

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

The total referral (Lead) volume (3,344) is broken down by loan amount ranges, ltv, property type and loan types and was cherry picked by just 72 broker / commercial lenders to maintain exclusivity. We look forward to working with you.

CREF Marketing

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MARCH 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	11.81%
\$500,000 - \$999,999	436	13.03%
\$1,000,000 - \$1,999,999	696	20.83%
\$2,000,000 - \$4,999,999	749	22.42%
\$5,000,000 - \$9,999,999	543	16.23%
\$10,000,000 - \$19,999,999	329	9.83%
\$20,000,000 - \$49,999,999	83	2.48%
\$50,000,000 - \$99,999,999	69	2.06%
More than \$100,000,000	44	1.31%
Totals	3,344	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%	645	19.28%
50% - 59%	959	28.69%
60% - 69%	721	21.58%
70% - 79%	634	18.95%
80% - 89%	198	5.92%
90% - 99%	111	3.31%
100%+	76	2.27%
Totals	3,344	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	824	24.64%
Office	681	20.36%
Retail	521	15.58%
Hotel / Motel	372	11.14%
Strip Mall / Mixed Use	287	8.59%
Restaurant	179	5.36%
Gas Station / Repair	155	4.63%
Industrial	123	3.67%
Warehouse	92	2.75%
Church / Synagogue	79	2.36%
Mobile Park	31	0.92%
Totals	3,344	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	757	22.70%
Refinance	1580	47.24%
SBA	423	12.64%
Hard Money / Bridge	356	10.64%
SBA	227	6.78%
Totals	3,344	100.00%