# Michael Ryan - Mortgage Broker **Key To Your Perfect Mortgage**

## **Commercial Loans**

January 2017

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

- Year end increase in commercial lending.
- Nationwide, commercial sales-transaction volume off 9 % 3<sup>rd</sup> Q year over year.

## **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