



Semi-Monthly Rate Sheet – February 2nd, 2010

(subject to change without notice)

"FULL Doc ONLY"

Ref.	Property Type	Own.Occ. Purch.LTV (SBA)	NOO/REFI NO SBA (38 States)	Floats 3 Mos.	Fixed 3 Yrs.	Fixed 5 Yrs.	O.O. DSCR	NOO DSCR	Cap. Rate	Loan Term
1.	Office/Office-Condo/Office-Warehouse	90%	65%	4.95%	5.95%	6.45%	1.25x	1.40x	8.5%	20-25 yrs.
2.	Light Industrial/Assembly/Warehouse	90%	65%	4.95%	5.95%	6.45%	1.25x	1.40x	8.5%	20-25 yrs.
3.	Multi-Store Retail Strip Center	90%	65%	4.95%	5.95%	6.45%	1.30x	1.40x	9.0%	20-25 yrs.
4-13	\$2,500,000 Maximum 1st Lien	for	Single	Use	Prop.	Lines	#4	to	#13	BELOW
4.	Heavy Industrial – Manuf. (Env.Survey)	80%	50%	5.25%	6.50%	7.20%	1.30x	1.40x	9.0%	20 yrs.
5.	SFR Conversion (Office/Retail/Salon)	75%	50%	5.25%	6.50%	7.20%	1.30x	1.40x	9.5%	20 yrs.
6.	Mixed-Use – Retail/Office with Resid.	50%	50%	5.25%	6.50%	7.20%	1.30x	1.40x	9.5%	20 yrs.
7.	Day Care Center, Charter Schools	80%	50%	5.25%	6.50%	7.20%	1.30x	1.40x	9.5%	20 yrs.
8.	Car/Truck/Vehicle SERVICE Shop ONLY	80%	50%	5.25%	6.50%	7.20%	1.30x	1.40x	9.5%	20 yrs.
9.	Assisted Living Facility - Funeral Home	80%	50%	5.25%	6.50%	7.20%	1.30x	1.40x	9.5%	20 yrs.
10.	1-Store Retail, Spa, Salon, Restaurant	80%	50%	5.25%	6.50%	7.20%	1.40x	1.40x	9.5%	20 yrs.
11.	Laundromats/Drycleaners (Env.Survey)	50%	50%	5.25%	6.50%	7.20%	1.40x	1.40x	9.5%	20 yrs.
12.	Self-Storage -or- ANY Metal Buildings	50%	50%	5.25%	6.50%	7.20%	1.40x	1.40x	9.5%	20 yrs.
13.	Bowling Alley, Golf Club, Banquet Hall	75%	30%-40%	6.75%	7.50%	7.75%	1.40x	1.50x	10%	20 yrs.
SBA	Own.Occ.Purch. - \$100k Min. SBA 504b 2nd Lien - \$75k Min.	50% 25-40%	N/A N/A	5.25% Varies	6.50% Varies	7.20% Varies	1.30x 1.30x	N/A N/A	9.0% 9.0%	20-25 yrs. 20 yrs.

CONSTRUCTION/REHAB. Financing Available for MOST Properties Above - (Includes SBA-75% to 80% CLTV)
 – Same LTV using **Total Cost** – **1.0% Broker Comm.** – (Owner-Occupied/User Projects - **NO Speculative Builds**)

Bank Orig. Fee & Rate Add-On's for Refi & N.O.O.

MOST Rates INCLUDE 1.5% Broker Compensation

	(Broker Paid on 1 st Lien ONLY) Loan Amount – From/To	Lender Orig.Fee	REFI.Rate Add-On	N.O.O. Rate Add	Maximum Bank Broker Payment
1.	\$100,000 to \$2,499,900	2.0%	0.25%	0.50%	1.5%
2.	\$2,500,000 to \$5,000,000	2.0%	0.25%	0.50%	\$37,500

MINIMUM Credit Requirements (ALL Loans/Properties):

- Own.Occ. Business – OR – **SINGLE** Tenant **MUST** be Profitable on 2007, 2008 and 2009 Tax Returns.
- **N.O.O. Borrowers** Must have Outside Income to cover Personal Living Expenses **AND** 25% of Mortgage.
- Guarantor(s) **MUST** show proof of **12 Months Reserves** and **Credit Card Balances UNDER \$65,000**.
- Property held less than **6 Years** will be Valued at Purchase Price plus Paid Capital Improvements.
- **660 Minimum** (720 for ANY Construction) Experian **FICO** on Owner Occupied or N.O.O. Properties.
- Mortgage Payments, Property Taxes and Payroll Taxes must be Current **PRIOR** to Underwriting.
- **N.O.O. Tenant Leases** **MUST** be "in-place" with Proof-of-Payment for a Minimum of **12 Months**.
- **NO Cash-Out Available** EXCEPT for Property Improvements and/or Loan Costs **ONLY**.
- **NO Bankruptcies or Foreclosures for 10 Years**.
- **Minimum Population Base of 20,000**.

Properties we just Can NOT Finance:

- **ANY Non-Owner-Occupied (N.O.O.)** in AL, AR, AZ, CA, FL, GA, IN, LA, MI, MS, NV or OH.
- **ANY RESIDENTIAL** Development/Subdivision/Project/Condos/Fractionals/etc.
- New/Used **VEHICLE DEALERS** (Cars/Trucks/Motorcycles/RV's/Boats/etc.)
- **Car Washes**, Convenience Stores **with Gas** and **Gas Stations**.
- **ANY "Hospitality"** – **Hotels/Motels/B. & B.'s/Lodges**
- **NO NEW Business Start-Ups** as the Primary Tenant.
- **Bars, Night-Clubs** nor **ANY Adult** Entertainment.
- **CHURCHES** and most Church-Owned Facilities
- **Multi-Family** and **APARTMENT** Complexes
- **Junkyards, Mines, Recycling Facilities**
- **Mobile Home Parks** and R.V. Parks

**Additional Terms, Conditions and Costs (OUR Loans) – estimated as of 02/02/2010**

1. **Typical Loan Costs** (NOT including Bank Origination Fee of 2.0% of which **1.5% is paid to Broker without Disclosure**):
 - \$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 is then Declined by Bank's Underwriting Mngt.)
 - \$1,300 Estimated Bank Closing Fees (due at closing).
 - \$700 to \$1,000 for Property Survey/Inspection (IF Required).
 - (\$??) for Escrow, Title and/or Abstract Fees (varies by State/Location).
 - (\$??) for Appraisal (typically \$1,500 to \$3,000 – varies widely).

2. **Bank charges 2.0% as "Bank Origination" fee** at closing. **1.5% is for you/your company (ONLY 1.0% to YOU for Construction Deals)** which is NOT disclosed, and the other 0.5% is for the lender. NO rebate nor YSP. You can charge more "up-front" in a separate agreement with your borrower to be executed at closing (1st Lien only).

3. **Rates** are based on three different indices - Wall-Street-Journal Prime for the 3-Month ("Floating Rate"), 3-Year LIBOR-Swap for the 3-Year Fixed, 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, 36 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. If the underlying index decreases, the new rate (and payment) would be lower. Exception - Rates will not be lowered below 5.95% for 3 and 5 Year "fixed periods"; 4.95% for "floating rate". Rate "add-ons" are required for Refinance transactions and Investor-Held properties (N.O.O.).

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 36-month program is 5% of the Unpaid Loan Balance for 5 years. The 5-Year Fixed-Rate has a similar prepayment penalty for the 1st 5 years (5% of the Unpaid Loan Amount) and then a declining 5-4-3-2-1% for the next five years. For all Loans the Borrower may pay up to 20% of the ORIGINAL Loan Amount in any 12 month period 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 2.5% Origination Fee on the Incremental Balance Increase.

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



"MAGIC Questions" – Commercial Loan Price Quote Request (02/02/10)

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 - 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; Strip Center; Industrial; SFR Conversion; Mixed-Use (comm./retail with apts.above); School; Day-Care; Auto.Service; Assisted Living; Funeral Home; Retail Store; Salon; Spa; Laundromat; Dry-Cleaner; Self- Storage; Metal Building; Golf Club; Bowling Alley; Restaurant.	
8.	Property Location (City and State)	
9.	Loan Amount Requested (75%/90% LTV for Purchase OR 50%/65% for REFI)	
10.	Nature of Business Using the Property (Owner of Property Controls Business)	
11.	Gross Company Revenue (Owner Occupied Tenant) as Reported on 2009 Taxes	
12.	Net Company Profit (Owner Occupied Tenant) as Reported on 2009 Tax Return	
13.	Experian (only) FICO of ALL Guarantors (660 Minimum/720 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; Strip Center; Industrial; SFR Conversion; Mixed-Use (comm./retail with apts.above); School; Day-Care; Auto.Service; Assisted Living; Funeral Home; Retail Store; Salon; Spa; Laundromat; Dry-Cleaner; Metal Building; Golf Club; Bowling Alley; Restaurant.	
8.	Property Location (City and State) NOT in AL,AR,AZ,CA,FL,GA,IN,LA,MI,MS,NV,OH	
9.	Loan Amount Requested (65% for Multi-Use - or - 50% for Special-Purpose)	
10.	Nature of Business of Primary Tenant – IF one Tenant Occupies OVER 50% of Space	
11.	Gross Annual Rents as Collected in 2009 (and verified on 2009 Tax Return)	
12.	Owner-Paid OPERATING Expenses for 2009 (do NOT include depreciation/interest)	
13.	Experian (only) FICO of ALL Guarantors (660 Minimum/720 for Construction)	

Ref.	Our "Add-On" Questions for CONSTRUCTION/REHAB. Projects	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 to FreedomCapital@msn.com**