

PRIVATE DEBT ORIGINATION

Core portfolio lending

Property types

- Anchored retail
- Office (including medical office)
- Industrial
- Multi-family
- Self-storage
- Select niche property types (data center, MHP, life science, etc.)

Geographical location

- Major metropolitan areas throughout the United States

Loan sizing

- \$10 million and above

Loan terms

- 3–30-year terms
- Two-way call and rate adjustments available
- Interest only available on select transactions
- Up to 65% LTV (higher on select transactions)
- Non-recourse with customary carve-out guarantees

Fixed interest rate

- Fixed rate based on competitive spreads over comparable term U.S. treasuries
- Rate lock available at application (up to 6 months forward commitment)
- Par quotes available with minimal due diligence/processing fee
- Greater of 1% or yield maintenance with last 90 days at par
- Flexible prepayment options available

Variable interest rate

- Up to five-year loan term
- Flexible prepayment options with longer par window
- 0.50% Lender fee
- Priced over SOFR

Escrows (as needed)

- Taxes and insurance
- Tenant improvement and leasing commissions
- Capital improvements

Closing

- Typically performed by internal loan closing professionals at a stated flat fee
- Local counsel hired on an as needed basis
- Ability to accommodate loan closings less than 60 days

Servicing

- In-house servicing on all loans during term of the loan

Borrowing entity

- Single purpose entity (SPE) or single asset entity (SAE) preferred

Third party reports

- MAI appraisal
- Phase I environmental
- Phase II environmental (as needed)
- Property conditions assessment
- Seismic (as needed)



We open the door to an abundant number of deal structures.

So, the next time you are looking for a full-service, reliable lender, look to us

The information in this document has been derived from sources believed to be accurate as of August 2022.

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