

EVERYBODY INTO THE POOL!
What Borrower's Counsel Needs to Know About Securitizable Mortgages
By Susan M. Orr and Whitney P. Hicks

**GLOSSARY OF COMMERCIAL MORTGAGE-BACKED
SECURITIES LOAN TERMINOLOGY**
By Susan M. Orr

USEFUL WEBSITES LISTING

FORM MORTGAGE FOR CMBS LOAN
Reprinted with permission from the
Commercial Mortgage Securities Association

Prepared By:
PEPE & HAZARD LLP

Boston
225 Franklin Street
16th Floor
Boston, MA 02110

Hartford
225 Asylum Street
22nd Floor
Hartford, CT 06103

Southport
30 Jelliff Lane
Southport, CT 06890

www.pepehazard.com

Speaker and Author:

Susan M. Orr is a partner in the finance/real estate practice group at Pepe & Hazard LLP. Susan received her B.A. *magna cum laude* from Colgate University and her J.D. from Boston University School of Law. She concentrates her practice in the areas of commercial real estate finance, acquisitions and sales, leasing and development. Susan is a member of the American Bar Association, Connecticut Bar Association, Real Estate Finance Association, Mortgage Bankers Association, Commercial Real Estate Women's Network and Commercial Mortgage Securities Association. She has been a speaker on numerous commercial real estate topics in New England and nationally, and has authored real estate articles for publication by the American Bar Association, the Commercial Record, the Connecticut Law Tribune and the New England Real Estate Journal.

Co-Author:

Whitney P. Hicks is a real estate and finance attorney at Pepe & Hazard LLP. Her practice includes commercial and mortgage lending, leasing and real estate acquisitions and sales. Whitney earned her B.A. from Smith College and a J.D. from Northeastern University School of Law. She is a member of the Real Estate Exchange, the Boston Women's Bar Association and the Massachusetts Bar Association. She is admitted to practice in Massachusetts and Connecticut.