



Semi-Monthly Rate Sheet– May 17th, 2018 (subject to change without notice) **“FULL Doc ONLY”**

| | Property Type | O.O /SBA | N.O.O. No SBA | 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 | 70%/90% | 65%/70% | 5.75% | 6.375% | 6.45% | 6.55% | 7.125% | 1.25x | 7.5% | 10-25 yr | 25 yr |
| 2. | Light Industrial or Warehouse | 70%/90% | 65%/70% | 5.75% | 6.375% | 6.45% | 6.55% | 7.125% | 1.25x | 7.5% | 10-25 yr | 25 yr |
| 3. | Retail Ctrs./Generic Stores | 70%/90% | 65%/70% | 5.75% | 6.375% | 6.45% | 6.55% | 7.125% | 1.25x | 7.5% | 10-25 yr | 25 yr |
| 4. | Hvy.Industrial/Factory/Manuf | 60%/85% | 60% | 6.25% | 7.375% | 7.45% | 7.55% | N/A | 1.30x | 8.0% | 10-20 yr | 20 yr |
| 5. | Schools/Day-Care Centers | 60%/85% | 60% | 6.25% | 7.375% | 7.45% | 7.55% | N/A | 1.30x | 8.0% | 10-20 yr | 20 yr |
| 6. | Vehicle Dealers | 60%/85% | 60% | 6.25% | 7.375% | 7.45% | 7.55% | N/A | 1.30x | 8.0% | 10-20 yr | 20 yr |
| 7. | Car/Truck/Vehicle Service | 60%/85% | 60% | 6.25% | 7.375% | 7.45% | 7.55% | N/A | 1.30x | 8.0% | 10-20 yr | 20 yr |
| 8. | Funeral Homes (NO Cemetery) | 60%/85% | 60% | 6.25% | 7.375% | 7.45% | 7.55% | N/A | 1.30x | 8.0% | 10-20 yr | 20 yr |
| 9. | Salons/Spas/Barber Shop | 60%/85% | 60% | 6.25% | 7.375% | 7.45% | 7.55% | N/A | 1.30x | 8.0% | 10-20 yr | 20 yr |
| 10. | Specialty Retail | 60%/85% | 60% | 6.25% | 7.375% | 7.45% | 7.55% | N/A | 1.30x | 8.0% | 10-20 yr | 20 yr |
| 11. | Restaurants/Bars | 50%/85% | 50% | 6.25% | 7.375% | 7.45% | 7.55% | N/A | 1.35x | 8.5% | 10-20 yr | 20 yr |
| 12. | Oil/Lube Service/Body Shops | 50%/85% | 50% | 6.25% | 7.375% | 7.45% | 7.55% | N/A | 1.35x | 8.5% | 10-20 yr | 20 yr |
| 13. | SFR as Comm.Use ONLY | 50%/85% | 50% | 6.25% | 7.375% | 7.45% | 7.55% | N/A | 1.35x | 8.5% | 10-20 yr | 20 yr |
| 14. | Metal Buildings | 50%/85% | 50% | 6.25% | 7.375% | 7.45% | 7.55% | N/A | 1.35x | 8.5% | 10-20 yr | 20 yr |
| 15. | Bowling/Ltd.Sports Facility | 50%/85% | 50% | 6.25% | 7.375% | 7.45% | 7.55% | N/A | 1.40x | 8.5% | 10-20 yr | 20 yr |
| 16. | Mixed-Use (Comm.w/Apts) | 50%/85% | 50% | 6.25% | 7.375% | 7.45% | 7.55% | N/A | 1.40x | 8.5% | 10-20 yr | 20 yr |
| 17. | Self-Storage Facility | 50%/85% | 50% | 6.25% | 7.375% | 7.45% | 7.55% | N/A | 1.40x | 8.5% | 10-20 yr | 20 yr |
| SBA | SBA 504b 2nd \$150k+ | 25-40% | N/A | 5.22% | 5.22% | 5.22% | 5.22% | 5.22% | 1.25x | 8.0% | 20 Yrs. | 20 yr. |

CONSTRUCTION/REHAB. Financing Available for Own.Occ. Properties - 50% to 80% of Total COSTS

LTV based on **Total Cost ONLY**– 2 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 | Over \$5.0mm Rate Subtract | NOO. (All) Rate-ADD | Broker Fees Comm.Max. |
|---|-------------------------|--------------------|--------------------------|-------------------------------|-------------------------------|------------------------|--------------------------|
| \$300,000 - \$2,499,900 | 2.0% | 0.25% | 0.25% | N/A | N/A | 0.50% | 2.0% |
| \$2,500,000 - \$4,999,900 | 2.0% | 0.25% | N/A | - 0.25% | N/A | 0.50% | 2.0% |
| \$5,000,000 - \$8,000,000 | \$100,000 | 0.25% | N/A | N/A | - 0.50% | 0.50% | \$100,000 |

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 '16 Taxes & '17 YTD.
- Prefer **Newer** (Built Under 40 Years Ago) Buildings **-OR-** Recently Major Renovated (10–20 Years Ago)
- **ALL** Borrowers Must have **RECURRING** Income to cover Personal Living Expenses AND 25% of Mortgage.
- Guarantor(s) should show proof of **12-18 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 Underwriting.
- **N.O.O.** Tenant Leases **MUST** be “in-place” with Proof-of-Payment for a Minimum of **6 - 9 Months**.
- **N.O.O.** Strongly Prefer 4+ Tenants; Limited Special-Use; Bulk of Leases need 6-10 Years Remaining.
- **Single/Two-Tenant N.O.O. Properties** Term/Amort. may be Limited to Remaining Lease plus 5 yrs.
- **New SBA-504b Refi.** can NOT Typically be used to Pay-Off Existing SBA Loan of any type.
- **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 \$5,000,000 (N.O.O.) to \$9,000,000 (SBA).
- **NO** Bankruptcies on Credit Report. **No** Foreclosures or Short Sales for at least 2 -4 years.
- **Foreign National Borrowers** (Limited U.S. History/Assets) from 35% to 50% LTV
- **Minimum Population Base** of 40,000 to 50,000 (within 10-15 miles radius/county/etc.).

Properties we just Can NOT Finance:

- **ANY Loan** (Own-Occ. or N.O.O.) in **Alabama, Louisiana or Mississippi.**
- **ANYTHING** Tied to “Adult Entertainment” (Referral); “Legal Marijuana” (Referral)
- Anything **RESIDENTIAL** including **Multi-Family, A.L.F. & Mobile Home Parks** (See S.B.Rates)
- **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)
- **Any NEW Business Start-Ups** as the Primary Tenant/User.
- **CHURCHES** and most Church-Owned/Used Facilities



Additional Terms, Conditions and Costs – estimated as of 05/17/2018

- 1. Typical Loan Costs** (NOT including Bank Origination Fee of 2.0% of which **2.0%** **is paid to Broker without Disclosure up to \$100,000 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 LOI).
 - \$1,900 - Estimated Bank Closing/Document Fees (due at closing).
 - \$7,000+/- Payable to Bank AFTER Bank's Initial Interest in Approval for: Summary 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 **1.0%** 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"), 3-Year Interbank-Swap for the 3-Year Fixed, 5-Year, 7-Year and 10-Year Interbank-Swap for the 5-Year Fixed, 7-Year Fixed 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 5 Years; declining from 5% to 1% in Years 6 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



"MAGIC Questions" – Commercial REAL ESTATE Loan Price Quote Request (05/17/2018)

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 – 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; Metal Building; Self-Storage | |
| 8. | Approximate AGE of Building/Subject Property | |
| 9. | Prop.City/State – NO ("Main Bank") Loans in AL, LA, MS | |
| 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 Taxes | |
| 14. | Net Company Profit (Owner Occupied Tenant) as Reported on 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; Meal Building; Self-Storage | |
| 8. | Approximate AGE of Building/Subject Property | |
| 9. | Prop.City/State (Main Bank - NOT in AL, LA, MS) | |
| 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 45% of Space | |
| 13. | Gross Annual Rents as Collected in 2017 (and to be verified on Tax Return) | |
| 14. | Owner-Paid OPERATING Expenses for 2017 (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 85% 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) | |