



**MONTHLY PRICING MATRIX**

For the month of August 2008

Tier I	Loan to Values	15/15 year Term/Amortization		20/20 year Term/Amortization		25/25 year Term/Amortization		30/30 year Term/Amortization	
	A Credit	Start Rate	Margin	Start Rate	Margin	Start Rate	Margin	Start Rate	Margin
5 Year Fixed  Rate Floor: 7.750%	50	7.750%	0.500%	7.750%	0.750%	8.000%	1.000%	8.500%	1.500%
	55	7.750%	0.750%	8.000%	1.000%	8.250%	1.250%	8.750%	1.750%
	60	8.000%	1.000%	8.250%	1.250%	8.500%	1.500%	9.000%	2.000%
	65	8.250%	1.250%	8.500%	1.500%	8.750%	1.750%	9.250%	2.250%
	70	8.500%	1.500%	8.750%	1.750%	9.000%	2.000%	9.500%	2.500%
7 Year Fixed  Rate Floor: 7.875%	50	7.875%	0.500%	7.875%	0.750%	8.125%	1.000%	8.625%	1.500%
	55	7.875%	0.750%	8.125%	1.000%	8.375%	1.250%	8.875%	1.750%
	60	8.125%	1.000%	8.375%	1.250%	8.625%	1.500%	9.125%	2.000%
	65	8.375%	1.250%	8.625%	1.500%	8.875%	1.750%	9.375%	2.250%
	70	8.625%	1.500%	8.875%	1.750%	9.125%	2.000%	9.625%	2.500%
Fixed Rate  Rate Floor: 8.250%	50	8.250%		8.250%		8.500%		9.000%	
	55	8.250%		8.500%		8.750%		9.250%	
	60	8.500%		8.750%		9.000%		9.500%	
	65	8.750%		9.000%		9.250%		9.750%	
	70	9.000%		9.250%		9.500%		10.000%	

**Program Notes:**

<p><b>Loan Size</b></p> <ul style="list-style-type: none"> <li>\$100K to \$750K</li> </ul> <p><b>Eligible Property Types</b></p> <ul style="list-style-type: none"> <li>Tier I: Multifamily, Mixed Use (&gt;50% Res. Component)</li> <li>Tier II: Automotive, Bed &amp; Breakfast, Light Industrial, Mixed Used, Mobile Home Park, Office, Retail, Self Storage, Warehouse</li> </ul> <p><b>Pricing Adjustments</b></p> <ul style="list-style-type: none"> <li>Investor properties increase rate/margin .5%</li> <li>Tier II: increase rate/margin .5%</li> </ul> <p><b>Max LTVs</b></p> <ul style="list-style-type: none"> <li>Tier I &amp; II for Loan Program 5 yr, 7yr and Fixed: 70% A</li> </ul> <p><b>Standard DSCR Pricing Break ==&gt; Reduce rate/margin by 1.0%</b></p> <ul style="list-style-type: none"> <li>A credit, Tier I and II, 70% LTV Max, Investor properties only</li> <li>DSCR &gt;=1.0x on lower of Actual or Stabilized NOI, all other qualifying factors apply</li> </ul> <p><b>Premium DSCR Pricing Break</b></p> <ul style="list-style-type: none"> <li>3yr ARM: 7.65%, 5yr ARM: 7.74%, 7yr ARM: 8.05%, Fixed: 8.74%</li> <li>A Credit</li> <li>Pricing for LTVs over 50% and 30 year Amortization</li> <li>DSCR: 1.15x for Multifamily, 1.20x for Mixed Use, Retail and Office</li> <li>Tier I: Multifamily, Mixed Use (&gt;50% Resi. Component), Tier II: Retail, Office (+25bps)</li> <li>Max LTV: 80% on purchases, 75% on refinance</li> <li>Cash out limited to 20% of loan amount</li> <li>LTV of 50% or less -25bps</li> <li>Geographic and loan size limitations may apply</li> <li>No YSP Available</li> <li>Declining Prepays: 3 Year (3,2,1), 5 Year (5,4,3,2,1), 7 Year (5,5,4,4,3,2,1), Fixed (5,5,4,4,3,3,2,1,1)</li> </ul> <p><b>Yield Spread Premium / Compensation</b></p> <ul style="list-style-type: none"> <li>.50% rate and margin increase for 1% YSP, 2 pts max</li> <li>1% rate and margin maximum increase</li> </ul>	<p><b>Rate Buydown</b></p> <ul style="list-style-type: none"> <li>.375% rate/margin decrease for each additional point paid up front, max .75%</li> </ul> <p><b>Borrower Costs</b></p> <ul style="list-style-type: none"> <li>\$295 Appraisal Review Fee</li> <li>Borrower pays all out of pocket expenses (i.e., appraisal, title, survey, envir. ins.)</li> <li>\$1500 Lender fee paid at closing plus \$500 if automatic payment is declined</li> </ul> <p><b>Caps/Floor</b></p> <ul style="list-style-type: none"> <li>ARM Index will adjust off WSJ prime</li> <li>Periodic Cap for 5 and 7 year programs is 2% for initial reset, 1.50% thereafter</li> <li>Life Cap on all loans is equal to the initial fully indexed rate +6.0%</li> <li>Life Floor on all loans is equal to the start rate</li> <li>All adjustable loans adjust every 6 months after the initial fixed period</li> </ul> <p><b>Credit Scores (Primary Borrower)</b></p> <ul style="list-style-type: none"> <li>A: middle score must be 680+</li> <li>Multiple factors (such as income, assets, cash flow) are considered in determining a final credit tiering. These are general guidelines only</li> </ul> <p><b>Standard Prepayment Fees</b></p> <ul style="list-style-type: none"> <li>5% for 5 years for all programs</li> </ul> <p><b>Prepayment/Lock-Out Options</b></p> <ul style="list-style-type: none"> <li>3 Year Lock-Out option, decrease rate/margin .25%, no buydown allowed</li> <li>3 Year Prepayment with 3-Year Lock-Out option, increase rate/margin .375%</li> <li>5 Year Lock-Out option, decrease rate/margin .5%, no buydown allowed.</li> <li>5, 4, 3, 2, 1 Prepay, increase rate/margin .25% &amp; pay 1%, Borrower pays 1% at closing</li> </ul> <p><b>Other</b></p> <ul style="list-style-type: none"> <li>All loans are personal recourse to borrower(s)/guarantor(s)</li> <li>Minimum rate and margin may apply</li> <li>Tier II rate floor: add .250% to Tier I rate floor</li> <li>Loans are assumable upon lender approval</li> </ul>
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