



► AMFAM'S INVESTMENT DIVISION WELCOMES TWO RECENT HIRES AND CONGRATULATES ANOTHER ON HIS UPCOMING RETIREMENT.



► UNDERWRITING TIGHTENS AS CREDIT AND REAL ESTATE MARKETS ERODE.



COMMERCIAL MORTGAGE UPDATE

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WHAT IS AMERICAN FAMILY LOOKING FOR IN 2009?

An ideal transaction would be a combination of several of the following:

- Low LTV (<60%)
- Well located
- Credit tenancy
- Diversified rent roll
- Long term leases
- Superior quality asset
- Possible recourse
- Low cash flow risk
- Limited refinance risk

Due to high volume we are focusing exclusively on transactions that incorporate several of the preceding criteria.

Mike Atkins Announces Retirement



After 18+ years of contributions to our team, Mike Atkins has decided to retire. We will miss Mike's expertise and friendship and wish him well in retirement. Mike's last day in the office will be December 9th. One of Mike's first acts in retirement will be to enjoy a good portion of the winter away from Wisconsin, preferably in a warm weather climate.

Alternative Investment Department Welcomes Newest Team Member



Laura McGraw joins Dave Sebald and Jeff CaPaul as a member of American Family's Alternative Investment Department. She came to American Family in 2006 as an intern in the Real Estate, Planning and Construction Department. Laura recently earned an undergraduate degree from the University of Wisconsin with majors in Real Estate & Urban Land Economics and Risk Management & Insurance. During this unique time in the market, she is eager to help the investment team manage the commercial mortgage portfolio. Laura will be attending the MBA's CREF/Multifamily Housing Convention & Expo in February with Jeff CaPaul.

New Vice President of Investments Division



The Alternative Investments Department is pleased to welcome Peter Gunder, CFA as the new Vice President of American Family's Investments Division. Peter comes to American Family from Cardinal Investment Advisors, a consulting firm he co-founded in 2001. Prior to Cardinal Investment Advisors, Peter served as a financial analyst for Procter & Gamble and Atlantic Richfield before becoming treasurer and chief investment officer of MMI Companies, Inc. Peter earned his undergraduate degree in mechanical engineering from Stanford University and later received an MBA in finance from the University of Chicago Graduate School of Business.

RECENT TRANSACTIONS



Industrial – California

\$2,300,000 – 20 yr. term / 20 yr. amort.
STRENGTHS: Very low LTV (near land value) and history of high occupancy.



Industrial – California

\$1,900,000 – 20 yr. term / 20 yr. amort.
STRENGTHS: Very low LTV (near land value) and history of high occupancy.



Industrial Portfolio – Illinois

\$7,700,000 – 7 yr. term / 25 yr. amort.
STRENGTHS: Low LTV, high DCR, and benefits of multiple locations.