

Michael Ryan - MORTGAGE BROKER

Key To Your Perfect Mortgage

Commercial Loans

October 2017

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

- Federal regulators looking at increasing no appraisal requirement on CRE from 250 K to 400 K.
- Continued talk around CMBS defaults, not happening in core areas, yet overall up slightly
- 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

Multi Tenant Office

Construction

Our Sources:

Dozen + Local Banks

Institutional Funds

Insurance Companies

Wall Street CMBS Funds

Also: **SBA loans, Construction, Bridge and Mezzanine**

Turned Down by a Bank? Call us, we can help about 50 % of them change the answer.

What do you do with this information? Call Mike

Conversation to Strategies to Solutions = DONE

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