



**Semi-Monthly Rate Sheet – January 10<sup>th</sup>, 2012** (subject to change without notice) **"FULL Doc ONLY"**

Ref.	Property Type	SBA/O.O. Prch/Refi	ALL Others	Floats 3 Mos	Fixed 3 Yrs.	Fixed 5 Yrs.	Fixed 10 Yrs.	O.O. DSCR	NOO DSCR	Cap. Rate	Loan Term
1.	ALL Offices-Condo/Medical/Building	90%	65%	5.0%	5.25%	5.575%	6.60%	1.25x	1.40x	8.5%	20-25yr
2.	Light Industrial or Warehouse	90%	65%	5.0%	5.25%	5.575%	6.60%	1.25x	1.40x	8.5%	20-25yr
3.	Retail Centers/Stand-Alone Stores	90%	65%	5.0%	5.25%	5.575%	6.60%	1.30x	1.40x	9.0%	20-25yr
4.	Heavy Industrial/Factory/Manuf.	85%	60%	5.50%	5.75%	6.075%	7.10%	1.30x	1.40x	9.0%	20 yrs.
5.	Schools/Day-Care Centers	85%	60%	5.50%	5.75%	6.075%	7.10%	1.30x	1.40x	9.5%	20 yrs.
6.	Vehicle (NO Boats) Dealers	85%	60%	5.50%	5.75%	6.075%	7.10%	1.30x	1.40x	9.5%	20 yrs.
7.	Car/Truck/Vehicle <b>Service Shop</b>	85%	60%	5.50%	5.75%	6.075%	7.10%	1.30x	1.40x	9.5%	20 yrs.
8.	Funeral Homes (NO Cemeteries)	85%	60%	5.50%	5.75%	6.075%	7.10%	1.30x	1.40x	9.5%	20 yrs.
9.	Salons/Spas/Barber Shop	85%	60%	5.50%	5.75%	6.075%	7.10%	1.30x	1.40x	9.5%	20 yrs.
10.	Dry Cleaner/Laundromat/Conv.Store	85%	60%	5.50%	5.75%	6.075%	7.10%	1.30x	1.40x	9.5%	20 yrs.
11.	Restaurant- <b>NICER/2,000-7,500SF</b>	85%	55%	5.75%	6.0%	6.325%	7.35%	1.40x	1.40x	9.5%	20 yrs.
12.	Oil/Lube Service (Pits)/Body Shops	85%	55%	5.75%	6.0%	6.325%	7.35%	1.40x	1.40x	9.5%	20 yrs.
13.	Converted SFR (Comm.Use ONLY)	80%	55%	5.75%	6.0%	6.325%	7.35%	1.40x	1.40x	9.5%	20 yrs.
14.	ANY Metal Buildings, <b>Bowling Alley</b>	80%	55%	5.75%	6.0%	6.325%	7.35%	1.40x	1.40x	9.5%	20 yrs.
15.	Asstd.Living Ctr. <b>(34 States ONLY)</b>	80%	55%	5.75%	6.0%	6.325%	7.35%	1.40x	1.40x	9.5%	20 yrs.
16.	Self-Storage <b>(34 States ONLY)</b>	80%	55%	5.75%	6.0%	6.325%	7.35%	1.40x	1.40x	9.5%	20 yrs.
17.	Mixed-Use (45%+ Comm.w/ Apts.)	80%	55%	5.75%	6.0%	6.325%	7.35%	1.40x	1.40x	9.5%	20 yrs.
<b>SBA</b>	<b>Own.Occ.Purch-\$100k Min.</b>	50%	N/A	5.75%	6.0%	6.325%	7.35%	1.25x	N/A	9.0%	20 yrs.
	<b>SBA 504b 2<sup>nd</sup> - \$50k Min.</b>	25-40%	N/A	5.19%	5.19%	5.19%	5.19%	1.25x	N/A	9.0%	20 yrs.

**CONSTRUCTION/REHAB.Financing Available for Own.Occ. Properties - 55% to 80% of Total COSTS**

LTV based on **Total Cost ONLY** – **1.5% Broker Comm.** – (Any O.O. –OR– NOO Retail/Office Rehab./T.I. ONLY)

**Bank Orig. Fee & Rate Add-On's (ALL). MOST Rates INCLUDE 2.5% or 1.5% Broker Compensation**

(Comm. on 1 <sup>st</sup> Lien ONLY) Loan Amount – From/To	Bank FEE	REFI. Rate-ADD	CONST. Rate-ADD	N.O.O.Rate SUBTRACT	Under \$500K Rate-ADD	Under 250k Rate-ADD	Own.Occ. Bank Comm	N.O.O. Bank Comm
\$50,000 - \$2,999,900	2.0%	0.25%	0.25%	0.375%	0.25%	0.50%	2.5%	1.5%
\$3,000,000 - \$8,000,000	2.0%	0.25%	0.25%	0.375%	N/A	N/A	\$75,000	\$45,000

**MINIMUM Credit Req. (ALL Loans) – Owner Occupied is 40% (Refi.), 51% (Purch.) or 60% (Const.) of Total Space:**

- **Own.Occ. Business** – OR – **SINGLE Tenant MUST have POSITIVE Cash-Flow on '10 Taxes and YTD '11.**
- **Prefer Newer (Built Under 35 Years Ago) Buildings -OR- Recently Major Renovated (10 – 15 Years Ago)**
- **ALL Borrowers Must have RECURRING Income to cover Personal Living Expenses AND 25% of Mortgage.**
- **Guarantor(s) MUST show proof of 12-18 Months Reserves and Credit Card Balances UNDER \$55,000.**
- **Property held less than 6 Years may be Valued at Purchase Price plus Paid Capital Improvements.**
- **675 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.**
- **Maximum SPECIAL-USE Loan (#4 - #17) is \$4,000,000 (N.O.O.) to \$7,000,000 (SBA).**
- **Maximum MULTI-USE Loan (#1 - #3) is \$5,000,000 (N.O.O.) to \$10,000,000 (SBA).**
- **NO Bankruptcies, Foreclosures or Short Sales on Credit Report.**
- **Minimum Population Base of 40,000 to 50,000.**

**Properties we just Can NOT Finance:**

- **ANY Loan (Own-Occ. or N.O.O.) in AL, FL, IN, LA, ME, MA, MI, MS, NJ, OH, OK.**
- **ANY Investor (N.O.O.) Property in AZ, AR, CA, GA, NV.**
- **Anything RESIDENTIAL including APARTMENTS, Multi-Family and Mobile Home Parks.**
- **Car Washes, Convenience Stores with Gas and Gas Stations.**
- **ANY "Hospitality" – Hotels/Motels/B.& B.'s/Lodges**
- **Any NEW Business Start-Ups as the Primary Tenant.**
- **CHURCHES and most Church-Owned Facilities**
- **ANYTHING Tied to "Adult Entertainment"**
- **N.O.O. Properties over 25% Vacant**
- **ANYTHING on LEASED Land**



**Additional Terms, Conditions and Costs – estimated as of 01/10/2012**

1. **Typical Loan Costs** (NOT including Bank Origination Fee of 2.0% of which **1.5% to 2.5% is paid to Broker without Disclosure**):
  - \$2,500 "Good-Faith" Underwriting and Application Fee (\$1,500 for Loans under \$200,000). (Partially Refundable, maximum of \$1,000/\$500, ONLY IF Complete Loan Package is Received within 30 Days and then Declined by Bank's Underwriting/Credit Team)
  - \$1,300 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 SUMMARY (Least Costly) Appraisal (typically \$1,000 to \$3,500 – varies widely).
  
2. **Bank charges 2.0% as "Bank Origination" fee** at closing. **2.5% is for YOU/your company (But . . . ONLY 1.5% if Non-Owner-Occupied; ONLY 1.5% to YOU for Construction Deals)** which is NOT disclosed, 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 – W.S.J. Prime Rate for the 3-Month ("Floating Rate"), 3-Year LIBOR-Swap for the 3-Year Fixed, 5-Year LIBOR-Swap for the 5-Year Fixed and 10-Year LIBOR-Swap for the 10-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, 60 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" are required for Refinance transactions, Construction Deals and Loan Amounts below \$500,000; and/or \$250,000.

4. **Prepayment Penalty** for the 3-month and 36-Month 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 5-Year Fixed-Rate has a fixed prepayment penalty for 5 years (5% of the Unpaid Loan Amount). 10-Year Fixed is a declining balance (10-9-8-7-6-5-4-3-2-1%). 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 1.0% 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.

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



**"MAGIC Questions" – Commercial REAL ESTATE Loan Price Quote Request (01/10/12)**

Originator Name: \_\_\_\_\_ E-Mail: \_\_\_\_\_

Broker Co. Name: \_\_\_\_\_ Phone: \_\_\_\_\_

Address: \_\_\_\_\_ City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Ref.	Our Questions for <b>OWNER-OCCUPIED/OPERATED</b> Transactions:	Your Answers
1.	<b>IF PURCHASE</b> – Purchase Price	
2.	<b>If Purchase</b> – Targeted Closing Date	
3.	<b>IF REFINANCE</b> – Purchase Price when Bought by BORROWER ( <b>Purchase Date??</b> )	
5.	<b>If Refinance</b> – Approximate Current Value	
6.	<b>If Refinance</b> – Total Amount of ALL Current Liens on Subject Property	
7.	<b>Property TYPE</b> – 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; Dry-Cleaner; Metal Building; Bowling Alley; Restaurant; Vehicle Dealer	
8.	Approximate <b>AGE</b> of Building/Subject Property	
9.	Property City/State – <b>NO Loans in AL,FL,IN,LA,ME,MA,MI,MS,NJ,OH,OK</b>	
10.	<u>Loan Amount</u> in dollars ( <b>See Rate Sheet for LTV/LTC Guidelines</b> )	
11.	<b>Nature of Business</b> Using the Property (Owner of Property Controls Business)	
12.	Gross <b>Company Revenue</b> (Owner Occupied Tenant) as Reported on 2010 Taxes	
13.	Net <b>Company Profit</b> (Owner Occupied Tenant) as Reported on 2010 Tax Return	
14.	<b>Experian (only) FICO</b> of <b>ALL</b> Guarantors ( <b>675 Minimum/720 for Construction</b> )	

Ref.	Our Questions for <b>NON-OWNER-OCCUPIED</b> Transactions:	Your Answers
1.	<b>IF PURCHASE</b> – Purchase Price	
2.	<b>If Purchase</b> – Targeted Closing Date	
3.	<b>IF REFINANCE</b> – Purchase Price when Bought by BORROWER	
4.	<b>If Refinance</b> - Purchase Date for this BORROWER	
5.	<b>If Refinance</b> – Approximate Current Value	
6.	<b>If Refinance</b> – Total Amount of ALL Current Liens on Subject Property	
7.	<b>Property TYPE</b> – 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; Dry-Cleaner; Metal Building; Bowling Alley; Restaurant; Vehicle Dealer	
8.	Approximate <b>AGE</b> of Building/Subject Property	
9.	Prop.Location ( <b>State</b> ) <b>NOT in AL,AR,AZ,CA,FL,GA,IN,LA,MA,ME,MI,MS,NJ,NV,OH,OK</b>	
10.	<u>Loan Amount</u> in dollars ( <b>65% for Multi-Use -or- 60%-55% for Special-Use</b> )	
11.	<b>Nature of Business</b> of Primary Tenant – <b>IF one Tenant Occupies OVER 45% of Space</b>	
12.	Gross <b>Annual</b> Rents as Collected in 2010 (and verified on 2010 Tax Return)	
13.	Owner-Paid <b>OPERATING Expenses</b> for 2010 ( <b>do NOT include depreciation/interest</b> )	
14.	Approximate <b>VACANCY Ratio</b> (Percentage - %)	
15.	<b>Experian (only) FICO</b> of <b>ALL</b> Guarantors ( <b>675 Minimum/720 for Construction</b> )	

Ref.	Our "Add-On" Questions for <b>CONSTRUCTION/REHAB</b> Projects ( <b>55% to 80% LTC</b> )	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](mailto:FreedomCapital@msn.com)**