

Michael Ryan - MORTGAGE BROKER
Key To Your Perfect Mortgage

Commercial Loans

February 2018

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

- CMBS lending picking up the most increase of sources.
- Nationwide, commercial sales-transaction volume off 9 % 3rd Q year over year. Yet values increased 8.4 % year-over-year
- Most asset classes show increased pace of new construction. Apartment segment off 12 %.

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

(408) 986-1798 Fax (408) 986-1766 www.michael-ryan.com

CalBRE # 01090891 NMLS 295351

Mike@Michael-Ryan.com

2-1-2018