

**Michael Ryan - MORTGAGE BROKER**  
**Key To Your Perfect Mortgage**

**Commercial Loans**

**May 2018**

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

- Foreign investment dips as Commercial Realtor optimism holds strong
- Commercial debt grows as delinquencies hold near record low's
- 3<sup>rd</sup> Q 2017 small-cap commercial sales (under 5 M) set new records

**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**