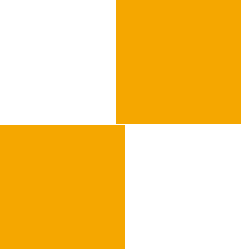
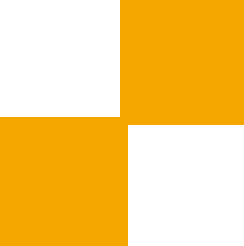
# FirstSecurity

CRE - Credit memorandum

Created on : {{createdOn}}

Prepared by: {{loanGenericDetails.loanAnalyst}}

Loan/Borrower Details

**LOAN REQUEST**

Borrowers(s): Project Name: Property Type: Credit Analyst: Credit Officer : Date :

Loan Amount :

{{loanGenericDetails.borrower}}

<projectName - Json field>

<propertyType - Json field>

<loanAnalyst>

<loanOfficer>

<date>

<loanAmount>

**SPECIFIC LOAN PURPOSE**

<specificLoanPurpose-json field> Max 250 chars text value

Loan Amortization <loanAmortization- Json

**TERMS**

(months): Balloon Term: Interest Rate:

field>

<balloonTerm- Json field>

<interestRate- Json field>

Proposed Monthly <proposedPayment>

Payment:

Fees: Other:

<fee>

<Spaces>

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    "image-props": {
        "alt-text": "sample img"
    }
}

Loan Agreement, Structure and Credit Enhancements

Loan Agreement Terms : Single Asset or

Special Purpose Entities :

Recourse/ Guaranty Considerations :

Reserves and Escrows :

<LoanAgreementAdditionalDetails

>

<singleAsset- Json field>

<guarantyConsiderations- Json field>

<reservesEscrows - json field>

Market Analysis

<Insert contents from file "Market\_ Analysis" - Multiple pages>

Collateral Site and Improvement Analysis

**SITE DETAILS**

Property Address:

Purchase Price : Appraised Value : Property Type : LTV Calculation : Reserves Required or Repairs Suggested by Appraiser :

<streetAddress, city, state,zipcode- Json fields>

<salesPrice- Json field>

<appraisedValue->

<propertyType - json field>

<LTVRatio - json field>

<reservesRequired>

**COLLATERAL DESCRIPTION**

<Insert contents from file "Collateral\_desc" - Multiple pages, should repeat with same page header>

Collateral Site and Improvement Analysis Contn..

**PROPERTY OR SITE INSPECTION PHOTOS AND CONDITION REPORT**

<Insert contents from file "Property\_site\_inspection\_photos"

- Multiple pages, should repeat with same page header>

**APPRAISAL RECONCILIATION OF VALUE CONCLUSION**

<Insert contents from file "App\_recon\_value" - Multiple pages, should repeat with same page header>

Sources of Repayment

**PROPERTY CASH FLOW**

Rental Income Information :

<rentalIncomeInformation>

Tenant/ Lease Information :

<tenantLeaseInformation>

**APPRAISER'S INCOME**

Net Operating Income : Gross Potential Income :

<NOI>

<GPRINC>

**APPROACH** Total Operating Expenses :

<TOE>

**HISTORIC INCOME**

Net Operating Income : Gross Potential Income :

<HNOI>

<HGPRINC>

**APPROACH** Total Operating Expenses :

<HTOE>

**UNDER-WRITER INCOME VALUES**

Net Operating Income : Gross Potential Income : Total Operating Expenses :

<underwriterNOI>

<underwriterGPRINC>

<underwriterTOE>

**UNDERWRITER**

**COMMENTS** <justification>

**STANDARD PROPERTY CREDIT METRICS**

Debt Service Coverage Ratio : Maximum Sustainable Loan Amount : Loan to Value Ratio :

Capitalization Rate :

<DSCR>

<maxSustainableLoanAmou nt>

<LTVRatio>

<capitalizationRate>

Debt Yield : <debtYield>

Break Even Rental Rate :<BERR>

Break Even Occupancy Rate :

<breakEvenOccupancyRat e>

**INTEREST RATE SENSITIVITY ANALYSIS**

|  |  |  |  |
| --- | --- | --- | --- |
| Requested  Loan Amount | Interest Rate | Term | Net Operating  Income |
|  |  |  | {{ propertyFinancials. underwriterNOI}} |
| Interest Rate | Monthly Loan  Payment | Annual Loan  Payment | Resulting DSCR |
| {{ interestSensitivityData[0]. interestRate}} | {{ interestSensitivityData[0]. interestRatePMT}} | {{ interestSensitivityData[0]. annualLoanPayment}} | {{ interestSensitivityData[0]. resultingDSCR}} |
| {{ interestSensitivityData[1]. interestRate}} | {{ interestSensitivityData[1]. interestRatePMT}} | {{ interestSensitivityData[1]. annualLoanPayment}} | {{ interestSensitivityData[1]. resultingDSCR}} |
| {{ interestSensitivityData[2]. interestRate}} | {{ interestSensitivityData[2]. interestRatePMT}} | {{ interestSensitivityData[2]. annualLoanPayment}} | {{ interestSensitivityData[2]. resultingDSCR}} |
| {{ interestSensitivityData[3]. interestRate}} | {{ interestSensitivityData[3]. interestRatePMT}} | {{ interestSensitivityData[3]. annualLoanPayment}} | {{ interestSensitivityData[3]. resultingDSCR}} |
| {{ interestSensitivityData[4]. interestRate}} | {{ interestSensitivityData[4]. interestRatePMT}} | {{ interestSensitivityData[4]. annualLoanPayment}} | {{ interestSensitivityData[4]. resultingDSCR}} |
| {{ interestSensitivityData[5]. interestRate}} | {{ interestSensitivityData[5]. interestRatePMT}} | {{ interestSensitivityData[5]. annualLoanPayment}} | {{ interestSensitivityData[5]. resultingDSCR}} |
| {{ interestSensitivityData[6]. interestRate}} | {{ interestSensitivityData[6]. interestRatePMT}} | {{ interestSensitivityData[6]. annualLoanPayment}} | {{ interestSensitivityData[6]. resultingDSCR}} |
| {{ interestSensitivityData[7]. interestRate}} | {{ interestSensitivityData[7]. interestRatePMT}} | {{ interestSensitivityData[7]. annualLoanPayment}} | {{ interestSensitivityData[7]. resultingDSCR}} |
| {{ interestSensitivityData[8]. interestRate}} | {{ interestSensitivityData[8]. interestRatePMT}} | {{ interestSensitivityData[8]. annualLoanPayment}} | {{ interestSensitivityData[8]. resultingDSCR}} |

**CAPITALIZATION RATE SENSITIVITY ANALYSIS**

Up and Down 50 basis points

|  |  |  |  |
| --- | --- | --- | --- |
| Capitalization Rate | | Net Operating Income | |
|  | |  | |
| Capitalization Rate | Proposed Value of  the Property | | Max. Loan  Amount |
|  |  | |  |
|  |  | |  |
|  |  | |  |

**PROPERTY FINANCIAL SUMMARY STATEMENT**

<Insert contents from file "Property\_Financial\_conclusion" - Multiple pages, should repeat with same page header>

Equity Contribution (Sources & Uses):

Management Information Subject Property:

Organizational Structure:

Reputation/Credit:

Financial Overview

<Insert contents from file "Borrower\_Financials" - Multiple pages, should repeat with same page header>

Liquidity

Secondary Sources of Repayment – Global Cash Flow Calculations and Discussion

<Insert contents from file "Borrower\_Financials" - Multiple pages, should repeat with same page header>

Guarantor Financial Summary

<Insert contents from file "Guarantor\_Summary" - Multiple pages, should repeat with same page header>

Banking Relationships

Loan Policy Exceptions/Mitigation

Strengths/Weaknesses & Officer Recommendation:

Additional Business to Solicit: