



# CMBS / Conduit Loan Program

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# WEBCAST AGENDA

- Introduction to Berkshire Capital Financial, Ltd.
- Description of CMBS marketplace
- Description of BCF-CMBS Program
- Overview of submission process
- Loan processing summary
- Question & Answer period

# BACKGROUND

## Who is Berkshire Capital?

- Direct Lending Programs
  - Conduit/CMBS
  - Bridge Financing
- Correspondent Programs

# WHAT IS CMBS?

- The role of CMBS in today's commercial lending marketplace
- Advantages/Disadvantages
- Critical points to discuss with Borrowers

# CONDUIT/CMBS PROGRAM GUIDELINES

- **LOAN SIZE:** \$1,000,000 to \$50,000,000 (larger loan requests underwritten in large loan program).
- **PROPERTY TYPE:** Multi-family, Mixed-use, Mobile Home Parks, Retail, Office, Light Industrial, Single Tenant, Hospitality and Mini-Storage.
- **LOAN TO VALUE:** Up to 85% subject to debt service coverage.
- **INTEREST RATES:** Fixed rates based upon the Corresponding US Treasury plus a margin of between 1.00% and 1.85%.
- **TERMS:** 5, 7 or 10 year Term / Up to 30 year Amortization.
- **MEZZ FINANCING:** Maximum CLTV is 90%. Mezzanine financing is allowed on a case by case basis.
- **LENDER POINTS:** 0% to 1%
- **PRE-PAYMENT:** Defeasance or Yield Maintenance.
- **RECOURSE:** Non-recourse subject to standard carve-outs.
- **LENDER COSTS:** Application deposit of between \$15,000 and \$50,000 required.
- **TIME FRAME:** 30-45 days to close from time of receipt of application deposit.

# SUBMITTING LOAN REQUESTS

## Summary of Transaction

1. Loan Requested
2. Purpose of Loan
3. What is the collateral
4. Terms/pricing requested
5. Key issues/requirements
6. Background/history
7. Minimum loan amount required

# BORROWER

- 1) Borrowing Entity
- 2) Principals
  - % Owned
  - Background and qualifications
  - Financial strength
  - Credit

# COLLATERAL

What is the subject property?

- Description – overview of collateral, including description of site and improvements
- Property Type – retail, office, industrial, multifamily, hotel, land, special-purpose, etc
- Location – Address, City, State, County
- Market Value – estimated market value
- Color Photos

# LOAN PROCESS

1. Loan Summary Submission
2. BCF Quote Sheet
3. BCF Term Sheet
4. BCF Loan Application & Deposit
5. Loan Processing
  1. 3<sup>rd</sup> Party Reports
  2. Legal
  3. Insurance
6. Closing

# SUBMISSION REQUIREMENTS

## Minimum requirements:

- Loan Summary
- Complete Rent Roll
- Income and Expense Statement
- Color Photos

*A quote sheet can not be issued until these requirements are received!!!*

# Q&A PERIOD

To ask a question, please press \*1 on your telephone keypad and follow the prompts provided. An operator will assist you.

# CONDUIT-CMBS LOAN PROGRAM

**THANK YOU**  
for attending.

Please email or call your BCF loan  
officer to provide feedback.