



**"SISTER BANK" Rates – December 14<sup>th</sup>, 2017** (subject to change without notice) **"FULL Doc ONLY"**

**Hotels/Motels - GAS Stations - R.V.Parks - Assisted Living - NATIONWIDE**

	Property Type	PRCH LTV	REFI LTV	C.-O. LTV	Floats 3 Mos	Fixed 5 Yrs	Fixed 25 Yr.	DSCR	Loan Amort	Loan Term	Min. FICO
1.	<i>Profitable</i> HOTELS/MOTELS - 60-250 Rooms (ALL to be Rentable) - Close to Interstate/Major Highway - Newer Property or Newer Renovations	75%	75%	N/A	7.25%	7.875%	8.875%	1.25x	25	25	625
2.	<i>Profitable</i> GAS Stations/C-Stores - Clean <u>Current</u> Environmental Status - High Traffic Volume Location/Area - Newer Property or Newly Renovated	75%	75%	N/A	7.25%	7.875%	8.875%	1.25x	25	25	625
3.	R.V. Park ( <b>NO</b> Mobile-Home-Parks)	75%	75%	N/A	7.25%	7.875%	8.875%	1.25x	25	25	625
4.	Self-Storage Facility – Assisted Living Facilities	75%	75%	N/A	7.25%	7.875%	8.875%	1.25x	25	25	625
5.	Assisted Living/Nursing Care Facility (Lic./Comm)	75%	75%	N/A	7.25%	7.875%	8.875%	1.25x	25	25	625
6.	Own.Occ.Special-Use (Restaurants/Cars/Others)	75%	75%	N/A	7.25%	7.875%	8.875%	1.20x	25	25	625
7.	Owner-Occ.Multi-Use (Office/Warehouse/Retail)	75%	75%	N/A	7.25%	7.875%	8.875%	1.20x	25	25	625
8.	Investor Multi-Use (Ofc./Retail/W.Hse) <b>(NO Broker Fee paid on N.O.O – S.B.)</b>	65%	65%	50%	5.75%	6.25%	N/A	1.40x	25	5-10	700

**MINIMUM Credit Req. (ALL Loans) - Own Occupied means 51%+ (61% Const.); NOT Applicable to Apartments/NOO:**

- **0.50% to 1.0% Broker Fees Paid (EXCEPT N.O.O.)**
- **NO Cash-Out EXCEPT for Lien/Debt Pay-Off; Partner/Equity Buy-Out; Very Limited Const.; Tenant Upgrades**
- **Own.Occ. Business MUST have POSITIVE Cash-Flow on '16 Taxes and YTD '17 per DSCR Listed Above.**
- **ALL Guarantors Must have RECURRING Income to cover Personal Living Expenses AND 25% of Mortgage.**
- **Property held less than 3 Years may be Valued at Purchase Price plus Paid Capital Improvements.**
- **Guarantor(s) MUST show proof of 6 - 9 Months Reserves and Credit Card Balances UNDER \$60,000.**
- **New SBA-7a Loan (above) can NOT Typically be used to Pay-Off Existing SBA Loan of any type.**
- **\$500,000 (Own.Occ./SBA-7a) to \$1,000,000 (N.O.O.) MINIMUM Loan Amounts.**
- **\$5,000,000 (Own.Occ./SBA-7a) to \$10,000,000 (N.O.O.) MAXIMUM Loan Amounts.**

**Properties we just Can NOT Finance:**

- Any Apartments/Multi-Family Property – (**Referral Available**)
- Any **NEW Business Start-Ups** as the Primary Tenant.
- **CHURCHES** and most Church-Owned/Used Facilities
- **Mobile Home Parks** - (**Referral Available**)
- ANY **ADULT** Entertainment or **"Legal" Marijuana** Businesses (**Referral Available**)
- **ANYTHING** on **LEASED** Land

**Typical Loan Costs:**

- Commercial R.E. Listed above has 2.6% to 2.875% in SBA/Bank Origination Fee that is typically added to the final loan amount (**NOT applicable to N.O.O.**).
- N.O.O. Loans have 2.0% to 3.0% Bank Origination Fee.
- All Loans Have Mostly Refundable Underwriting Fee of \$2,500 to \$4,500 due with L.O.I.
- Additional Deposit(s) may be due upon Bank's Initial Approval of Transaction.
- Local 3<sup>rd</sup> Party Reports may include Appraisal; Inspection; Environmental Phase-1; etc.

**"S.B. MAGIC Questions" – Commercial REAL ESTATE Loan Price Request (12/14/2017)**

Originator Name: \_\_\_\_\_ E-Mail: \_\_\_\_\_

Broker Co. Name: \_\_\_\_\_ Phone: \_\_\_\_\_

Address: \_\_\_\_\_ City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

<b>Ref.</b>	<b>Our Questions for OWNER-OCCUPIED/OPERATED Transactions:</b>	<b>Your Answers</b>
1.	<b>IF PURCHASE</b> – Purchase Price	
2.	<b>If Purchase</b> – Targeted Closing Date	
3.	<b>IF REFINANCE</b> – Purchase <b>PRICE</b> when Bought by CURRENT BORROWER	
4.	<b>If Refinance</b> – Purchase <b>DATE</b> for Current Borrower?	
5.	<b>If Refinance</b> – Approximate Current Value	
6.	<b>If Refinance</b> – <b>TOTAL</b> Amount of <b>ALL</b> Current Liens on Subject Property	
7.	<b>Property TYPE</b> – Franchised Hotel/Motel; Branded Gas Station/Conv.Store; R.V. Park; Self-Storage Facility; Assisted Living; Restaurant; etc.	
8.	Approximate <b>AGE</b> of Building/Subject Property	
9.	Property Location – City/County/State Only	
10.	<b>Loan Amount</b> in dollars ( <b>75%-85%LTV Max. - \$500,000 to \$5,000,000</b> )	
11.	<b>Franchise/Brand Name</b> on Property	
12.	Gross <b>Company Revenue</b> (Owner Occupied Tenant) as Reported on 2016 Taxes	
13.	Net <b>Company Profit</b> (Owner Occupied Tenant) as Reported on 2016 Tax Return	
14.	<b>Experian (only) FICO</b> of <b>ALL</b> Guarantors ( <b>625 Minimum</b> )	

<b>Ref.</b>	<b>Our Questions for NON-OWNER-OCCUPIED Transactions:</b>	<b>Your Answers</b>
1.	<b>IF PURCHASE</b> – Purchase Price	
2.	<b>If Purchase</b> – Targeted Closing Date	
3.	<b>IF REFINANCE</b> – Purchase Price when Bought by BORROWER	
4.	<b>If Refinance</b> - Purchase Date for this BORROWER	
5.	<b>If Refinance</b> – Approximate Current Value	
6.	<b>If Refinance</b> – Total Amount of <b>ALL</b> Current Liens on Subject Property	
7.	<b>Property TYPE</b> – Office; Warehouse; Retail Store/Strip Center; Industrial; School; Day-Care; Auto.Service; Funeral Home; Convenience Store (NO Gas); Salon; Spa; Vehicle Dealer; Self-Storage	
8.	Approximate <b>AGE</b> of Building/Subject Property	
9.	Property Location – City/County/State Only	
10.	<b>Loan Amount</b> in dollars ( <b>65% for Multi-Use -or- 50-60% for Special-Use</b> )	
11.	<b>Nature of Business</b> of Primary Tenant – <b>IF one Tenant Occupies OVER 45% of Space</b>	
12.	Gross <b>Annual</b> Rents as Collected in 2016 (and to be verified on 2016 Tax Return)	
13.	Owner-Paid <b>OPERATING Expenses</b> for 2016 ( <b>do NOT include depreciation/interest</b> )	
14.	Approximate <b>VACANCY Ratio</b> (Percentage - %)	
15.	<b>Experian (only) FICO</b> of <b>ALL</b> Guarantors ( <b>675 Minimum/725 for Construction</b> )	

**PLEASE fill out COMPLETELY and then e-mail (or fax) to [FreedomCapital@msn.com](mailto:FreedomCapital@msn.com)**