

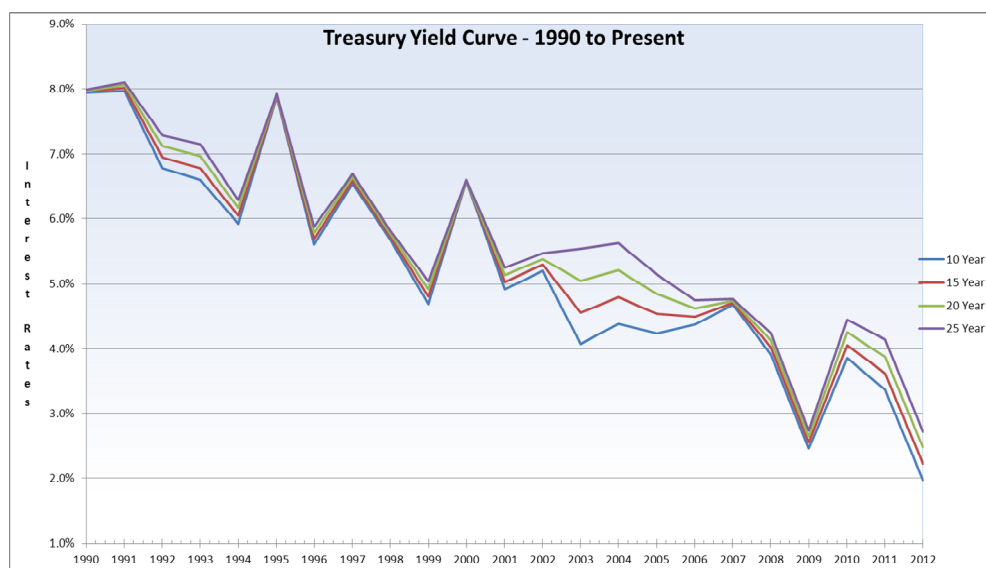
# FANTINI & GORGA

*Skillfully Linking Borrowers and Lenders*

## *Out of the Ordinary*

### Overview:

No other feature can contribute more to the long term financial performance of a real estate asset than attractively priced, long term, fixed rate financing. Yet, in the face of historically low long treasury rates, as shown below, it surprises us how few borrowers are taking advantage of inexpensive **fixed rate long term - 10 to 25 year - financing**. Below is a capsule view of financing available from one of our correspondent insurance company lenders.



### Loan Amount:

\$5 to \$30 million (see below for loans less than \$5 million).

### Terms:

10, 15, 20, and 25 year fixed rates.

### Amortization:

Typically 25 year but can vary

### Property Profile:

Office, industrial, anchored, single tenant leases, and apartments located in major metropolitan areas.

### Underwriting Criteria:

Will lend up to 75% loan-to-value. Loans are generally unwritten to a 1.25 debt service coverage

### Interest Rates:

5% across the listed board of terms above

### Rate Lock:

At application, with a 1<sup>1/2</sup> point refundable fee.

### Prepayment:

Locked for 1 year and then yield maintenance thereafter.

### Lender fees/costs:

\$3000 application fee and reasonably priced third party reports

### Recourse:

None except for "bad boy" actions

### Closing/Servicing:

Loans are closed and serviced "in house".

### Smaller Loans:

Another one of our correspondent lenders offers a program for loans from \$1 million to \$5 million. This lender is very flexible about property type and location but interest rates are slightly higher, there is a lender fee and a requirement for a partial guarantee.