

Capital Market Matrices | RETAIL FINANCING COMPARISON GUIDE

PLATFORM	COMMERCIAL MORTGAGE BACKED SECURITIES	LIFE INSURANCE COMPANIES	BANKS	CREDIT UNIONS
Available Rate Type	Fixed, Floating, Hybrid	Fixed, Floating	Fixed, Floating, Hybrid	Fixed, Floating, Hybrid
Term (subject to remaining lease term)	5 to 10 years	5 to 30 years	3 to 15 years	3 to 25 years
Amortization	15 years	25 to 30 years, based on leverage	25 years	30 years
Interest Only Available	Yes	Yes	Yes	Yes
Loan Size	\$1MM +	\$1MM +	\$500K +	\$500K +
Leverage (LTV)	Up to 75%	Up to 70%	Up to 75%	Up to 80%
Allows for Cash Out	Yes	Yes	Yes	Yes
Minimum Debt Service Coverage Ratio (Varies by market)	1.10x	1.2x	1.2x	1.2x
Prepayment Provisions	Defeasance	Yield Maintenance	Stepdown	No
Guaranty	Non-recourse; standard carve-outs	Non-recourse; standard carve-outs	Full-recourse	Full-recourse
Cash Management Triggers	Yes	No	No	No
On-going DSCR Tests	No	No	No	Yes
Cash Deposit Requirements	No	No	Yes	Yes
Allows for Loan Assumption	Yes	Yes	Yes	Yes
Tax Returns Required for Underwriting	Not Required	Not Required	Required	Required

Additional terms and conditions may apply. Rates are subject to change without notice. All financing options subject to underwriting decision by the lender.

For more information reach call 813.563.0310, or info@westerncapmark.com