

Michael Ryan - MORTGAGE BROKER
Key To Your Perfect Mortgage

Commercial Loans

July 2017

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

- Gov't regulators stress testing banks for a 35 % value drop. By order of the Federal Reserve. And the last time the Fed got it right ??
- Continued talk around CMBS defaults, not happening in core areas
- Underwriting and Lending in general continues to edge tighter.
- Expect hotel / motel lending to be more conservative. Current new rooms being built is up 19 %. This will concern lenders about potential supply issues.

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
Mulit Tenant Office
Construction

Our Sources:

Dozen + Local Banks

Institutional Funds

Insurance Companies

Wall Street CMBS Funds

Also:

SBA loans, Construction, Bridge and Mezzanine

What do you do with this information? Call Mike
Turned Down by a Bank? Call us, we can help about 50 %
of them change the answer.

Conversation to Strategies to Solutions = DONE

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