

Below please find the Commercial Mortgage / Business Capital Lead Flow Report for April.

What you see below is the total referral (Lead) volume (3,571) broken down by loan amount ranges, ltv, property type and loan type.

These opportunities were cherry picked by **just 72** broker / commercial lenders to maintain **exclusivity** however the volume has picked up considerably due to pending maturities.

We look forward to working with you.

**CREF Marketing**

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## **April: -2020: COMMERCIAL LEAD REPORT**

### **Gross Commercial Lead Downloads by Loan Amount**

Based on all Commercial Leads downloaded during the time period

<b>Loan Amount</b>	<b>Gross Downloads</b>	<b>Percentage</b>
Less than \$100,000	0	0.00%
\$100,000 - \$499,999	389	10.90%
\$500,000 - \$999,999	423	11.80%
\$1,000,000 - \$1,999,999	762	21.30%
\$2,000,000 - \$4,999,999	897	25.10%
\$5,000,000 - \$9,999,999	613	17.20%
\$10,000,000 - \$19,999,999	298	8.40%
\$20,000,000 - \$49,999,999	111	3.10%
\$50,000,000 - \$99,999,999	54	1.50%
More than \$100,000,000	24	0.70%
<b>Totals</b>	<b>3,571</b>	<b>100.00%</b>

## Gross Commercial Lead Downloads by LTV

Based on all Commercial Leads downloaded during the time period

LTV	Gross Downloads	Percentage
Less than 50%	718	20.10%
50% - 59%	978	23.40%
60% - 69%	854	21.90%
70% - 79%	663	18.60%
80% - 89%	184	9.20%
90% - 99%	101	4.80%
100%+	73	3.00%
<b>Totals</b>	<b>3,571</b>	<b>100.00%</b>

## Gross Commercial Lead Downloads by Property Type

Based on all Commercial Leads downloaded during the time period

Property Type	Gross Downloads	Percentage
Apartment / Multi Family	941	26.40%
Office	732	20.50%
Retail	614	17.20%
Hotel / Motel	376	10.50%
Strip Mall / Mixed Use	332	9.30%
Restaurant	128	3.60%
Gas Station / Repair	125	3.50%
Industrial	114	3.20%
Warehouse	79	2.20%
Church / Synagogue	68	1.90%
Mobile Park	62	1.70%
<b>Totals</b>	<b>3,571</b>	<b>100.00%</b>

## Gross Commercial Lead Downloads by Loan Type

Based on all Commercial Leads downloaded during the time period

Type	Gross Downloads	Percentage
Acquisition / Purchase	1088	30.50%
Refinance	1476	41.30%
Construction	412	11.50%
Hard Money / Bridge	378	10.60%
SBA	217	6.10%
<b>Totals</b>	<b>3,571</b>	<b>100.00%</b>