## Commercial Real Estate Financing

### What do we offer?

Loans and lines of credit with low closing costs and competitive rates, secured by commercial real estate valued up to $5 million.

### Eligible property types

- Multi-family (5+ units), mixed-use, office, retail, warehouse, light industrial, commercial condos, and some special purpose properties.

### Financing options

<table>
<thead>
<tr>
<th>Financing type</th>
<th>Purpose and available for</th>
</tr>
</thead>
</table>
| Purchase Loan                      | - Small business owners purchasing commercial property for their business or expanding to a new location  
- Established Wells Fargo customers who are purchasing investor commercial real estate                                                             |
| Refinance Loan                     | - Small business owners seeking to refinance an existing Wells Fargo mortgage on their commercial property for a lower rate or a longer term                                      
- Small business owners wanting to refinance a non-Wells Fargo mortgage, including maturing or private party loans for owner-occupied property   
- Established Wells Fargo customers wanting to leverage equity when refinancing an existing Wells Fargo mortgage                                             |
| Equity Loan                        | - Typically used to fund a single business event, such as property improvements, expanding your business, or purchasing large equipment  
- Established Wells Fargo customers, for their owner-occupied property                                                                                   |
| Commercial Equity Line of Credit   | - Typically used to fund a business event that will be completed over a period of time, requiring the flexibility of a revolving line of credit. Business events may include property improvements, expanding your business, or purchasing large equipment  
- Established Wells Fargo customers, for their owner-occupied property                                                                                   |

### Costs

<table>
<thead>
<tr>
<th></th>
<th>Purchase loan</th>
<th>Refinance Loan</th>
<th>Equity Loan</th>
<th>Commercial Equity Line of Credit</th>
</tr>
</thead>
</table>
| Fees                    | Origination: None  
  Appraisal: None  
  Annual fee: None | Origination: None  
  Appraisal: None  
  Annual fee: None | Origination: None  
  Appraisal: None  
  Annual fee: None | Origination: 1% of the loan amount, paid at closing  
  Appraisal: None  
  Annual fee: 25 bps of line, $250 minimum, $1,000 maximum, waived the first year, and only assessed during the draw period |
| Title and escrow        | All costs paid by customer | No escrow or title policy costs required | |
| Deposit                 | The deposit becomes a requirement at conditional approval and is due at interest rate and term acceptance.  
  - Up to $250,000 requires a $500 deposit  
  - Over $250,000 requires a $1,000 deposit | |
| Early closure fee       | Fixed interest rate: None  
  Prime-based adjustable interest rate: $3,000 when closed within the first 3 years; zero percent thereafter | |
| Prepayment fee          | Fixed interest rate: 3% of principal amount prepaid in years  
  1 through 3; zero percent thereafter  
  Prime-based adjustable interest rate: None | $3,000 when closed within the first 3 years | None |

### Additional Information

1. Based upon analysis of application, appraisal, and origination fees, and interest rates, for competing U.S. lenders as compiled by an independent third party research firm on a quarterly basis.
2. Financing from $50,000 to $1,000,000 on purchase and refinance loans in first lien position; $50,000 to $500,000 for lines of credit, equity loans and refinance loans in second lien position. Maximum $500,000 for cash-out. All financing is subject to credit approval.
3. For loans that finance the purchase of investor property, cash-out on a refinance loan, and equity loans and equity lines of credit secured by owner-occupied property (cash-out is unavailable for investor property), the borrower or guarantor must be an established Wells Fargo customer. An established Wells Fargo customer is either (i) a borrower who has a Wells Fargo business checking or savings account that has been open for a minimum of six months at the time of the applicable credit application, or (ii) a borrower or guarantor who is a Wells Fargo consumer banking customer with $2 million in deposits and Wells Fargo investments under management at the time of the applicable credit application. For investor purchase loans only, a borrower or guarantor who has (i) a Wells Fargo consumer checking or savings account that has been open for a minimum of two years; or (ii) a Wells Fargo business checking or savings account, will satisfy the established Wells Fargo customer requirement. All accounts must be in good standing.
4. Up to $250,000 requires a $500 deposit  
  Over $250,000 requires a $1,000 deposit
5. Second lien loans and lines are only available behind a Wells Fargo Bank first mortgage for established Wells Fargo business checking or savings account customers. Commercial condo and special purpose properties are not eligible for second lien loans or lines.
6. This Prime-based revolving equity line can be drawn for up to 5 years, after which the balance converts to an adjustable 15-year amortizing loan for a total term of 10 years. Payments during the 5-year draw period are calculated based on 15-year amortization, and the monthly payment will adjust whenever there is a change in the Prime Rate. During the 15-year repayment period, the interest rate will adjust when Prime Rate changes, but the monthly payment will only adjust annually.
7. If the loan or line of credit transaction closes, the deposit will be credited toward any applicable fees, and any unused portion will be returned or credited to you after closing. For purchase loans, the customer will need to provide proof of funds for the required down payment. All financing is subject to credit approval.
8. At any time, a Prime-based loan may be converted to a fixed interest rate loan, at then-current interest rates, without an early closure fee by paying a conversion fee of $500. Restrictions may apply.

For more information or to apply, please submit a request for us to contact you at wells Fargo.com/contactbusinessrealestate and we will call you within 1 to 2 business days.