

# Michael Ryan - MORTGAGE BROKER

## Key To Your Perfect Mortgage

Commercial Loans

December 2017

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

- CMBS loans recovering very well. Up 40 % over this time last year.
- Nationwide, commercial sales slowed while sales-transaction prices are up 7.3 % year over year.
- Commercial debt increases to 3.07 T, up 1.6 %. Commercial banks hold 41% - including apartment loans.

### 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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