

## Below please find the Commercial Lead Flow Report for May

What you see below is the total referral (Lead) volume (3,253) 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**

Business Development Team

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## May 2020: Commercial 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	358	11.00%
\$500,000 - \$999,999	386	11.90%
\$1,000,000 - \$1,999,999	723	22.23%
\$2,000,000 - \$4,999,999	827	25.42%
\$5,000,000 - \$9,999,999	513	15.76%
\$10,000,000 - \$19,999,999	278	8.54%
\$20,000,000 - \$49,999,999	98	3.01%
\$50,000,000 - \$99,999,999	47	1.44%
More than \$100,000,000	23	0.70%
<b>Totals</b>	<b>3,253</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%	591	17.80%
50% - 59%	842	26.60%
60% - 69%	772	23.20%
70% - 79%	646	19.80%
80% - 89%	201	6.30%
90% - 99%	119	3.70%
100%+	82	2.60%
<b>Totals</b>	<b>3,253</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	845	25.98%
Office	657	20.21%
Retail	552	16.97%
Hotel / Motel	365	11.22%
Strip Mall / Mixed Use	306	9.40%
Restaurant	131	4.02%
Gas Station / Repair	122	3.75%
Industrial	94	2.89%
Warehouse	73	2.24%
Church / Synagogue	62	1.91%
Mobile Park	46	1.41%
<b>Totals</b>	<b>3,253</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	1064	32.71%
Refinance	1382	42.47%
Refinance / Cash Out	372	11.44%
Construction	211	6.49%
Hard Money / Bridge	224	6.89%
<b>Totals</b>	<b>3,253</b>	<b>100.00%</b>

**COVID NOTE:** The Higher LTV Requests Were Downloaded as “Modification” Opportunities.

The Mod Program Offers 100% Turnkey Scenario – Training PowerPoint, Docs, Forms, Agreements, Spread Sheets and Support.