

Full-Doc Pricing Sheet

Effective Date 06/01/2010



FAIRWAY AMERICA

Multi-Use Properties - Owner Occupied or Investor - Par Pricing				
	Adjustment Frequency	Multi-Use Properties—Owner-User	Multi-Use Properties—Investor	All Special Use Properties
WSJ Prime	Quarterly	6.0%	6.0%	6.0%
1 Year Libor	Annually	6.0%	6.0%	6.0%
3 Year Swap	Every 3 Years	6.25%	6.25%	6.25%
5 Year Swap	Every 5 years	6.5%	6.5%	6.5%

Prepayment Penalty
Declining 5%, 4, 3, 2, 1%

Amortization
25/25 Years

Loan Fee
0%

Special Purpose Properties

Special purpose and hotel/motel properties require 0.25% increase to pricing spreads

Non-Eligible Properties

Ground Leases, Non-Profits, Residential, Mobile Home or RV Parks, Gas Stations, Churches, Car Wash, or any Start-Ups.

Miscellaneous

- First lien positions on commercial real estate only; loan amounts up to \$6 million; \$5 million Multi-Family; \$4 million Hotel/Motel.
- Minimum DSC ratio of 1.20x for last FYE on all existing and proposed debt.

Application Checklist:

*If business or property is new and 3 years of 1040s are unavailable, please supply what is available.

Owner Occupied Real Estate

- 3 years of tax returns on borrower(s)*
- 3 years of tax returns on borrower's business
- Personal financial statement/application
- Most recent appraisal/environmental (if available)
- Rent roll and leases if investor or multi-family

Loan-to-Value Maximums

- General Purpose properties (office, warehouse, industrial, retail, medical office, mixed use) up to 75% LTV.
- Single Purpose properties (hotels, restaurants, auto repair, assisted living, etc.) up to 65% LTV.

Fixed Terms

- 5 Year Term is fixed for the term; adjusts every 5 years based on FHLB

Credit Scores

Multi-Use Properties 5-year Fixed: min 600 credit score
All other programs: min 650 credit score

866.839.6583

www.fairwayamerica.com

All rates, programs and pricing adjustments are subject to change at any time and without prior notice. This rate sheet is for use by real estate and mortgage lending professionals only and is not an advertisement under section 226.24 of Regulation Z, and is not intended for use by the general public.



FAIRWAY AMERICA

LOAN REQUEST FORM

Fax the following to Fairway:
• LOAN APPLICATION and/or 1003
• CREDIT REPORT
• APPRAISAL (if any)
• LOAN REQUEST FORM
Fax: 503-906-9101
or call 503-906-9100

SOURCE

Form section for SOURCE containing fields: BROKER COMPANY NAME, PHONE, FAX, CONTACT, EMAIL ADDRESS, LICENSE TYPE (BROKER, LENDER).

ADMINISTRATION

Form section for ADMINISTRATION containing fields: FAIRWAY ACCOUNT EXECUTIVE, SUBMISSION DATE.

BORROWER(S)

Form section for BORROWER(S) containing fields: NAME, NAME #2, GUARANTOR, GUARANTOR #2, CREDIT SCORES, BORROWER STATUS (INDIVIDUAL, PARTNERSHIP, CORPORATION/LLC, OTHER).

PROPERTY

Form section for PROPERTY containing fields: ADDRESS, CITY, STATE, ZIP.

COMMERCIAL PROPERTY TYPE

- Checkboxes for TIER 1 (MULTIFAMILY, MIXED-USE), TIER 2 (RETAIL, OFFICE, WAREHOUSE, SELF-STORAGE, MOBILE HOME PARK), TIER 3 (MANUFACTURING, HOTEL/MOTEL, RV PARK), and various other property types like BAR/TAVERN, RESTAURANT, CHURCH/RELIGIOUS FACILITY, etc.

Form section for COMMERCIAL PROPERTY TYPE containing fields: # UNITS, OCCUPANCY %, OWNER OCCUPANCY %, ADDITIONAL COMMENTS.

Form section for OCCUPANCY containing fields: BUSINESS OWNER, BUSINESS INVESTMENT, PRIMARY RESIDENCE, BORROWER RESIDES IN PROPERTY (YES/NO).

PROPOSED LOAN TRANSACTION

Form section for PROPOSED LOAN TRANSACTION containing fields: LOAN PROGRAM (1 YEAR, 2 YEAR, 5 YEAR), PURPOSE (PURCHASE, REFINANCE, CASH-OUT REFINANCE).

Form section for PROPOSED LOAN TRANSACTION containing fields: PROPERTY VALUE/PURCHASE PRICE, VALUE SOURCE (APPRAISAL, SALES PRICE, ESTIMATE), APPRAISAL DATE.

Form section for PROPOSED LOAN TRANSACTION containing fields: LOAN AMOUNT, LTV, CLTV, SOURCE OF 2ND, GIFTS.

Form section for PROPOSED LOAN TRANSACTION containing fields: ORIGINAL COST (REFI), USE OF FUNDS, CLOSING COSTS, PAY OFF TAXES, CASH OUT PURPOSE, PAY OFF MORT, CASH OUT.

Form section for PROPOSED LOAN TRANSACTION containing fields: RATE, TERM (IO OR AMORTIZED), BROKER POINTS.

PLEASE CONSULT OUR FAIRWAY LOAN OFFICER REGARDING PREPAYMENT PENALTIES AND BUY-OUT COSTS THAT APPLY BASED ON THE TERM OF LOAN

Form section for COMMENTS.

The broker must disclose any ownership interest maintained in any service provider as well as any other conflict of interest that pertaining to this transaction.

BROKER SIGNATURE _____