

LIFE COMPANIES & PENSION FUNDS

Multiple lending sources offer flexible financing solutions for the acquisition or refinance of multifamily and commercial properties. Some life companies can offer quick execution (30-45 days) for time-sensitive acquisitions or other transactions. No ongoing escrows typically required except for real estate taxes.

ASSET CLASSES	<ul style="list-style-type: none"> • Multifamily • Industrial & Warehouse Distribution Facilities • Retail Space • Office Space • Healthcare & Medical Facilities • Hospitality • Manufactured Housing (MHP) • Parking Garages • Self-Storage Facilities • Single-Tenant and Owner-Occupied • Credit Tenant Leases
LOAN SIZE	\$2 to \$100 million
LOAN TERMS	5-25 years. Loan Terms beyond 10 years are usually self-amortizing such as a 15/15 or a 20 year lease that matches up to the loan term.
MAXIMUM AMORTIZATION	25-30 years
PREPAYMENT PROVISIONS	Typically yield maintenance with no penalty in the last 90 days. Fixed prepayment structures are also available depending on the lender.
ESCROWS	Life Companies do not require funded escrows for replacement reserves and/or rollover reserves unless recommended by the property condition report. Although these line items may be captured in the underwriting, they are typically not funded into an escrow account, as is the case with other financing sources.
RECOURSE REQUIREMENTS	Non-recourse except for standard carveouts. Single Purpose Entity required.
PRICING	<ul style="list-style-type: none"> • Risk-based pricing on individual loan basis • Basis point spread over "off-the-run" U.S. Treasuries used for fixed-rate loans • 30/360 calculation
EARLY RATE LOCK	Locked at application with refundable good faith deposit. Forward rate locks available with many lenders: <ol style="list-style-type: none"> 1. Up to 3 months with no premium on rate 2. Up to 12 months with additional rate premium
APPLICATION FEE	\$3,000 - \$10,000, depending on lender
THIRD PARTY REPORT DEPOSIT	Depends on timing for loan closing as to whether a deposit is required. Third party vendors are paid at closing
ORIGINATION FEE	Generally 1% of the loan amount