

CMBS Lending Fixed Rate Loan Program

GREYSTONE

Description

Non-recourse, assumable fixed rate financing for the acquisition or refinance of stabilized multifamily, retail, office, hotel, industrial, and self storage properties

Amount

Minimum \$3,000,000 for multifamily, \$7,000,000 for all other asset classes

Terms

5-10 year term; interest only periods up to full term are available

Loan to Value Maximum

75% of appraised value or purchase price constrained by Minimum Debt Yield

Coverage Minimum

1.25x DSCR

Minimum Debt Yield

7% for multifamily; 8.5% for office, retail, industrial, and self-storage; 10.5% for hotels

Minimum Occupancy

85% (physical) 80% (economic)

Borrower

Domestic single asset borrowing entity is required. Foreign sponsors may be financeable

Interest Rate

Risk-based pricing, varying with Debt Yield, amortization, LTV, DSCR, market and sponsor

Prepayment Terms

Defeasance with a lockout period of 24 months from securitization. Yield maintenance may be used in certain circumstances

Third Party Reports

MAI Appraisal, Property Condition Report and Environmental Phase I Assessment are required; Seismic Reports are required for properties in Seismic Zones 3 and 4

Reserves

Tax and Insurance escrows are required; Immediate Repair and Replacement escrows are required based on engineer's Property Condition Report. Office and retail may require rollover reserves.

Application Fee

\$45,000 covers third party, legal and out of pocket expenses

Origination Fee

Negotiable

Timing

28 - 60 days from application to funding; dependent on third party report timing and borrower's submission of due diligence

Rate Lock

Typically, rate lock occurs on or a few days prior to the closing date

Assumability

Loan is assumable, subject to lender approval of proposed replacement borrower; Fees include 1% assumption fee and Lender's reasonable out-of-pocket expenses