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**NBS FINANCIAL CLOSED FINANCING TOTALING \$185.1M
IN FIRST FOUR MONTHS OF ROCKY 2008**

**Portland/Seattle Commercial Real Estate Mortgage Brokerage
Transaction Volume Offers First Ray of Light**

Portland, OR (May 7, 2008) – NBS Financial Services has been able to keep its pipeline active, even in a challenged lending environment.

The commercial real estate mortgage brokerage has closed and committed **\$185.1 million in financing since January 1, 2008**. This includes:

- 24 loans
- 9 life company lenders
- 4 bank lenders
- NBS Financial's \$1.7 billion loan servicing portfolio, with 345 loans, which has **no delinquent loans** due to the solid underwriting of our finance officers

Total transaction volume to date includes **\$58 million** in financing for Lancaster Mall in Salem, **\$11.3 million** on Clackamas Commons and **\$11 million** for Seattle's City Commerce Park.

NBS Financial has transcended economic contraction in large part due to the life insurance company lender base it has been committed to for the past fifteen years.

"Insurance correspondent relationships have been our mainstay for several years. Portfolio lenders such as life companies have not been nearly as impacted as the CMBS lenders in today's environment," Vice President Todd B. Harding states.

Harding represented both lender and borrower on the \$58 million Lancaster Mall transaction in Salem, Oregon.

Executive Vice President Mike Wood, who heads NBS Financial's Seattle office, explains, "We are still actively quoting and closing on deals at very competitive rates and structures."

NBS Financial has chosen to work with life companies not only for their lending platforms, but also for the superior servicing component which offers NBS Financial's clients the best customer service, post-closing.

As it turns out, it was the right business decision. NBS Financial's production over the past five years has been superior to the market at large: it closed financing for \$373 million in 2007, with 61 loans closed and \$1.7 billion in loans serviced.

Nationally, State Farm (lender on the \$11.3 million Clackamas Commons transaction noted above) has only three correspondents averaging over \$100 million annually for the past five years – and NBS Financial is one of them.

With the collapse of CMBS or "conduit" lenders, mortgage bankers that chose a CMBS platform as their main source of loan execution were out of business as of July of last year. As Executive Vice President Blake Hering, Jr. summarized,

"Our stable of life insurance company sources helps us to increase our market share in an otherwise shrinking market."

About NBS Financial Services

Norris, Beggs & Simpson Financial Services is a division of the Norris, Beggs & Simpson Companies, a 75 year old provider of commercial real estate capital to borrowers and investors seeking financing for property acquisitions, refinancing, equity, mezzanine or bridge capital, as well as joint venture opportunities.

The company operates in the states of Oregon, Washington, Idaho and Nevada, as well as with Strategic Alliance Mortgage (SAM), our nationwide affiliation of 18 companies located in 38 cities throughout the country. To learn more, visit www.nbsfinancial.com.

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