



(See Page 4 for Multi-Family/Apts.)

Freedom Capital, LLC

Semi-Monthly Rate Sheet–December 7th, 2021 (subject to change without notice) **"FULL Doc ONLY"**

	Property Type	O.O or SBA	N.O.O.	Float 3 Mo	Fixed 3 Yr.	Fixed 5 Yr.	Fixed 7 Yr.	Fixed 10Yr.	Min. DSCR	Cap. Rate	Loan Term	Loan Amrt.
1.	Office-Condo/Med./Bldgs	65%/90%	60%-65%	5.625%	4.85%	5.10%	5.30%	5.375%	1.20x	7.5%	10-25 yr	25 yr
2.	Light Industrial or Warehouse	65%/90%	60%-65%	5.625%	4.85%	5.10%	5.30%	5.375%	1.20x	7.5%	10-25 yr	25 yr
3.	Successful Retail Centers	65%/90%	60%-65%	5.625%	4.85%	5.10%	5.30%	5.375%	1.20x	7.5%	10-25 yr	25 yr
4.	Hvy.Industrial/Factory/Manuf	60%/85%	60%	6.125%	5.40%	5.85%	6.05%	N/A	1.25x	8.0%	10-20 yr	20 yr
5.	Schools/Day-Care Centers	60%/85%	60%	6.125%	5.40%	5.85%	6.05%	N/A	1.25x	8.0%	10-20 yr	20 yr
6.	Vehicle Dealers	60%/85%	60%	6.125%	5.40%	5.85%	6.05%	N/A	1.25x	8.0%	10-20 yr	20 yr
7.	Car/Truck/Vehicle Service	60%/85%	60%	6.125%	5.40%	5.85%	6.05%	N/A	1.25x	8.0%	10-20 yr	20 yr
8.	Funeral Homes (NO Cemetery)	60%/85%	60%	6.125%	5.40%	5.85%	6.05%	N/A	1.25x	8.0%	10-20 yr	20 yr
9.	Salons/Spas/Barber Shop	60%/85%	60%	6.125%	5.40%	5.85%	6.05%	N/A	1.25x	8.0%	10-20 yr	20 yr
10.	Successful Specialty Retail	60%/85%	60%	6.125%	5.40%	5.85%	6.05%	N/A	1.25x	8.0%	10-20 yr	20 yr
11.	Restaurants/Grills/Bars	50%/85%	50%	6.125%	5.40%	5.85%	6.05%	N/A	1.30x	8.5%	10-20 yr	20 yr
12.	Oil/Lube Service/Body Shops	50%/85%	50%	6.125%	5.40%	5.85%	6.05%	N/A	1.30x	8.5%	10-20 yr	20 yr
13.	SFR as Comm.Use ONLY	50%/85%	50%	6.125%	5.40%	5.85%	6.05%	N/A	1.30x	8.5%	10-20 yr	20 yr
14.	Metal Buildings	50%/85%	50%	6.125%	5.40%	5.85%	6.05%	N/A	1.30x	8.5%	10-20 yr	20 yr
15.	Bowling/Ltd.Sports Facility	50%/85%	50%	6.125%	5.40%	5.85%	6.05%	N/A	1.35x	8.5%	10-20 yr	20 yr
16.	Mixed-Use (Comm.w/Apts)	50%/85%	50%	6.125%	5.40%	5.85%	6.05%	N/A	1.35x	8.5%	10-20 yr	20 yr
17.	Self-Storage Facility	50%/85%	50%	6.125%	5.40%	5.85%	6.05%	N/A	1.35x	8.5%	10-20 yr	20 yr
SBA	SBA 504b 2nd (per SBA)	25-40%	N/A	3.05%	3.05%	3.05%	3.05%	3.05%	1.20x	8.0%	20-25 yr	20/25

CONSTRUCTION/REHAB. Financing Available for Own.Occ. Properties - 50% to 90% of Total COSTS

LTV based on Total Cost ONLY– Split Comm. Payments – (Any O.O. –OR– NOO Retail/Office Rehab./T.I.)

Bank Orig. Fee & Rate Add-On's (ALL). MOST Rates INCLUDE 2.0% Broker Compensation

(Comm. on 1 st Lien ONLY) Loan Amount – From/To	Bank Paid Broker FEE	CONST. Rate-ADD	Under \$500K Rate-ADD	Over \$2.5mm Rate Subtract	NOO (All) Rate-ADD	Broker Fees Comm.Max.
\$250,000 - \$2,499,999	2.0%	0.25%	0.25%	N/A	0.25%	2.0%
\$2,500,000 - \$4,999,999	2.0%	0.25%	N/A	-0.25%	0.25%	2.0%
\$5,000,000 - \$8,000,000	2.0%	0.25%	N/A	-0.50%	0.25%	\$160,000

MINIMUM Credit Req. (ALL Loans) – Owner Occupied is 50% (Refi.); 50% (Purch.); or 60% (Const.) of Total Space:

- Own.Occ. Business –OR– Own.Occ.Tenant(s) **MUST** have **POSITIVE Cash-Flow** on '20 Taxes & '21 YTD.
- Prefer Newer (Built Under 40 Years Ago) Buildings **OR** Recently Major Renovated (10–15 Years Ago)
- **ALL** Guarantors Must show **RECURRING** Income to cover Personal Living Expenses AND 25% of Mortgage.
- Guarantor(s) should show proof of **3-18 Months Reserves**; D.T.I. under 40-45%; C.Cards under \$60k+/-
- **675** Minimum (700 for ANY Construction) **Experian FICO** on Owner Occupied or N.O.O. Properties.
- Mortgage Payments, Property Taxes and All IRS Taxes must be Current **PRIOR** to **REFINANCE** Underwriting.
- **N.O.O. Tenant Leases MUST** be "in-place" with Proof-of-Payment for a Minimum of 9 – 12 Months.
- **N.O.O. Tenant Leases MUST** be in effect for ALL Tenants - **NO Month-to-Month or 1-Yr. Leases Counted.**
- **N.O.O. Strongly Prefer** 4+ Tenants; Limited Special-Use; Bulk of Leases need 4-7 Years Remaining.
- **Single/Two-Tenant N.O.O. Properties Term/Amort.** may be Limited to Remaining Lease plus 5 yrs.
- **Maximum MULTI-USE Loan (#1 - #3)** is \$8,000,000 (N.O.O.) to \$13,000,000 (SBA).
- **Maximum NON-Multi-Use Loan (#4 - #17)** is \$6,000,000 (N.O.O.) to \$11,000,000 (SBA).
- **NO B.K., Felony or Fed-Loan Defaults** for 7-10 Years; **No Foreclosures or Short Sales** for at least 2 years.
- **Foreign National Borrowers** - (MUST have **PERMANENT** Residency Visa) - Reduced LTV if no Recent U.S. Taxes.
- **Minimum Population Base** of 40,000 (O.O.) to 50,000 (N.O.O.) M.S.A. – Typically within 5 to 10 miles Radius.

Properties we just Can NOT Finance:

- **Any NEW Business Start-Ups** as the Primary Tenant/User (Referral).
- **ANYTHING** Tied to "Adult Entertainment" (Referral); "Legal Marijuana" (Referral)
- **Car Washes, Convenience Stores with Gas and Gas Stations** (See S.B.Rates)
- **ANY "Hospitality" – Hotels/Motels/B.& B.'s/Lodges** (See S.B.Rates)



Additional Terms, Conditions and Costs – estimated as of 12/07/2021

- 1. Typical Loan Costs** (NOT including Bank Origination Fee of 2.0% of which **2.0%** **is paid to Broker without Disclosure up to \$160,000 Maximum**):
 - \$1,500 to \$4,500 "Good-Faith" Application Fee (**Mostly** - Refundable/Varies by Loan Amount). (SBA and any Construction Lending have different fee schedules – see L.O.I.)
 - \$1,800 - Estimated Bank Closing/Document Fees (due at closing).
 - \$7,500 to \$12,500 - Payable to Bank **AFTER** Bank's Initial Interest in Approval for: Commercial Appraisal; Environmental Survey; and Structural Inspection.
 - (\$??) for Escrow, Title and/or Abstract Fees (varies by State/Location).
- 2. Bank charges 2.0% as "Bank Origination" fee** at closing. **FULL 2.0% is for YOU/your company** which is NOT disclosed, NO rebate nor YSP. You can charge up to **2.0%** more "up-front" in a separate agreement with your borrower to be executed at closing (**1st Lien only**).
- 3. Rates** are based on four different indices – W.S.J. Prime Rate for the 3-Month ("Floating Rate"), U.S. Treasury for the 3-Year Fixed, 5-Year, 7-Year and 10-Year Fixed. Most Own.Occ. Loans are "Full-Term" Loans with NO Balloons or Call Features (except for default). N.O.O./Investor Loans are Amortized for 20-25 years with a 10 to 20 yr. Term. **(25-Year Amortization available for newer Multi-Use Properties)**

Each Loan would "re-set" the Interest Rate every 3, 36, 60, 84 or 120 months based on the original "fixed rate" term. The new interest rate would be calculated using the same index (see above) and the original Bank Margin ("mark-up") as the initial period.

If the underlying index increases, the new rate (and payment) would be higher. **Rate "add-ons"** may be required for some refinance transactions, Construction Deals and Loan Amounts below \$500,000. **Rate DEDUCTION** for 1st Lien Loan Amounts over \$2,500,000 and \$5,000,000.
- 4. Prepayment Penalty** for the Floating, 3-Year & 5-Year adjustment terms is a declining balance of 5% in the 1st year down to 1% in the 5th year (5%-4%-3%-2%-1%). The 7-Year Fixed-Rate has a declining prepayment penalty for 7 years (7-6-5-4-3-2-1%). 10-Year Fixed-Rate has a prepayment penalty fixed at 5% of the UN-paid Balance for 6 Years; declining from 4% to 1% in Years 7 through 10. For all Loans the Borrower may pay up to 20% of the ORIGINAL Loan Amount in any year without penalty.

The Loan can be assumed (new borrower must be qualified) for 1.5% of the Unpaid Loan Balance. The Loan Amount can be increased IF the Income Value of the Property Increases (at sale or assumption or with current owner) for 2.0% Origination Fee on the Incremental Balance Increase.

(Prepayment Penalty can be Significantly Reduced on a "Special-Bid-Basis" for Higher-Quality (Property, Tenants, Guarantors) Multi-Use loan requests ONLY. \$2,500,000 to \$8,000,000 Loan Amount with NO Broker Fee Paid by Bank/Lender on these requests ONLY. Call to Review.)

PLEASE Call with ANY Questions or Ideas – 480-656-2688



(See Page 4 for Multi-Family/Apts.)

Freedom Capital, LLC

"MAGIC Questions" – Commercial REAL ESTATE Loan Price Quote Request (12/07/2021)

Originator Name: _____ E-Mail: _____

Broker Co. Name: _____ Phone: _____

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

Ref.	Our Questions for OWNER-OCCUPIED/OPERATED 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 – Office; Warehouse; Retail Store/Strip Center; Industrial; SFR Conversion; Mixed-Use (comm./retail with apts.above); School; Day-Care; Auto.Service; Funeral Home; Convenience Store (NO Gas); Salon; Spa; Laundromat; Retail Dry-Cleaner; Metal Building; Bowling Alley; Restaurant; Vehicle Dealer; Self-Storage	
8.	Approximate AGE of Building/Subject Property	
9.	Prop.City/State – (" Main Bank ")	
10.	Loan Amount Requested (See p.1 for LTV/Amount Limits)	
11.	IF Loan Request is Above Current Pay-Off & Loan Costs – " USE OF FUNDS "	
12.	Nature of Business Using the Property (Owner of Property Controls Business)	
13.	Gross Company Revenue (Owner Occupied Tenant) as Reported on 2020 Taxes	
14.	Net Company Profit (Owner Occupied Tenant) as Reported on 2020 Tax Return	
15.	Experian (only) FICO of ALL Guarantors (675 Minimum /700 for Construction)	

Ref.	Our Questions for NON-OWNER-OCCUPIED 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; Industrial; SFR Conversion; Mixed-Use (comm./retail with apts.above); School; Day-Care; Auto.Service; Funeral Home; Convenience Store (NO Gas); Salon; Spa; Laundromat; Retail Dry-Cleaner; Bowling Alley; Restaurant; Vehicle Dealer; Metal Building; Self-Storage	
8.	Approximate AGE of Building/Subject Property	
9.	Prop.City/State (Main Bank)	
10.	Loan Amount Requested (See p.1 for LTV/Amount Limits)	
11.	IF Loan Request is Above Current Pay-Off & Loan Costs – " USE OF FUNDS "	
12.	Nature of Business of Primary Tenant – IF one Tenant Occupies OVER 40% of Space	
13.	Gross Annual Rents as Collected in 2020 (and to be verified on 2020 Tax Return)	
14.	Owner-Paid OPERATING Expenses for 2020 (do NOT include depreciation/interest)	
15.	Approximate VACANCY Ratio (Percentage - %)	
16.	Experian (only) FICO of ALL Guarantors (675 Minimum /700 for Construction)	

Ref.	Our "Add-On" Questions for CONSTRUCTION/REHAB. Projects (50% to 90% LTC)	Your Answers
1.	Original Cost of Land or Property when Purchased by Borrower	
2.	Actual Costs of Capital Improvements made (and paid) since Purchase	
3.	Estimated Costs of Pending Improvements (and unpaid Improvements)	



(See Page 4 for Multi-Family/Apts.)

Freedom Capital, LLC

Semi-Monthly Rate Sheet–December 7th, 2021 (subject to change without notice) **"FULL Doc ONLY"**

Fixed Rate Term	Fixed Rate	Maximum L.T.V.	Minimum DSCR	Loan Term	Loan Amortization	Bank Origination	Bank-Paid Broker Fee	Pre-Pay Term/ Percentage
5 Year Fixed Rate	3.95%	65%	1.25x	10 Years	30 Years	2.0%	1.0%	3-3-2-2-1
7 Year Fixed Rate	4,30%	65%	1.25x	10 Years	30 Years	2.0%	1.0%	4-4-3-3-2-2-1
10 Year Fixed Rate	4.50%	65%	1.25x	10 Years	30 Years	2.0%	1.0%	5-5-4-4-3-3-2-2-1-1

MINIMUM Credit - Building Conditions - Financial History Guidelines:

- \$500,000 Minimum Loan Amount - \$3,000,000 Maximum Loan Amount. \$2,500-\$3,500 U/W Dep. with LOI.
- Bank ordered Commercial Appraisal, Environmental Survey and Structural Inspection required.
- Class A, B, or C Properties Only – NO Low-to-Moderate Income; Student Housing nor Mobile Home Parks.
- Updated Units & Systems within the past 10 Yrs. NO "Un-Rentable" Units nor Significant Deferred Maint.
- ALL Guarantors Must show RECURRING Income to cover Personal Living Expenses AND 25% of Mortgage.
- Guarantor(s) should show proof of 6-12 Months Reserves; D.T.I. under 40-45%; C.Cards under \$60k+/-
- 700 Minimum Experian FICO for ALL Guarantors owning 20% or more of Property/Holding Entity.
- Mortgage Payments, Property Taxes and All IRS Taxes must be Current PRIOR to REFINANCE Underwriting.
- Historically Stabilized Properties – 2 Years including Trailing 12 months
- NO B.K., Felony or Fed-Loan Defaults for 7-10 Years; No Foreclosures or Short Sales for at least 2 years.
- Foreign National Borrowers - (MUST have PERMANENT Residency Visa) - Reduced LTV if no Recent U.S. Taxes.
- Minimum Population Base of 50,000 M.S.A. – Typically within 5 miles Radius.

"MAGIC Questions" – Apartments/Multi-Family Loan Quote Request (12/07/2021)

Originator Name: _____ E-Mail: _____
 Broker Co. Name: _____ Phone: _____
 Address: _____ City: _____ State: _____ Zip: _____

Ref.	MAGIC QUESTIONS for Multi-Family/Apartments Loan Requests:	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 – Class-A; Class B; Class-C	
8.	Total Number of Units	
9.	Approximate AGE of Building/Subject Property	
10.	Subject Property Location (City & State)	
11.	Loan Amount Requested (See above for Maximum LTV/Amount Limits)	
12.	IF Loan Request is Above Current Pay-Off & Loan Costs – "USE OF FUNDS"	
13.	Gross Annual Rents as Collected in 2020 (and to be verified on 2020 Tax Return)	
14.	Owner-Paid OPERATING Expenses for 2020 (do NOT include depreciation/interest)	
15.	Approximate VACANCY Ratio (Percentage - %)	
16.	Experian (only) FICO of ALL Guarantors (700 Minimum)	