



3SG Marketplace ~ Regen & Planned Communities *CRE Purchases, Refinancing, Development, Rehabilitation*

Commercial Real Estate Mortgage Program ~ Loans from \$250,000 to \$15,000,000+

3SG's Commercial Real Estate Mortgage Program, "Regen", was developed exclusively for the Buffalo Niagara market. For every cookie-cutter commercial space built in the last couple decades, our region is loaded with historical and architectural treasures just waiting for a heavy dose of reinvestment, re-use, refurbishment ~ *regeneration*.

The following guidelines have been developed to assist the borrower understand the criteria to be met for each and every preliminary review request for a commercial real estate mortgage consideration. 3SG may not submit your package to the 3SG Marketplace until all criteria have been properly satisfied.

Supporting Documentation and Information Needed:

- Executive Summary or Description of the Project
- Proposed Loan Terms & Parameters
- Estimated Value of Real Estate with Supporting Evidence (e.g. previous appraisal no older than 90 days)
- Resume of Borrowing Entity and/or Principal(s)
- Loan Request & Allocation of Proceeds
- Credit Score (preferably 3-bureau report within last 30 days)
- Current Financial Statement (last month-end)
- Income (P&L) Statement (2009 YTD + 2007-2008)
- Financial Projections and/or Pro Forma
- Historical Rent Roll (2009 YTD + 2007-2008) or Lease Agreements
- Color Photos of Subject or Development Plans, Sketches, Renderings

General Borrower Viability Guidelines:

- Borrowing entity net worth should be equal to the loan amount requested
- Borrowing entity should be able to demonstrate 20-30% equity in project (hard costs only)
- Borrowing entity should have 20-30% cash liquidity of total project (cash, stocks, bonds, grants, tax or historical credits etc)
- LTV Ratio Average 70-75%

3SG Preliminary Review Process

- Please email all supporting documentation and information to broker@threestonegroup.com
- Upon receipt 3SG will initialize review and respond within 1-2 business days
- Large amounts of data (e.g. appraisals) typically take 3 business days to review
- After review 3SG will make personal contact with the supporting party and indicate next steps



Rates and Terms subject to change.

This is not a commitment to lend. This is not a guarantee to provide financing

Last Updated February 2009

Questions? Call us at 716.608.8877

www.threestonegroup.com