

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

What you see below is the total referral (Lead) volume (3,712) 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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February 2020 – COMMERCIAL MORTGAGE LEAD REPORT

Gross Commercial Lead Downloads by Loan Amount

Based on all Commercial Leads downloaded during the time period

Loan Amount	Gross Downloads	Percentage
Less than \$100,000	0	0.00%
\$100,000 - \$499,999	395	10.60%
\$500,000 - \$999,999	486	11.80%
\$1,000,000 - \$1,999,999	743	21.50%
\$2,000,000 - \$4,999,999	897	25.80%
\$5,000,000 - \$9,999,999	588	16.30%
\$10,000,000 - \$19,999,999	370	8.60%
\$20,000,000 - \$49,999,999	130	3.00%
\$50,000,000 - \$99,999,999	64	1.50%
More than \$100,000,000	39	0.90%
Totals	3,712	100.00%

Gross Commercial Lead Downloads by LTV

Based on all Commercial Leads downloaded during the time period

LTV	Gross Downloads	Percentage
Less than 50%	740	17.80%
50% - 59%	1050	26.60%
60% - 69%	792	23.20%
70% - 79%	689	19.80%
80% - 89%	254	6.30%
90% - 99%	111	3.70%
100%+	76	2.60%
Totals	3,712	100.00%

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	981	25.90%
Office	824	20.30%
Retail	595	16.60%
Hotel / Motel	394	11.60%
Strip Mall / Mixed Use	314	9.20%
Restaurant	153	4.10%
Gas Station / Repair	123	3.80%
Industrial	112	2.80%
Warehouse	88	2.30%
Church / Synagogue	79	2.00%
Mobile Park	49	1.40%
Totals	3,712	100.00%

Gross Commercial Lead Downloads by Loan Type

Based on all Commercial Leads downloaded during the time period

Type	Gross Downloads	Percentage
Acquisition / Purchase	1189	33.20%
Refinance	1527	42.90%
SBA	428	11.00%
Construction	292	6.50%
Hard Money / Bridge	276	6.40%
Totals	3,712	100.00%