

BOND STREET CAPITAL NEWS

Volume 1 Number 33

www.bondstreetcapital.com

888.270.4100

August 21, 2007

SPECIAL REPORT

Opportunities in the Storm - Week 2

There seems to be no let up in the bad news department for the Capital Markets. Last week's news was dominated by problems at Countrywide which saw its stock dive into the \$14s for a brief period before recovering at week's end to the \$20s. The Fed finally stepped in and signaled a willingness to help and so the markets moved down 300 to up 300 in a matter of two days. No stability there either.

For us, it's been about converting conduit deals into viable portfolio deals. We have been inundated with high quality real estate looking for the right loan and our portfolio programs are the ticket.

As an alternative to a conduit loan, you should consider our portfolio programs with fixed rates and zero to very low pre-payment options. This enables the borrower to secure financing now and then go back out to the Capital Markets when we get stabilization and hopefully favorable rates.

Consider the following portfolio alternatives:

Multi-Family: Rates from 6.80% and up for 10 year deals. Interest Only and 40 year amortization available. All in costs under \$5,000. Rate lock on registration. Multiple pre-payment options available.

Commercial: Rates starting at 6.70% for most standard commercial property types. Other property types such as assisted living, hospitality,

Interest Rates	
Index	Current Rates
Prime	8.25%
2 Year T	4.62%
5 Year T	4.62%
10 yr. T	4.75%
30 yr. T	5.00%
1 Mo. Libor	5.46%
3 Mo. Libor	5.49%

ANOTHER COMPANY EXITS

I was saddened to hear this morning that the very successful commercial division of Impac is closing down. We have been friends and friendly competitors with Bill Endresen and Rick Davenport, the founders of the group, for over 20 years.

Impac Commercial has had a reputation for originating quality loan product since its inception.

The shuttering of Impac Commercial is simply part of the industry wide shakeout that is now ensnaring commercial real estate. Knowing Bill and Rick, I expect them to be back in business very shortly. They are far too successful and competent to sit on the sidelines.

Joe

and self-storage are competitively priced as well. **Zero pre-payment penalty options available.** All in costs from \$5,000 to \$12,000 depending on the investor.

The key to getting the right financing in this kind of market is to focus on getting the loan that provides long term security with flexibility. With fixed rate loan terms from five to ten years with low pre-pays, borrowers can position themselves for the reemergence of the low priced loan if/when the Capital Markets return!

Join Team Bond Street

We are looking for experienced commercial loan originators that want to help service our growing customer base. We also offer Branch Office opportunities for select companies.

Please contact **Ned Hosken** at **818-336-4107** for information.

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