

Hood Realty Capital Lender Quote Comparison Chart

LENDER INFORMATION

Lender Name	GE Capital	Prudential	Wells Fargo
Contact Name	Jackie Lender	Robert Lender	Eric Lender
Contact Phone #	415-555-1234	408-555-1234	916-555-1234

LOAN TERMS

Loan Amount	\$10,000,000	\$9,800,000	\$10,100,000
Rate type	Fixed	Fixed	Fixed
Term	10 years	10 years	5 years
Amortization	30 years	30 years	interest only
Spread	145bp	135bp	142bp
Index	10 year treasury	10 year treasury	5 year treasury
Rate	n/a	n/a	n/a
Rate floor	6%	15bp below app rate	none
Rate cap	n/a	n/a	n/a
Accrual method	Actual 360	30/360	Actual 360
Rounding method	none	up to nearest 1/8	none
Minimum DCR	1.25	1.30	1.25
Maximum LTV	75%	75%	75%
Maximum LTC	n/a	n/a	n/a
Recourse	non-recourse	non-recourse	non-recourse
Assumable	1 time only for 1% fee	multiple times for 1% fee	no
Allow secondary financing	no	no	no
Artificial constraints	9.08% loan constant	8.66% loan constant	8.75% loan constant

RATE LOCK TERMS

When	at commitment	at application	at commitment
Separate agreement required	yes if early rate lock	none	yes if early rate lock
Fee	none	none	none
Deposit	1% if early rate lock	included in app deposit	1% if early rate lock
Terms	early rate lock for 60 days	rate locked at application	early rate lock for 45 days

PREPAYMENT TERMS

Type	YM/Defeasance	YM/Defeasance	YM/Defeasance
Lock out term	3 years	3 years	2 years
Free during last	60 days	90 days	60 days
Terms	+10bp for defeasance	+15bp for defeasance	No pricing difference

BORROWER REQUIREMENTS

Entity type	SAE required	TIC approved	SAE required
Retenancing reserve	\$0.50 psf	\$0.35 psf	None
Capital expense reserve	\$ per the engineer report	\$0.20 psf	none
Impounds	tax & insurance	none	none

CLOSING COSTS

Processing fee	\$2,500	\$3,000	\$2,000
Lender fee	\$0	\$0	\$0
Application deposit	\$35,000	included in commitment	\$25,000
Commitment deposit	1%	2%	1%
Other closing costs	normal 3rd party reports	normal 3rd party reports	normal 3rd party reports

OTHER COMMENTS

8% minimum vacancy factor 7% minimum vacancy factor 10% min. vacancy factor