



"SISTER BANK" Rates – December 20th, 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.	Profitable 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	8.0%	9.0%	9.98%	1.25x	25	25	625
2.	Profitable 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	8.0%	9.0%	9.98%	1.25x	25	25	625
3.	R.V. Park (NO Mobile-Home-Parks)	75-80%	75-80%	N/A	8.0%	9.0%	9.98%	1.25x	25	25	625
4.	Self-Storage Facility	75-80%	75-80%	N/A	8.0%	9.0%	9.98%	1.25x	25	25	625
5.	Assisted Living/Nursing Care Facility (Lic./Comm)	75-80%	75-80%	N/A	8.0%	9.0%	9.98%	1.25x	25	25	625
6.	Own.Occ.Special-Use (Restaurants/Cars/Others)	75-80%	75-80%	N/A	8.0%	9.0%	9.98%	1.20x	25	25	625
7.	Owner-Occ.Multi-Use (Office/Warehouse/Retail)	75-80%	75-80%	N/A	8.0%	9.0%	9.98%	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%	6.95%	7.05%	N/A	1.40x	20-25	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 '17 Taxes and YTD '18 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 2.75% 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 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 (12/20/2018)

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 – 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.	Loan Amount 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 2017 Taxes	
13.	Net Company Profit (Owner Occupied Tenant) as Reported on 2017 Tax Return	
14.	Experian (only) FICO of ALL Guarantors (625 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; 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.	Loan Amount in dollars (65% for Multi-Use -or- 50-60% for Special-Use)	
11.	Nature of Business of Primary Tenant – IF one Tenant Occupies OVER 45% of Space	
12.	Gross Annual Rents as Collected in 2017 (and to be verified on 2017 Tax Return)	
13.	Owner-Paid OPERATING Expenses for 2017 (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