

DECEMBER 2019 - CRE MORTGAGE LOAN REQUEST GROWTH CONTINUES:

Below Please Find December's Commercial Lead Report broken down by Loan Amount Range, Loan Type, LTV, Property Type. **Lead Volume Rose** to (2,981 Verified CRE loan requests) Representing a Greater Than 41% Increase Year over Year.

Gross Commercial Lead Downloads by Loan Amount

Loan Amount	Gross Downloads	Percentage
Less than \$100,000	0	0.00%
\$100,000 - \$499,999	318	10.60%
\$500,000 - \$999,999	351	11.80%
\$1,000,000 - \$1,999,999	638	21.50%
\$2,000,000 - \$4,999,999	767	25.80%
\$5,000,000 - \$9,999,999	483	16.30%
\$10,000,000 - \$19,999,999	255	8.60%
\$20,000,000 - \$49,999,999	91	3.00%
\$50,000,000 - \$99,999,999	44	1.50%
More than \$100,000,000	28	0.90%
Totals	2,981	100.00%

Gross Commercial Lead Downloads by LTV

LTV	Gross Downloads	Percentage
Less than 50%	535	17.80%
50% - 59%	793	26.60%
60% - 69%	687	23.20%
70% - 79%	589	19.80%
80% - 89%	184	6.30%
90% - 99%	111	3.70%
100%+	76	2.60%
Totals	2,981	100.00%

Gross Commercial Lead Downloads by Property Type

Property Type	Gross Downloads	Percentage
Apartment / Multi Family	771	25.90%
Office	604	20.30%
Retail	495	16.60%
Hotel / Motel	344	11.60%
Strip Mall / Mixed Use	274	9.20%
Restaurant	123	4.10%
Gas Station / Repair	113	3.80%
Industrial	83	2.80%
Warehouse	68	2.30%
Church / Synagogue	59	2.00%
Mobile Park	41	1.40%
Totals	2,981	100.00%

Gross Commercial Lead Downloads by Loan Type

Type	Gross Downloads	Percentage
Acquisition / Purchase	989	33.20%
Refinance	1127	37.80%
SBA	378	12.70%
Hard Money / Bridge	289	9.70%
Construction	192	6.50%
Totals	2,981	100.00%

Our Exclusive Commercial Lead Program Offers You The Following:

- EXCLUSIVE - Commercial Leads
- REFERRED - Not Internet Generated
- FREE Filters – Set As Needed – Change Any Time
- RETURN - For No Answer or If Borrower Signs With Another
- VERIFIED - Before Being Loaded
- NO CONTRACTS - Renew as Needed
- NO FEES - Keep 100% of Your Commission
- GUARANTEED - 2 Deals Closed or Your Money Back!

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