

Michael Ryan - MORTGAGE BROKER
Key To Your Perfect Mortgage

Commercial Loans

December 2016

Market News-Points: Interest Rates "Steady As She Goes"

- More compliance on the way as the CFPB expands home-loan focus into commercial
- CMBS delinquencies: 3 %. However legacy loans are at 11 %
- 2.5 M + sales volume slowing yet price increases are accelerating
- Some pull-back in underwriting leniency as the market expansion cools, so do the metrics.

How We Help You and Your Clients:

Conversation (develop goals / milestones), Lending Partner Research (viability / parameter expectations), Solutions (document collection / verification), Execution (loan submission / completion)

Who are you working with today in need of the 'little bit extra' to bring it home ?

\$ 200,000 to \$ 2,500,000 loan sizes

Property Types:

Single Use – Single Tenant
Industrial
Manufacturing
Storage

Mixed-Use
Apartments – Care Facilities
Multitenant Office
Construction

Our Sources:

Dozen + Local Banks
Insurance Companies

Institutional Funds
Wall Street CMBS Funds

Also: SBA loans, Construction, Bridge and Mezzanine

What do you do with this information?

Call Mike

Conversation to Strategies to Solutions = DONE

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