



WAREHOUSE AND INDUSTRIAL BUILDING LOAN PROGRAM SUMMARY

PROPERTY TYPE:	Modern light-industrial buildings in suitably zoned commercial or industrial areas. Strong preference for properties located within planned industrial parks in cities where industrial is strong and occupancies are high. Preference for high-ceiling warehouses and distribution buildings. Buildings are required to possess all functional requirements of accessibility, parking, loading, utilities and fire protection.
PROPERTY AGE:	Facilities should have been completed and in operation for at least 12 months. Properties built or substantially renovated since 1975 are preferred.
PREFERRED LOAN SIZE:	\$500,000 to \$25,000,000. (Larger and smaller loans are considered and priced on an exception basis.)
LOAN LIMITS:	The loan may not exceed 80% of the value or the amount that produces a minimum debt coverage ratio of 120%. Lower coverage ratios may be accepted for facilities leased to credit-worthy tenants on a long term basis.
OCCUPANCY REQUIREMENTS:	The property must have had at least 85% occupancy. Properties should be substantially leased for terms consistent with the local market, but generally not less than five years. Multi-tenant buildings leased to third party users are preferred but single tenant buildings will be considered.
BORROWING ENTITY:	Generally, a single purpose entity is required.
LOAN TERM:	5, 7 or 10 year terms are available at the borrower's option. Amortizations are generally 15-25 years but may be as long as 30 years for newer properties in good condition.
RATES:	Interest rates are set at a fixed spread over comparable term treasuries or LIBOR rates and vary as a function of coverage ratios. Both fixed and variable rate programs are available. Please call for current spread requirements.
GUARANTEES:	Both recourse and non-recourse programs are available, dependent on the loan quality and property size.
RESERVES:	Tax and insurance impounds are required. Also, a replacement reserve account is required on some loan programs for capital replacements and re-leasing costs and rental interruption. Please call for further information.
PREPAYMENT:	Varies from program to program. Some have declining fixed percentages matching the fixed period while others have yield maintenance. Usually open to pre-payment without penalty after the initial fixed period or in the final six months.
USE OF PROCEEDS:	Loans are available for both purchase and re-finance transactions.
THE NEXT STEP:	Call for our current rates and spreads. We provide a quick response and free estimates.