



CAPITAL DEVELOPMENT
Commercial Real Estate Lending

ELIGIBILITY GUIDELINES

www.capitaldev.com

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| Parameters | "Middle of Fairway" | "Maximum" |
|--------------------------------|---|---|
| Loan Type | SBA 7a and 504, Non-SBA | SBA 7a and 504, Non-SBA |
| Loan Size | \$1 Million - \$10 Million | \$500,000 - \$20 Million |
| Debt Coverage Ratio | 1.35+ | 1.25 |
| Loan to Value | < 70% | 80% |
| Loan Rate to Borrower | 6% + | 5.50% |
| Rate Structure | Fixed for up to 5 years 5 year TCM plus margin | 7-year Fixed Prime or TCM plus Margin |
| Rate Adjustment | 1 - 5 years | Fixed for Term |
| Amortization | 20 - 25 years | 30 years |
| Maturity | 5 - 10 years | 15 years |
| Prepayment Penalty | None | Waive when prohibited |
| Personal Guarantees | Full from all owners | 51% of all owners |
| Years in Business / Experience | 5 + | 3 |
| Geography - Markets | California, Oregon, Washington DC, New York, Houston, Dallas, Chicago, Washington, North Carolina, Nashville | Nationwide |
| Property Types | Office, Apartment, Light Industrial, Retail, Owner-Occupied | Mixed-Use, Hospitality, Restaurants, "Big Box", Specialized |
| Construction | Minimal / Add-ons Only | Full Project |