



Marques Commercial Capital is a nationwide lender, specializing in financing investment properties. Your clients deserve better options:

Fixed Rate	3 Year	8 year	3 Year	8 year	3 Year	8 year
Property Type	Non-Owner Occupied SFR, Condo, 2-4 Unit		5+ Unit Multifamily & Mixed-Use		Office, Retail, Warehouse, Self-Storage, Automotive Service (no gas stations)	
Loan To Value	Max 75% *	Max 75% *	Max 75% *	Max 75% *	Max 70%	Max 70%
FICO ≥ 750	8.24%	8.99%	8.49%	9.24%	8.99%	9.74%
FICO 700-749	8.74%	9.49%	8.87%	9.62%	9.37%	10.12%
FICO < 700	9.24%	9.99%	9.37%	10.12%	9.87%	10.62%

\*\*\* Add 25 BPS to the above rates for all refinance transactions

<b>General Guidelines</b>	<b>Purpose</b>	Purchase, Rate-Term Refinance, Cash-Out Refinance
	<b>Loan Amounts</b>	\$75k - \$5MM (Investor 1-unit max loan amount- \$1.5MM) (Investor 2-4 max loan amount- \$2MM) (Min loan amount on Traditional 1&2- \$100k)
	<b>Term</b>	30 year term (Loans fixed for first 3 yrs or 8 yrs)
	<b>Amortization</b>	30 year fully amortized loan
	<b>Credit Score</b>	650 Minimum (mid FICO)
	<b>Index / Margin / Cap</b>	WSJ Prime + 5%. Rate Caps = 2/1/6
	<b>Prepayment Penalty(s)</b>	Investor 1-4: 3 yr fixed= 3%, 3%, 3%, or 8 yr fixed = 3%,3%,3%,3%,3%
	<b>(Minimum Prepay on all loans = 1 yr)</b>	Traditional: 3 yr fixed= 5%, 5%, 5%, or 8 yr fixed = 5%,5%,5%,5%,5% 1-6 residential units in NJ = no prepay, add 1% to rate 1-4 residential units in NM = no prepay, add 1% to rate
	<b>Rate Buydown</b>	1 pt. fee = .50% rate reduction (Maximum 1%)   Minimum Rate 6.75%
	<b>Origination Fees</b>	3%
<b>Prepayment Buydown(s)</b>	For each year of buydown add 1% to start rate OR 1% in fee	
<b>Underwriting Guidelines</b>	<b>Lending</b>	Locations Nationwide (Ineligible locations contact your loan officer for details)
	<b>1st Time Buyer, Investor</b>	Reduce maximum LTV by 5% (Ineligible for Investor 1-unit)
	<b>Income Verification</b>	Simple Documentation
	<b>Asset verification</b>	3 Mo. source & seasoning. No seasoning reduce max LTV by 5%
	<b>Appraisal Process &amp; Fee</b>	Case by case
	<b>Impounds</b>	Required for property taxes & insurance.
	<b>Foreign Investor</b>	50% maximum LTV
	<b>Loans &lt; \$250K</b>	add 50 BPS to the above mentioned rate (Traditional 1 & 2 Only)
	<b>Rate Add-ons</b>	add 25 BPS to Investor 1-4 rates for the following states: NY, PA, CT, NJ, FL add 25 BPS for all refinance transactions
	<b>Investor 1-4</b>	75% Max LTV on purchase only with 700+ mid FICO Investor 1-4 loans ≥ \$1MM = 70% max LTV
<b>CLTV</b>	80% Maximum CLTV	

\*Streamlined Closing for Our Fast 50 Program  
\*\*See Licensing Matrix for Broker Requirements

Matrix Date 7/17/17

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