

PACIFIC RENAISSANCE PLAZA

Please contact one of our local Business Bankers to discuss your financing options.

Phone 888-852-5000: Anna Tse x8468; Noel McArdell x7515; SBA: John Collins 415-622-1492

Date Prepared	Aug 2008	SF	\$ / SF	Prepared for:	Borrower
Purchase Price	\$ 500,000	500	\$1,000	Business:	Business
Tenant Improvement	\$ -		\$0	Phone:	123.456.7890
Total Project	\$ 500,000			Subject Unit:	Address of Unit

Bank of America SBA 504 Loan *(Eligible for Buyer Discounts)*

Source	%	Amount	Indicative rate on 8/29/08	Term	Amort	Payment	Bank fee	Appraisal & Environ	SBA Fee	Est Fees	Out of Pocket	Total Cash Injection
Bank Loan	50%	\$ 250,000	7.50%	10	25	\$ 1,847	\$ 3,750	\$ 3,000	\$ 7,000	\$ 13,750	\$ 6,750	\$ 56,750
CDC Loan	40%	\$ 200,000	6.99%	20	20	\$ 1,549	<i>Note: Bank of America requires 2 years in business. Start-up businesses will be considered under our referral program with Zions Bank. Bank loan indicative fixed rate for 10 years. SBA debenture rate based on August 2008 indicative 20 year fixed rate</i>					
Total Loans	90%	\$ 450,000	7.27%	Weighted Interest Rate								
Borrower	10%	\$ 50,000										
Total	100%	\$ 500,000				\$ 3,397						

Bank of America Conventional Loan *(Eligible for Buyer Discounts)*

Source	%	Amount	Indicative rate on 8/29/08	Term	Amort	Payment	Bank fee	Appraisal & Environ	SBA Fee	Est Fees	Out of Pocket	Total Cash Injection
Bank Loan	80%	\$ 400,000	7.50%	10	25	\$ 2,956	\$ 4,000	\$ 3,000	N/A	\$ 7,000	\$ 7,000	\$107,000
Borrower	20%	\$ 100,000					<i>Note: Requires a minimum of 3 years in business. Bank loan indicative fixed rate for 10 years.</i>					
Total	100%	\$ 500,000				\$ 2,956						

CIT SBA 7A Loan

Source	%	Amount	Indicative rate on 8/29/08	Term	Amort	Payment	Bank fee	Appraisal & Environ	SBA Fee	Est Fees	Out of Pocket	Total Cash Injection
CIT Loan	90%	\$ 450,000	7.25%	25	25	\$ 3,253	\$ 1,500	\$ 3,000	\$ 10,125	\$ 14,625	\$ 14,625	\$ 64,625
Borrower	10%	\$ 50,000					<i>Note: Business owners can borrow up to 90% of project cost Interest rate is based on Prime + 2.25%.</i>					
Total	100%	\$ 500,000				\$ 3,253						

Bank of America Residential 1st and 2nd Mortgage Loans - CASH OUT (C/O)

Source	%	Amount	Indicative rate on 8/29/08	Term	Amort	Payment	Bank fee	Appraisal & Environ	SBA Fee	Est Fees	Out of Pocket	Total Cash Injection
1st Mort C/O	80%	\$ 325,000	7.63%	30	30	\$ 2,300	\$ 3,250	\$ -	N/A	\$ 3,250	\$ -	\$178,250
2nd Mort C/O	75%	\$ 500,000	8.25%	25	25	\$ 3,942	\$ -	\$ -	N/A	\$ -	\$ -	\$ -

Purchase versus Lease Comparison

Purchase using the SBA-504 Program			Lease		Estimated Cost Benefit by Purchasing	
Square Footage		500	Square Footage	500	Lease Savings	\$ (4,763)
Purchase Price/SF	\$	1,000	Lease Rate/SF	\$ 6.00	Loss of Interest on Down Payment @ 5%	\$ (2,500)
Estimated Project	\$	500,000	Monthly Lease	\$ 3,000	Depreciation Benefit (39 years)	\$ 12,821
Tenant Improvements/SF	\$	-	Annual Payment	\$ 36,000	Property Tax Deduction (1.25%)	\$ 6,250
Tenant Improvements	\$	-			Estimated Annual Appreciation @ 3%	\$ 15,000
Total Project	\$	500,000			Total Annual Purchase Benefit	\$ 31,571
Total SBA-504 Loan	\$	450,000			Net Estimated Annual Ownership Benefit	\$ 26,808
Total Loan Payments	\$	3,397				
Annual Payment	\$	40,763				

These terms, rates, and provisions are for discussion purposes only and are not a commitment to lend. Actual pricing depends on current market rates at time of funding. Above loan programs require borrower's business to occupy a minimum of 51% of the usable square footage. Construction costs/fees are not included.