

	Owner Occupied	Non-Owner Occupied Investor
Maximum Loan Amount >	\$8,000,000	\$4,000,000
Maximum LTV (1 st Lien)	65% Multi-Use 60% Semi-Generic 55% Special Use	65% Multi-Use 60% Semi-Generic 55% Special Use 55% Unanchored Retail
Maximum Maturity Remaining Economic Life must be 5 years > Loan Term	<ul style="list-style-type: none"> • 25 Years 	<ul style="list-style-type: none"> • 20 Years • 25 Years - on Exception Basis
Minimum Personal Credit	(FICO) 650 - No previous Bankruptcy 650	- No previous Bankruptcy
Acceptable Markets Areas	Urban/Suburban	Urban/Suburban Areas
Avoid	<ul style="list-style-type: none"> • Gas Station / C-Store • Car Wash • Auto Dealerships • Night Clubs • Athletic / Fitness Centers • Special-Use Start-Ups • Hotel / Motel 	<ul style="list-style-type: none"> • Gas Station / C-Store • Car Wash • Auto Dealerships • Night Clubs • Athletic / Fitness Centers • Special-Use Start-Ups • Hotel / Motel
Preferred Properties	<ul style="list-style-type: none"> • Multi-Use • Warehouse • Office • Manufacturing • Medical Offices • Retail 	<ul style="list-style-type: none"> • Warehouse • Office • Manufacturing • Medical Offices • Retail
Par Rate Options	<ul style="list-style-type: none"> • Variable Rates from 4.50% • 5-Year Fixed from 6.25% • 10-Year Fixed from 8.00% 	<ul style="list-style-type: none"> • Variable Rates from 4.75% • 5-Year Fixed from 6.50% • 10-Year Fixed from 8.25%
Prepayment Penalty	5-Year Fixed Declining 5% for years 1-5 10-Year Fixed Declining 10% for years 1-10	5-Year Fixed Declining 5% for years 1-5 10-Year Fixed Declining 10% for years 1-10
Management Experience	Prior Ownership & Management Preferred	Previous Ownership Required
Minimum DSC	1.20X	1.40X
Reasonable Cap	8.0% to 9.5%	8.0% to 9.5%
Other Sources of Income DSC	If Start-Up, 1.20X from outside source	0.25X from outside source
Collateral (1 st Position)	Real Property in all 50 States	Real Property, cannot lend in AZ, AL, AR, CA, FL, GA, IN, LA, OH, MI, MS & NV