

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

What you see below is the total referral (Lead) volume (3,697) broken down by loan amount ranges, ltv, property type and loan type.

These opportunities were cherry picked by **just 68** broker / commercial lenders to maintain **exclusivity** however the volume has picked up considerably due to pending maturities.

We look forward to working with you.

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JANUARY 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	388	10.50%
\$500,000 - \$999,999	426	11.52%
\$1,000,000 - \$1,999,999	798	21.59%
\$2,000,000 - \$4,999,999	916	24.78%
\$5,000,000 - \$9,999,999	629	17.01%
\$10,000,000 - \$19,999,999	330	8.93%
\$20,000,000 - \$49,999,999	128	3.46%
\$50,000,000 - \$99,999,999	54	1.45%
More than \$100,000,000	28	0.76%
Totals	3,697	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%	748	20.23%
50% - 59%	979	26.49%
60% - 69%	883	23.88%
70% - 79%	698	18.88%
80% - 89%	201	5.44%
90% - 99%	108	2.92%
100%+	80	2.16%
Totals	3,697	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	974	26.35%
Office	769	20.79%
Retail	637	17.23%
Hotel / Motel	384	10.39%
Strip Mall / Mixed Use	353	9.55%
Restaurant	131	3.54%
Gas Station / Repair	123	3.33%
Industrial	113	3.06%
Warehouse	81	2.19%
Church / Synagogue	69	1.87%
Mobile Park	63	1.70%
Totals	3,697	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	1158	30.40%
Refinance	1553	42.30%
SBA	435	11.30%
Hard Money / Bridge	345	10.20%
Cash / ABL / Biz Capital	206	5.80%
Totals	3,697	100.00%