solutions, or close your next deal, I welcome the chance to discuss how Chase can help you with your commercial property financing needs. Contact me anytime to get started.

Sincerely,

Richard Fonte



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