

# SBA 504

## WHOLESALE 1<sup>ST</sup> MORTGAGES with MORGAN STANLEY

- **Multi Purpose Properties Only: office, warehouse, industrial, retail, manufacture, medical, dental, etc.**
- No Special Purpose: auto dealers, care facilities, equipment, hospitality, restaurants, gas stations, storage facilities, schools
- Min DSCR of 1.2 for last fiscal year and interim
- Min Personal FICO of 680 / No Personal or Corporate Bankruptcies
- Max 60% loan to value on the first mortgage including premium
- **Direct table fund & loan purchases in all 50 states**
- New SBA 504 Originations / Refi existing SBA 504 1st mortgages / 504 Debt Refi
- Max Premium = first year prepay with no cap on dollar amount (up to 10 pts)
- Allowance of 20% principal reduction per year with no penalty
- Rates fixed for up to 25 years; all loans are fully amortizing
- Libor Swap Index Rates: [theice.com/marketdata/reports/180](http://theice.com/marketdata/reports/180) (Select USD Rates 1100)
- **Preferred Pricing for Quintessential Credit - 1.5 DSCR, 725 FICO, Super Clean deal: Below rate sheet pricing fixed for 25 years priced to beat anyone**
- Volume Bonus of 50 bps or 0.125% reduction in par rate for every \$5 million in 1st mortgages
- If LTV of 1st mortgage including premium is under 40%, earn 1 extra point
- Max 1st mortgage including premium of \$7.5MM (larger by exception)
- Earn premium income with infinite return on investment

### PAR RATES = INDEX + SPREAD: Earn 1 point premium for each additional 25 bps

Variable Rate:	WSJ Prime Index Rate + 0 bps
5 Year Fixed Rate:	5 Year Libor Swap Index Rate + 200 bps
7 Year Fixed Rate:	7 Year Libor Swap Index Rate + 200 bps
10 Year Fixed Rate:	10 Year Libor Swap Index Rate + 225 bps
25 Year Fixed Rate:	10 Year Libor Swap Index Rate + 275 bps

<b>Prepay Penalty— Additional Premium</b>	<b>Adjustable</b>	<b>3, 5 &amp; 7 Year</b>	<b>10 &amp; 25 year</b>
Declining 5/4/3/2/1	1 point	Minimum	NA
Flat 5% for 5 years	1.5 points	0.5 points	Minimum
Declining 7/6/5/4/3/2/1	1.75 points	0.75 points	0.25 points
Flat 5% for 5 years, then 5/4/3/2/1	2 points	1 point	0.5 points
10/9/8/7/6/5/4/3/2/1	2.5 points	1.5 points	1 point
Flat 10% for 10 years	3.5 points	2.5 points	1.5 points

### Ken Rosenthal, MBA

Sr. Advisor / SBA Lending Expert  
[krosenthal@cdcloans.com](mailto:krosenthal@cdcloans.com) | 858.967.7817  
[www.cdccapitalmarkets.com](http://www.cdccapitalmarkets.com)



CAPITAL MARKETS

WHOLESALE SBA 504 1<sup>ST</sup> MORTGAGES

TOP 10 REASONS TO DO

# SBA 504

WHOLESALE 1<sup>ST</sup> MORTGAGES with MORGAN STANLEY

- 1. Beat lending competition while maintaining full client relationship**
- 2. 1<sup>st</sup> mortgage interest rate fixed for up to 25 years**
- 3. Preferred Pricing for Quintessential Credit deals to beat any bank with 25 year fixed rate for the right quality deal**
- 4. 1<sup>st</sup> mortgage is 25 years fully amortizing**
- 5. Earn premium income with infinite return on investment**
- 6. All SBA options available: SBA 504 Originations, Refi existing 504 1<sup>st</sup> Mortgages, 504 Debt Refi**
- 7. Do out of market deals nationwide**
- 8. Eliminate legal lending limit issues to single borrower**
- 9. Satisfy customer need while not affecting selling lender's balance sheet**
- 10. Increase bank's liquidity**

We are not the home for deals you do not want to do, we are the home for deals you WISH you could do.

**Ken Rosenthal, MBA**

Sr. Advisor / SBA Lending Expert

krosenthal@cdcloans.com | 858.967.7817

www.cdccapitalmarkets.com

CDC

**CAPITAL MARKETS**

WHOLESALE SBA 504 1<sup>ST</sup> MORTGAGES