



"SISTER BANK" Rates – November 22nd, 2021 (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	75-80%	75-80%	N/A	6.0%	7.5%	9.0%	1.20x	25	25	650
2.	<i>Profitable</i> GAS Stations/C-Stores - Clean <u>Current</u> Environmental Status - High Traffic Volume Location/Area - Newer Property or Newly Renovated	75-80%	75-80%	N/A	6.0%	7.5%	9.0%	1.20x	25	25	650
3.	R.V. Park (<u>NO</u> Mobile-Home-Parks)	75-80%	75-80%	N/A	6.0%	7.5%	9.0%	1.20x	25	25	650
4.	Self-Storage Facility	75-80%	75-80%	N/A	6.0%	7.5%	9.0%	1.20x	25	25	650
5.	Assisted Living/Nursing Care Facility (Lic./Comm)	75-80%	75-80%	N/A	6.0%	7.5%	9.0%	1.20x	25	25	650
6.	Own.Occ.Special-Use (Restaurants/Cars/Others)	75-80%	75-80%	N/A	6.0%	7.5%	9.0%	1.20x	25	25	650
7.	Owner-Occ.Multi-Use (Office/Warehouse/Retail)	75-80%	75-80%	N/A	6.0%	7.5%	9.0%	1.20x	25	25	650
8.	Investor Multi-Use (Ofc./Retail/W.Hse) (NO Broker Fee paid on N.O.O – S.B.)	70%	65%	60%	6.50%	6.95%	N/A	1.40x	25-30	5-10	700

MINIMUM Credit Req. (ALL Loans) - Own Occupied means 51%+; 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 **2020 or 2019 Taxes** and **YTD '21** per DSCR Above.
- **ALL** Guarantors **Must** have **RECURRING** Income to cover Personal Living Expenses **AND** 25% of Mortgage.
- **Property held less than 2 Years** may be Valued at Purchase Price plus Paid Capital Improvements.
- **Area Population Minimums** may Apply.
- **Guarantor(s)** **MUST** have FICO Experian of at least 650 with **NO** Federal Loan Defaults.
- **Guarantor(s)** **MUST** show proof of **6 - 9 Months Reserves** and Credit Card Balances **UNDER \$60,000**.
- **\$750,000** (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 – **(See Main Bank Rate Sheet)**
- 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 2.75% 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 3.0% to 4.0% 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 3rd Party Reports may include Appraisal; Inspection; Environmental Phase-1; etc.

**"S.B. MAGIC Questions" – Commercial REAL ESTATE Loan Price Request 11/22/2021)**

Originator Name: _____ E-Mail: _____

Broker Co. Name: _____ Phone: _____

Address: _____ City: _____ State: _____ Zip: _____

Ref.	Our Questions for <u>OWNER-OCCUPIED/OPERATED</u> Transactions:	Your Answers
1.	IF PURCHASE – Purchase Price	
2.	If Purchase – Targeted Closing Date	
3.	IF REFINANCE – Purchase PRICE when Bought by CURRENT BORROWER	
4.	If Refinance – Purchase DATE for Current Borrower?	
5.	If Refinance – Approximate Current Value	
6.	If Refinance – TOTAL Amount of ALL Current Liens on Subject Property	
7.	Property TYPE – Hotel/Motel; Gas Station/Conv.Store; R.V. Park; Assisted Living; etc.	
8.	Approximate AGE of Building/Subject Property	
9.	Property Location – City/County/State Only	
10.	<u>Loan Amount</u> in dollars (75% -80% LTV Max. - \$750,000 to \$5,000,000)	
11.	If Loan Request is ABOVE Current Pay-Off(s) & Loan Costs – USE-of-FUNDS	
12.	Gross Company Revenue (Owner Occupied Tenant) as Reported on 2020 Taxes	
13.	Net Company Profit (Owner Occupied Tenant) as Reported on 2020 Tax Return	
14.	Experian (only) FICO of ALL Guarantors (650 Minimum)	

Ref.	Our Questions for <u>NON-OWNER-OCCUPIED</u> Transactions:	Your Answers
1.	IF PURCHASE – Purchase Price	
2.	If Purchase – Targeted Closing Date	
3.	IF REFINANCE – Purchase Price when Bought by BORROWER	
4.	If Refinance - Purchase Date for this BORROWER	
5.	If Refinance – Approximate Current Value	
6.	If Refinance – Total Amount of ALL Current Liens on Subject Property	
7.	Property TYPE – Office; Warehouse; Retail Store/Strip Center; Light Industrial	
8.	Approximate AGE of Building/Subject Property	
9.	Property Location – City/County/State Only	
10.	<u>Loan Amount</u> in dollars (\$1,000,000 to \$10,000,000 - 60% to 70% LTV)	
11.	Nature of Business of Primary Tenant – IF one Tenant Occupies OVER 45% of Space	
12.	Gross Annual Rents as Collected in 2020 (and to be verified on 2020 Tax Return)	
13.	Owner-Paid OPERATING Expenses for 2020 (do NOT include depreciation/interest)	
14.	Approximate VACANCY Ratio (Percentage - %)	
15.	Experian (only) FICO of ALL Guarantors (700 Minimum)	

PLEASE fill out COMPLETELY and then e-mail (or fax) to FreedomCapital@msn.com