

Why Nationwide Commercial Funding?

We are dedicated to our Wholesale Brokers and we commit all of our resources to your loan. We will help you through the process. In addition to being the best source for experienced commercial mortgage brokers, we regularly fund loans for brokers who are new to commercial lending.

Does NCF accept existing appraisals if one is already done?

Not always. There are specific guidelines that govern the acceptability of an appraisal and there are always specific items that we may ask for in the appraisal. We are always open to reviewing existing appraisals to determine if they, in fact, meet our guidelines and, if so, we are in the position to accept them.

Who orders the appraisal?

NCF will always handle the ordering of an appraisal. We will assign the job to our base of preferred appraisers in order to attain the best pricing available for your borrower.

How do I submit a loan to NCF?

Submitting a loan is easy. Just follow the steps in our submission package and that will start the process. Just click on the Submission Package link on our website www.mycommercialquote.com

Do you lend on raw land?

No, NCF provides permanent loans for commercial real estate.

Do you provide construction financing?

Yes, in some instances we can package construction loans with our permanent financing. Please contact your Account Executive for details.

I've been told my property must meet a certain DCR. What is a DCR?

DCR or Debt-Coverage-Ratio is a calculation using the income property's annual Net Operating Income or NOI and then divided by the loan's annual debt service to formulate a ratio. It is the way that a lender will measure the financial strength of the property. Most lenders require a minimum DCR and that minimum varies among property types. For example if a property has a NOI of \$25,000 and the loan has a debt service of \$20,000, the DCR would be 1.25.

Ex. $25,000 / 20,000 = 1.25$ DCR = 1.25

How do I determine a Net Operating Income for my commercial property?

This is done by calculating the following Income and Expenses of the property:

Potential Gross Income
Plus: Other Income
Less: Vacancy
Equals: Effective Gross Income
Less: Real Estate Taxes
Operating Expenses
Equals: Net Operating Income

Are you a full recourse lender and what does that mean?

Most of our loans are recourse loans. This is a loan that has a personal guarantor. Non-recourse programs are also available.

Do you allow subordinate financing?

Yes, some of our programs allow for seller carry-backs or 2nd mortgages.

What are your LTV requirements?

The best commercial programs will require 20 to 25% from the borrower. We do have higher LTV programs for many property types. The LTV will typically be the lower of the purchase price or appraised value. Often, seasoning requirements are such that a current appraised value can only be used after the property has been owned for 24 months. Exceptions may be made for major capital improvements, rent increases, or occupancy increases.

Can you lend on owner-user properties?

Yes, we have a very competitive owner-user program!

What credit score should my borrower have?

Credit scores requirements vary by program. We will not usually consider applicants with credit scores less than 600 or who have filed bankruptcy in the past 7 years.

What is your turnaround time for getting a loan funded?

We typically fund loans within 45 days. Getting loans funded quickly involves a combined effort with both broker and lender doing their parts effectively and efficiently.

I am a residential broker. Can I do a commercial loan?

Yes, of course! Most states, however, require the broker to be licensed in the state where the property is being financed. Please check with the regulatory body in your state.

What's the biggest difference between residential lending and commercial lending?

Rather than a streamlined approach, each commercial loan is underwritten on a case by case basis according to its own merits. Most commercial guidelines and programs are available for negotiation. Don't discount a deal if the loan amount is too large for the program, the DCR isn't quite where it needs to be, or for any other slight deviation. If a deal is strong enough, we can always consider exceptions.

Can a borrower pre-pay their loan?

Yes. However, like any true commercial real estate loan, NCF loans do contain a prepayment premium or penalty.

Are NCF loans assumable?

Most of our loan programs are assumable, if the new borrower qualifies.

How do I get approved with NCF?

We have a very simple process to get approved. Please fill out and return our Wholesale Broker Application.

Does NCF finance the purchase of an existing business in the subject property?

No, NCF is a real estate lender and funds loans based upon the value of the underlying real estate. We will fund loans which are owner-operator properties, but will not include the value of the business or equipment as a part of the loan.

If you have additional questions, please contact us at info@mycommercialquote.com.