

**Small Business Administration Lending**

**Commercial Real Estate  
Comparison Pricing Summary**

**Prepared For: Darrin Boyd**  
**Property Address: 6809 Corporate Drive**  
**Indianapolis, IN**

**As of Date: April 23, 2014**

<b>Business Development Officer:</b>	John Randall
<b>Phone Number:</b>	317-977-1159
<b>Fax Number:</b>	866-592-8201
<b>Cell Number</b>	317-775-0344
<b>Address:</b>	300 N. Meridan Street, Suite 1600 Indianapolis, IN 46204

*For discussion only*





**John Randall**

Phone Number: 317-977-1159

Cell Number: 317-775-0344

**Loan Type: SBA 7(a)**

**90% LTV Owner Occupied Commercial Real Estate Financing**

<b>Date: 04/23/14</b>			
<b>Property Description: 5,313 Square Foot Commercial Building</b>			
<b>Project Cost</b>			
Project Cost	\$103	per square foot	\$ 549,000
SBA Guarantee Fee		(estimate)	12,970
7(a) Packaging Fee		(estimate)	0
<u>Other Fees: appraisal, environmental, escrow, title</u>			(estimate) 7,000
<b>Total Project Cost</b>			<b>\$ 568,970</b>
<b>Cash Down Payment (10%)</b>			<b>\$ 56,897</b>
<b>Total Loan Amount</b>			<b>\$ 512,073</b>
<b>Loan Details</b>			
SBA 7(a) Loan Amount			\$ 512,073
Loan Rate (estimate)			5.25% Fixed for 25 Years
Loan Term (in years)			25
Monthly Payment			\$ 3,069
Monthly Occupancy Cost (P+I)			\$ 0.58 per square foot
Annual Occupancy Cost (P+I)			\$ 6.93 per square foot

. The above figures are for discussion purposes only and are subject to change. This is not an offer or commitment to lend.  
All credit decisions are subject to credit qualification

Prepared for: Darrin Boyd  
4/23/2014





**John Randall**

Phone Number: 317-977-1159

Cell Number: 317-775-0344

**Loan Type: SBA 504**

**90% LTV Owner Occupied Commercial Real Estate Financing**

<b>Date: 04/23/14</b>				
<b>Property Description: 5,313 Square Foot Commercial Building</b>				
<b>Project Cost</b>				
Project Cost	\$103	per square foot	\$	549,000
CDC Debenture Fee (2.750% total by CDC)			(estimate)	6,039
CDC Origination Fee			(estimate)	1,250
Bank Loan Fee (.500% approx)			(estimate)	1,402
<u>Other Fees: appraisal, environment, escrow, title, legal</u>			(estimate)	9,000
<b>Total Project Cost</b>			<b>\$</b>	<b>566,691</b>
<b>Cash Down Payment (10%)</b>			<b>\$</b>	<b>56,669</b>
<b>Total Loan Amount (includes 1st &amp; 2nd mortgage)</b>			<b>\$</b>	<b>510,022</b>
<b>Loan Details</b>	<b>WFSBA</b>	<b>SBA 504</b>	<b>Combined</b>	
	<b>1st Mortgage</b>	<b>2nd Mortgage</b>	<b>Loans</b>	
Loan Amount	279,990	230,031	<b>\$</b>	<b>510,022</b>
Loan Rate	4.25%	5.19%		<b>4.67%</b> WFSBA loan reprices every 5 years
Loan Term (in years)	20	20		
Amortization Term (in years)	20	20		
Monthly Payment	1,734	1,542	<b>\$</b>	<b>3,276</b>
Monthly Occupancy Cost (P+I)			\$	0.62 per square foot
Annual Occupancy Cost (P+I)			\$	7.40 per square foot

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4/23/2014





# Wells Fargo Bank, N.A. -- SBA Lending

**John Randall**

Phone Number: 317-977-1159

Cell Number: 317-775-0344

**Loan Type: Conventional Loan****Up to 75% financing on owner-occupied Commercial Real Estate**

<b>Date: 04/23/14</b>			
<b>Property Description: 5,313 Square Foot Commercial Building</b>			
<b>Project Cost</b>			
Project Cost	\$103 per square foot	\$	549,000
Bank Loan Fee (.000%)	(estimate)		0
<u>Other Fees: appraisal, environmental, escrow, title</u>	(estimate)		7,000
<b>Total Project Cost</b>		<b>\$</b>	<b>556,000</b>
<b>Cash Down Payment (25%)</b>		<b>\$</b>	<b>144,250</b>
<b>Total Loan Amount</b>		<b>\$</b>	<b>411,750</b>
<b>Loan Details</b>			
Loan Amount		\$	411,750
Loan Rate (estimate)			4.50% Fixed rate
Loan Term (in years)			5
Amortization Term (in years)			20
Monthly Payment		\$	2,605
Monthly Occupancy Cost (P+I)		\$	0.49 per square foot
Annual Occupancy Cost (P+I)		\$	5.88 per square foot

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 4/23/2014

Together we'll go far



## Wells Fargo Bank, N.A. -- SBA Lending

### John Randall

Phone Number: 317-977-1159

Cell Number: 317-775-0344

### SBA 7A vs. SBA 504 Comparison vs. Conventional Fixed

SBA 7(a) loan scenario (90% Loan to Value)	SBA 504 loan scenario (90% Loan to Value)	Conventional fixed rate loan scenario (75% Loan to Value)
Property Cost: \$549,000	Property Cost: \$549,000	Property Cost: \$549,000
Loan amount: \$512,073	Wells Fargo 1st Mortgage: \$279,990 CDC 2nd Mortgage: \$230,031	Loan amount: \$411,750
Due In: 25 yrs	Amortized (WF 1st Mtg): 20 yrs Amortized (CDC 2nd Mtg): 20 yrs	Amortized over: 20 yrs Due In: 5 yrs
SBA 7(a) interest rate:* 5.25% *25 year fixed rate	Interest Rate (WF 1st Mtg):** 4.25% Interest Rate (CDC 2nd Mtg): 5.19% Blended interest rate: 4.67%	5 year fixed interest rate: 4.50%
<b>Monthly payment: \$3,069</b>	<b>Monthly payment: \$3,276</b>	<b>Monthly payment: \$2,605</b>
Out of Pocket Portion of Total Cost	Out of Pocket Portion of Total Cost	Out of Pocket Portion of Total Cost
<b>Property Down Payment: (10%) \$54,900</b>	<b>Property Down Payment: (10%) \$54,900</b>	<b>Property Down Payment: (25%) \$137,250</b>
<b>SBA 7(a) Related Fees:</b> Guaranty Fee \$1,297 Packaging Fee \$0	<b>Wells Fargo &amp; SBA Related Fees:</b> CDC Fees (2nd mtg) \$729 Wells Fargo Fee (1st mtg) \$140	<b>Wells Fargo Related Fees:</b> Wells Fargo Loan Fee \$0
<b>Third Party Related Fees: \$700</b>	<b>Third Party Related Fees: \$900</b>	<b>Third Party Related Fees: \$7,000</b>
<b>Total Cash Out of Pocket \$56,897</b>	<b>Total Cash Out of Pocket \$56,669</b>	<b>Total Cash Out of Pocket \$144,250</b>

\*\* Reprices every 5 years

#### SBA 7(a) Loan Specifics:

As little as 10% down payment  
25 Year amortization/term  
No balloon payment  
Very limited prepayment penalty  
Most loans close in 30 - 45 days  
Working Capital, Equipment, & Fees can be financed  
MUCH simpler process - 1 lender vs. 2  
Temporary Collateral May be Required  
Fixed and Floating Rate Options  
No Covenants, No Monitoring  
Also available: 5 yr rate lock at 4.25%,  
10 yr rate lock at 4.95%

#### SBA 504 Loan Specifics:

As little as 10% down payment  
Fixed and Floating Rate Options  
Temporary Collateral May be Required  
Prepayment penalties apply  
Most loans close in 60 - 90 days  
Fees can be financed if covered by Appraisal  
Two Loan Closings  
Rate not fixed till after closing  
  
Also available on 1st Loan:  
20 year fixed at 5.50%  
30 year amort with 10 year maturity at 5.49%

#### Conventional Loan Specifics:

At least 25% Down Payment  
Fixed and Floating Rate Options  
Balloon payment options available  
Prepayment Penalties Apply  
Most loans close in 30 - 45 days  
One loan closing  
Covenants/Monitoring Apply

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