

Commercial Loans -- \$100,000 to \$1,000,000 (T3 & T4 are limited to \$800k)

Pricing Matrix @ 2.0 % Origination  
Rates as of: March 1, 2006

	"A+" Credit		"A" Credit		"A-" Credit		"B" Credit		"C" Credit	
	Rate	LTV	Rate	LTV	Rate	LTV	Rate	LTV	Rate	LTV
<b>Mixed Use &amp; Multifamily 5+ T1</b>										
1 Year ARM	9.990%	80%	11.250%	80%	11.250%	70%	11.990%	70%	12.250%	55%
	9.500%	75%	10.750%	75%	10.500%	65%	11.125%	65%	11.990%	50%
	9.250%	70%	10.250%	70%	10.250%	60%	10.875%	60%	11.750%	45%
2 Year Fixed	10.375%	80%	11.625%	80%	11.625%	70%	12.375%	70%	12.625%	55%
	9.875%	75%	11.125%	75%	10.875%	65%	11.500%	65%	12.375%	50%
	9.625%	70%	10.625%	70%	10.625%	60%	11.250%	60%	12.125%	45%
5 Year Fixed	10.875%	80%	12.375%	80%	12.375%	70%	12.990%	70%	13.375%	55%
	10.375%	75%	11.875%	75%	11.625%	65%	12.125%	65%	13.125%	50%
	9.875%	70%	11.375%	70%	11.375%	60%	11.875%	60%	12.875%	45%
<b>Retail/Office/Warehouse/ Automotive T2</b>										
1 Year ARM	9.750%	75%	10.500%	75%	10.625%	70%	11.375%	70%	12.750%	55%
	9.500%	75%	10.250%	75%	10.500%	65%	11.125%	65%	12.500%	50%
	9.250%	70%	9.990%	70%	10.250%	60%	10.875%	60%	12.250%	45%
2 Year Fixed	10.125%	75%	10.875%	75%	11.125%	70%	11.750%	70%	13.125%	55%
	9.875%	75%	10.625%	75%	10.875%	65%	11.500%	65%	12.875%	50%
	9.625%	70%	10.375%	70%	10.625%	60%	11.250%	60%	12.625%	45%
5 Year Fixed	10.625%	75%	11.625%	75%	12.125%	70%	12.625%	70%	13.750%	55%
	10.375%	75%	11.375%	75%	11.625%	65%	12.125%	65%	13.500%	50%
	10.125%	70%	11.125%	70%	11.375%	60%	11.875%	60%	13.250%	45%
<b>Rooming House/B&amp;B/Campground T3</b>										
1 Year ARM	10.750%	70%	10.875%	65%	11.625%	60%	12.750%	60%		
	10.500%	65%	10.625%	60%	10.990%	55%	11.875%	55%		
	10.250%	60%	10.375%	55%	10.750%	50%	11.625%	50%		
2 Year Fixed	11.125%	70%	11.125%	70%	11.990%	70%	13.125%	70%		
	10.875%	65%	10.875%	65%	11.375%	65%	12.250%	65%		
	10.625%	60%	10.625%	60%	11.125%	60%	11.990%	60%		
5 Year Fixed	11.375%	70%	11.875%	70%	12.500%	70%	13.875%	70%		
	11.125%	65%	11.625%	65%	11.875%	65%	12.990%	65%		
	10.875%	60%	11.375%	60%	11.625%	60%	12.750%	60%		
<b>Special Purpose T4</b>										
1 Year ARM	10.990%	65%	11.500%	60%	11.875%	60%	12.375%	55%		
	10.875%	60%	11.250%	55%	11.375%	55%	11.990%	50%		
	10.625%	55%	10.990%	50%	11.125%	50%	11.750%	45%		
2 Year Fixed	11.375%	65%	11.875%	60%	12.250%	60%	12.750%	55%		
	11.125%	60%	11.625%	55%	11.750%	55%	12.375%	50%		
	10.875%	55%	11.375%	50%	11.500%	50%	12.125%	45%		
5 Year Fixed	11.625%	65%	12.625%	60%	12.750%	60%	13.500%	55%		
	11.500%	60%	12.375%	55%	12.500%	55%	13.125%	50%		
	11.250%	55%	12.125%	50%	12.250%	50%	12.875%	45%		

**Commercial Program Notes**

**Credit Scores**

- A+: Borrower low score is 700+ Co-Borrower middle score 640+
- A: Borrower middle score 680+ Co-Borrower middle score 640+
- A-: Borrower middle score 640+ Co-Borrower middle score 600+
- B: Borrower middle score 600+ Co-Borrower middle score 575+
- C: Borrower middle score 575+

**Other Property Types**

- T-2: Bed & Breakfast, Self-Storage, Automotive Garages
- T-3: Funeral Homes, Rooming House, Marinas w/ocean access
- T-4: Day Care, Hotel/Motel, Campground, Bar/Restaurant  
Car Wash, Marinas w/lake access, others considered.

**Tier 1 & 2 A+ Credit Only Available if:**

- MortgageMac LLC real estate analyst must select the appraiser and conduct an interview with the appraiser prior to ordering
- Completed Checklist must be submitted with the appraisal
- Not Available in Rural Areas

**Other**

- Tax & Insurance Escrows required
- Dry Closings: 48 Hour hold to fund
- \$500-\$1Million: Minimum middle credit score= 600
- \$500 fee paid at closing if borrower declines automatic payment (ACH)
- Environmental insurance required.
- \$1,500 Application Fee to MortgageMac LLC



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**Pricing Alternatives**

- Fixed Rates: Add 1.00% to the 5 Year Fixed Rate

**Subordinate Financing**

- CLTV's to 90%

**Caps**

- 1 Yr. ARM: 2% Annual, 6% Life
- 2/6 Mos. & 5/6 Mos: 2% Initial (1% every 6 Mos. Thereafter) 6% Life
- Life Floor on all loans is equal to the Start Rate

**Margin**

- 100 bps above the current spread between note rate and PRIME
- Minimum margin: 3.00%

**Term**

- .20 Year Amortization: add .25% to rate & margin
- .30 Year Fast Pay Alternative: add .50% to rate & margin

**Debt Service Coverage Ratio**

- 1.20 or greater

**Assumability & Prepayment Information**

- Loans are assumable for 2% upon MortgageMac LLC approval
- .24 Month Lockout & 5% prepayment penalty months 1-60 (15 Yr. Amort)
- .36 Month Lockout & 5% prepayment penalty months 1-72 (20 Yr. Amort)
- Trust, LLC, corporate entity acceptable borrower on all products with personal guarantee
- No Seasoning Program: Min. credit score 600. No more than 1 transfer in past 24 months. Cashout reduce LTV by 10%