

**Semi-Monthly Rate Sheet – February 20th, 2012** (subject to change without notice) **"FULL Doc ONLY"****SOUTH-EAST Area ONLY – VA, TX, TN, SC, NC, MS, LA, KY, GA, FL, AR, AL**

Ref.	Property Type	SBA/O.O. Prch/Refi	Other Own.Occ.	Floats 3 Mos	Fixed 5 Yrs.	O.O. DSCR	Cap. Rate	Loan Term
1.	ALL Offices-Condo/Medical/Building	90%	60%	5.25%	5.95%	1.25x	8.5%	25 yrs.
2.	Light Industrial or Warehouse	90%	60%	5.25%	5.95%	1.25x	8.5%	25 yrs.
3.	Retail Centers/Stand-Alone Stores	90%	60%	5.25%	5.95%	1.30x	9.0%	25 yrs.
4.	Heavy Industrial/Factory/Manuf.	85%	55%	5.50%	6.30%	1.30x	9.0%	20 yrs.
5.	Veterinary Clinics/Kennels	85%	55%	5.50%	6.30%	1.30x	9.5%	20 yrs.
6.	Vehicle Dealership (NO Boats/Marinas)	85%	55%	5.50%	6.30%	1.30x	9.5%	20 yrs.
7.	Dry Cleaner/Laundromat	85%	55%	5.50%	6.30%	1.30x	9.5%	20 yrs.
8.	Commercially Built Assisted Living Center	85%	50%	5.75%	6.60%	1.40x	9.5%	20 yrs.
9.	Restaurant – NICER -- 2,000-7,500SF	85%	50%	5.75%	6.60%	1.40x	9.5%	20 yrs.
10.	Franchised HOTELS/MOTELS (NO Const.) - 80-120 Rooms with INTERIOR Corridors - Close to Interstate/Major Highway - Newer Property/Newer Renovations	85%	50%	5.75%	6.60%	1.45x	10.0%	20 yrs.
11.	Branded GAS Stations/CONV.STORES - Clean Environmental Status/History - High Traffic Volume Location/Area - Newer Property/Newly Renovated	85%	50%	6.00%	6.875%	1.50x	10.0%	20 yrs.
12.	Oil/Lube Service - Franchised	80%	50%	6.00%	6.875%	1.50x	10.0%	20 yrs.
13.	Profitable (per Tax Return) Car Wash	80%	50%	6.00%	6.875%	1.50x	10.0%	20 yrs.
14.	Self-Storage Facility	80%	50%	6.00%	6.875%	1.50x	10.0%	20 yrs.

CONSTRUCTION and RENOVATION Lending Available for ALL Above EXCEPT #10 – Hospitality**MINIMUM Credit Req. (ALL Loans) – OWNER-OCCUPIED-OPERATED** (at least 51% of Total Space):

- **0.0% Broker Fees Paid** – Although Borrower Signed Broker Fee Agreements will be **Protected** (1st Lien).
- **Own.Occ. Business** **MUST** have **POSITIVE Cash-Flow** on '10 Taxes and YTD '11 per DSCR Listed Above.
- SBA-504b Refinance Requires 2 Years Seasoning in Current Loan, NO Cash-Out, NO Govt. Loans Already
- **ALL** Borrowers Must have **RECURRING** Income to cover Personal Living Expenses **AND** 25% of Mortgage.
- **650 Minimum** FICO for ALL Loans – NO Bankruptcies, Foreclosures or Short Sales on Credit Report.
- Property held less than **6 Years** may be Valued at Purchase Price plus Paid Capital Improvements.
- Guarantor(s) **MUST** show proof of **12 Months Reserves** and Credit Card Balances **UNDER \$60,000**.
- Mortgage Payments, Property Taxes and Payroll Taxes must be Current **PRIOR** to Underwriting.
- **\$400,000** Minimum Loan Amount -to- **\$9,000,000** Maximum Loan Amount
- Minimum Population Base of **20,000**.

Properties we just Can NOT Finance:

- ANY Property **OUTSIDE** of the 12 States Listed Above (**this Program ONLY**)
- ANY Investor (**N.O.O.**) Property.
- ANY Property in **Miami-Dade** County.
- Any **NEW Business Start-Ups** as the Primary Tenant.
- **CHURCHES** and most Church-Owned Facilities
- **Multi-Family** and **APARTMENT** Complexes
- **Mobile Home Parks** and R.V. Parks
- ANY **ADULT** Entertainment
- **ANYTHING** on **LEASED** Land



(S.E. Loans) Additional Terms, Conditions and Costs – estimated as of 02/20/2012

1. **Typical Loan Costs** (NOT including Bank Origination Fee of 1.0% - **NO Bank-Paid Broker Fees**):
 - \$2,500 "Good-Faith" Underwriting and Application Fee (Partially Refundable, maximum of \$1,000, ONLY IF Complete Loan Package is Received within 30 Days and then Declined by Bank's Underwriting/Credit Team)
 - \$4,000 to \$6,000 Bank Document Preparation Legal Fees (due after approval)
 - \$2,500 to \$7,500 Estimated Bank Closing Fees (due at closing).
 - \$1,000 to \$1,500 for Property Survey/Structural Inspection.
 - (\$??) for Escrow, Title and/or Abstract Fees (varies by State/Location).
 - (\$??) for Environmental Survey (Phase 1 and/or beyond) IF Required.
 - (\$??) for Commercial (Bank-Ordered) Appraisal (typically \$2,000 to \$5,500 – varies widely).

2. **Bank charges up to 1.0% as "Bank Origination" fee** at closing. You can charge a separate broker fee "up-front" in a signed agreement with your borrower to be executed outside of closing (1st Lien only).

3. **Rates** are based on two different indices – Wall-Street-Journal Prime Rate for the 3-Month ("Floating Rate"), and the 5-Year LIBOR-Swap for the 5-Year Fixed. ALL Loans are "Full-Term" Loans with NO Balloons or Call Features (except for default).

Each Loan would "re-set" the Interest Rate every 3 or 60 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" are required for Refinance transactions, Construction Deals and Loan Amounts below \$1,000,000.

4. **Prepayment Penalty** for the 3-month adjustment term is a declining balance of 5% in the 1st year down to 1% in the 5th year (5%-4%-3%-2%-1%).

The 5-Year Fixed-Rate has a fixed prepayment penalty for 5 years (5% of the Unpaid Loan Amount 5%-5%-5%-5%-5%).

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



(S.E.) "MAGIC Questions" – Commercial REAL ESTATE Loan Quote Request (02/20/12)

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 BORROWER	
4.	IF Refinance – When was Subject Property bought by BORROWER	
5.	If Refinance – Approximate Current Value	
6.	If Refinance – Total Amount of ALL Current Liens on Subject Property	
7.	Property TYPE – Office Building; Office Condo; Light Industrial; Warehouse; Retail Center; Stand-Alone Retail Store; Heavy Industrial; Manufacturing; Factory; Vet.Clinic or Kennel; Assisted Living Center; Restaurant; Hotel/Motel (NO Const./Rehab.); Gas Station; Convenience Store; Car Wash; Oil Lube Center	
8.	Approximate AGE of Building/Subject Property	
9.	Property City/State – ONLY in AL, AR, FL, GA, KY, LA, MS, NC, SC, TN, TX or VA.	
10.	Loan Amount in dollars (See Rate Sheet for LTV/LTC Guidelines)	
11.	Nature of Business Using the Property (Owner of Property Controls Business)	
12.	Gross Company Revenue (Owner Occupied Tenant) as Reported on 2010 Taxes	
13.	Net Company Profit (Owner Occupied Tenant) as Reported on 2010 Tax Return	
14.	Experian FICO of ALL Guarantors (650 Minimum/700 for Construction)	

Ref.	Our "Add-On" Questions for CONSTRUCTION/REHAB. Projects (50% to 75% 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)	

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