



"SISTER BANK" Rates – May 16th, 2018 (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 | 7.25% | 8.25% | 9.25% | 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 | 75-80% | 75-80% | N/A | 7.25% | 8.25% | 9.25% | 1.25x | 25 | 25 | 625 |
| 3. | R.V. Park (NO Mobile-Home-Parks) | 75-80% | 75-80% | N/A | 7.25% | 8.25% | 9.25% | 1.25x | 25 | 25 | 625 |
| 4. | Self-Storage Facility – Assisted Living Facilities | 75-80% | 75-80% | N/A | 7.25% | 8.25% | 9.25% | 1.25x | 25 | 25 | 625 |
| 5. | Assisted Living/Nursing Care Facility (Lic./Comm) | 75-80% | 75-80% | N/A | 7.25% | 8.25% | 9.25% | 1.25x | 25 | 25 | 625 |
| 6. | Own.Occ.Special-Use (Restaurants/Cars/Others) | 75-80% | 75-80% | N/A | 7.25% | 8.25% | 9.25% | 1.20x | 25 | 25 | 625 |
| 7. | Owner-Occ.Multi-Use (Office/Warehouse/Retail) | 75-80% | 75-80% | N/A | 7.25% | 8.25% | 9.25% | 1.20x | 25 | 25 | 625 |
| 8. | Investor Multi-Use (Ofc./Retail/W.Hse) (NO Broker Fee paid on N.O.O – S.B.) | 70% | 65% | 50% | 6.0% | 6.75% | 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 3rd Party Reports may include Appraisal; Inspection; Environmental Phase-1; etc.



"S.B. MAGIC Questions" – Commercial REAL ESTATE Loan Price Request (05/16/2018)

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 – Franchised Hotel/Motel; Branded Gas Station/Conv.Store; R.V. Park; Self-Storage Facility; Assisted Living; Restaurant; etc. | |
| 8. | Approximate AGE of Building/Subject Property | |
| 9. | Property Location – City/County/State Only | |
| 10. | <u>Loan Amount</u> in dollars (75-80%-85%LTV Max. - \$500,000 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 2016 Taxes | |
| 13. | Net Company Profit (Owner Occupied Tenant) as Reported on 2016 Tax Return | |
| 14. | Experian (only) FICO of ALL Guarantors (625 Minimum) | |

| 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; School; Day-Care; Auto.Service; Funeral Home; Convenience Store (NO Gas); Salon; Spa; Vehicle Dealer; Self-Storage | |
| 8. | Approximate AGE of Building/Subject Property | |
| 9. | Property Location – City/County/State Only | |
| 10. | <u>Loan Amount</u> in dollars (<i>65% for Multi-Use -or- 50-60% for Special-Use</i>) | |
| 11. | Nature of Business of Primary Tenant – IF one Tenant Occupies OVER 45% of Space | |
| 12. | Gross Annual Rents as Collected in 2016 (and to be verified on 2016 Tax Return) | |
| 13. | Owner-Paid OPERATING Expenses for 2016 (do NOT include depreciation/interest) | |
| 14. | Approximate VACANCY Ratio (Percentage - %) | |
| 15. | Experian (only) FICO of ALL Guarantors (675 Minimum/725 for Construction) | |

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