



# **The Handbook of First Mortgage Underwriting : A Standard Method for the Commercial Real Estate Industry**

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*The Handbook of First Mortgage Underwriting* details the foundation for a revolutionary new commercial mortgage underwriting process. The first true industry breakthrough in years, it brings tremendous savings of time, effort, and cost by prescribing the first industrywide standards for underwriting commercial real estate.

Includes:

- Easy-to-follow methods for cash-flow underwriting process and analysis
- Standardized scopes of work for the property's site inspection
- Guidelines for clear, concise presentation of the underwriting conclusions

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