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Owner User and SBA 504 Loan Programs

Interest Rate Index	Adjustment Frequency	Multi-Use Properties Owner-User
5-Year Swap	Every 5 years	3.375%
7-Year Swap	Every 5 years	3.875%
10-Year Swap	Year 10, then every 5 yrs	4.375%

*The Debenture Rate for the second loan is fixed for 25 years. April rates are 3.07% in purchase and refi transactions.

504 Overview: This program is designed for nationwide, owner-user, real estate loans where repayment is supported by the operating business cash flow.
 * Usual 504 structure -- Lender: 50% 1st position loan; SBA: 40% 2nd position loan; Borrower: 10% down payment.

Maximum Loan Limit 11,250,000, manufacturing \$12,375,000

Loan Type: Typically, purchase of commercial real estate and 1st TD rate & term refinance. Construction program is available.

Loan Term and Amortization: 1st TD 2nd TD Debenture
 Up to 25/25 25/25 & 20/20 options

Pre-Payment Penalty: 1st TD Negotiated, but usually 5 or 10-year declining
 2nd TD Debenture: 10-year, non-negotiable

SBA 7(a) Loan Program

Product Overview: This program is designed for Nationwide, owner-user business loans where repayment is supported by business cash flow, in the case of start-up businesses cash flow projections.
 7(a) structure -- Up to 90% LTV, 85% for special purpose and start-ups.

Maximum Loan Limit \$5,000,000

Loan Type: Purchase or refinance commercial real estate; purchase inventory, equipment, improvements, working capital debt refinance.

Loan Term and Amortization: **Term:** 10 years for business purposes; up to 25 years for real estate loans; the term is blended when the request is for combined purposes.

Rates: Loans are variable and tied to Prime, fixed rate terms up to 25 year fixed are now available for qualified borrowers. Presently the rate is Prime + 1.00% to 2.75% for all loan requests. There is no floor or ceiling.

Pre-Payment Penalty: Loans with a term of more than 15 years require a 3 year prepayment penalty, 5% year 1, 3% Year 2 and 1% year 3.

Rates and programs are subject to change without notice. This sheet is to be used solely by Licensed Real Estate professionals.