

## Business Real Estate Financing

# What you can expect with your application

Thank you for your interest in a commercial real estate loan or line of credit. Once your loan application and the required documents are submitted, your loan will typically close and fund in approximately 65 calendar days, subject to final credit approval. Any delay in returning requested information may impact your funding date.

## Applying and required documentation

You will need to submit the required documentation and completed forms on the checklist provided to submit with your commercial loan application.

For purchase loan financing, there are three options available:

- Provide an executed purchase contract at the time of application. The contract must allow a minimum 60-calendar day close from the date you apply and provide the required documents.
- If you have identified a property to purchase, have the property address, and intend to enter into contract, you can apply and provide the purchase contract up to 30 days after your conditional approval.
- If a 45-calendar day close is needed, and you can provide all required documentation at application, then talk to your banker about the purchase fast track option.

After we receive all required documents:

- An underwriter will review and a credit decision will be made within seven business days.
- You will be contacted to discuss the credit decision.
- You will get a rate lock without fees, subject to credit approval.

## Accepting terms, deposit, processing, and inspection

Upon credit approval, you will be provided a conditional approval letter to review for acceptance. The conditional approval letter outlines rate and term options available and any applicable costs.

Upon acceptance of the conditional approval offer, loan processing and orders for property appraisal and title work will begin once you have:

- Provided your executed purchase contract within 30 days of the conditional approval (if applicable)
- Selected a rate and term (for loans). This is needed within six business days of receiving the conditional approval.
- Provided a deposit for credit request:
  - » Up to \$250,000 requires a \$500 deposit
  - » Over \$250,000 requires a \$1,000 deposit

The deposit is only required at conditional approval and is due at interest rate and term acceptance. If the loan or line of credit transaction closes, the deposit will be credited toward any applicable fees, and any unused portion will be refunded upon booking. The deposit will not be refunded if the loan or line of credit transaction does not close.

Purchase loans require title and escrow contact information (address, phone, email). For states requiring a closing attorney, contact information must also be provided.

The origination fee for the Commercial Equity Line of Credit is 1% of the line amount and due at closing. The deposit is credited to the origination fee and any other applicable fees due at funding, with any remaining deposit balance refunded upon funding.

There is no origination fee for loans. The deposit is credited to any applicable fees due at funding, with any remaining deposit balance refunded upon funding.

After a term is selected, and your deposit is received, loan processing will begin. This includes property appraisal valuation, title work, insurance verification, and final lender conditions are accepted.

The property appraisal valuation process requires a property inspection with interior and exterior photographs. A Wells Fargo approved vendor will contact you to schedule an appointment.

If a property is identified to be environmentally sensitive, environmental insurance or an environmental assessment is required, and you will be responsible for this one-time fee. Property identified as environmentally sensitive is only available for first lien position.

## Final processing, loan document preparation, signing loan documents, and funding

You will be sent the loan documents with closing instructions. Documents will need to be signed and notarized. Each borrower must provide a valid photo ID.

- Signed and complete loan documents will be reviewed and the loan will fund within four business days.
- After funding, you will receive a Welcome Kit with important information about your new commercial real estate secured loan or line of credit.