

6140 28th Street SE, Suite 215 | Grand Rapids, MI 49546 | Phone (616) 957-4777 Fax: (616) 957-4776



Change, Diversity and Interest Rates

Change:

The more things change the more core principles remain the same. The last few months have seen a fundamental change to the way we live our lives, interact with people, do business and socialize. Who could have predicted these changes? In the commercial mortgage market some principles remain unchanged. These include good long-term pricing, structure, variety of options, flexibility and certainty of delivery.

Diversity:

At Greemann Capital we are proud to offer our clients a variety of commercial mortgage loan options to consider to best meet the clients mortgage finance options. These include:

- Sources: Life Insurance Companies, Agencies, and CMBS
- Type of Loan: long term fixed, long term adjustable, bridge, mezz, participating, construction perm for preleased commercial properties
- Property Type: Multi-family, industrial, office, retail, mobile home, self-storage, hospitality, single tenant, multi tenant
- User: Investment, owner occupied, owner related occupied
- Location: Nationwide Tier 1, 2, and 3 cities, CBD, suburban, and rural
- Recourse: Non-recourse, recourse, carve out only, springing recourse

Interest Rates:

- Range from high 2%'s to mid 4%'s depending on the transaction.
- Lower range for \$10M+ deal size, investment grade credit, low leverage multi-family and 7-10 year term deals.
- Mid range on a deal by deal basis for quality real estate transactions with great credit and real estate fundamentals.
- Higher range for smaller transactions and longer terms (to 20-30 year fixed).
- Lenders are currently quoting either rates or spreads with floors as opposed to just spreads.

We will maintain our core principles and stand ready to discuss your long term commercial mortgage needs that you may have in 2020. How may we help you?

Harvey Greemann (616) 974-0250 harvey@greemanncapital.com

Ben Greemann (616) 974-0245 ben@greemanncapital.com

Bob Genzink (616) 974-0248 bob@greemanncapital.com

