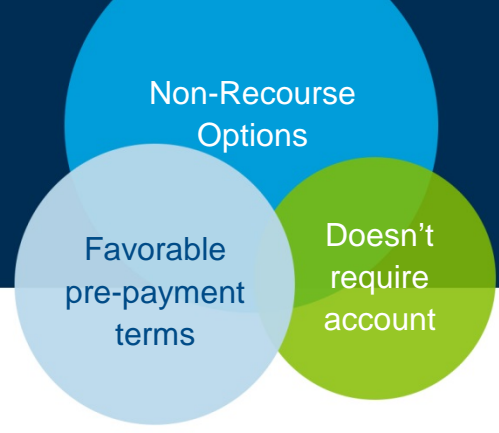


Community Retail Overview

Alliant Credit Union's commercial real estate team is ready to help your clients who are looking to invest in neighborhood retail real estate. As the capital source, we can be more flexible and responsive, offering par pricing for mortgage bankers.



Characteristics	Multi-tenanted retail centers with limited internet exposure and no tenant representing more than 35% of income
Markets	<ul style="list-style-type: none"> • Nationwide Footprint • Primary and Secondary • Close proximity to dense residential neighborhoods
Loan Amounts	\$7.5MM to \$25MM preferred
Products	5, 7, 10 year, fixed
Amortization	Up to 25 year maximum
Loan to Value	Up to 75%
Debt Coverage Ratio	1.25x minimum
Processing Fee	Typically \$4,500
Rate Lock	60-day lock at application accompanied by a 1% deposit
Yield Maintenance	3%, 2%, 1%, 0% thereafter
Interest Rate	Risk based pricing varying with LTV, DCR, Market, and Sponsor
100% Recourse	if LTV >65% or net worth is below 2x loan amount
50% Recourse	if the LTV is between 50%–65%
Non-Recourse	if the LTV is <50%
Tax Escrows	Required
Ti/LC & Cap Ex Escrow	Required for non-recourse loans, structured or waived based on tenant rollover in conjunction with recourse
Ownership:	<ul style="list-style-type: none"> • Single asset entities preferred • Deposit Relationship Not Required



To get started, send me:

- Property info with photo
- Current rent roll
- Income/expense statement
- Guarantor bio
- PFS – credit of borrower
- Existing debt
- Purchase price

Your Alliant Professional:

Paul Letourneau
Manager, Originations

Office phone:
 773-462-3832

Email:
 CRELoanOfficers@alliantcreditunion.com