

# Diversified Residential and Commercial Services Inc.

421 7<sup>th</sup> Avenue Suite 800  
New York, NY 10001

212-714-1027  
fax 212-714-1037

Gentlemen:

We are a full service Financial Brokerage Company specializing in commercial loan placement. The principals have significant experience in various aspects of business activity including but not limited to planning, development, marketing, and lending.

## SOURCES OF FINANCING:

- Leasing
- Venture Capital
- Investment Groups
- Commercial Finance
- Private Lenders
- Pension Funds
- Domestic Banks
- Foreign Banks
- S.B.A.

## TYPES OF FINANCING:

- Accounts Receivable
- Bankruptcy Reorganization
- Leasing
- Machinery and Equipment
- Asset Based
- Equity Offering
- Land Development
- Lines of Credit
- Inventory
- Real Estate
- Construction
- Start-Ups

Often, the funding requests we receive are “difficult” in nature. The circumstances may include critical timing, erratic operating performance, poor payment history, or recent management changes. Nevertheless, we have the ability to effectively structure a proposal, as well as locate the sources to fund the transaction.

We look forward to forming a close personal relationship with your organization which can be both rewarding and profitable.

Very truly yours,

John Peitler  
President

## **THE COMMERCIAL LOAN BROKER**

Today, more than ever before in the financial marketplace, good, viable loans are turned away by traditional lenders; local Banks and Savings and Loans. The Commercial Loan Broker has the capability to fulfill these funding needs by virtue of his access to major commercial lending institutions; to businesses and industries that previously relied on those traditional sources, the Broker has become an essential source of borrowed capital.

Today, the Broker is not only useful, but a necessary link between the commercial borrower and those lenders who have worldwide lending capacity; but are not limited by geographic consideration and who collectively have a wide and varied spectrum of loan interests and capacities.

Lender attrition from the marketplace, drastic changes in lender loan interests, along with new movement of business into the lending marketplace dictate that today's Broker have lender data that is continuously updated. Additionally, quick access to this current data achieves high efficiency and matching of clients loan proposal with the appropriate lenders.

What the Broker accomplishes for the client is finding those lenders who are (1) interested in funding the clients and (2) offer terms most beneficial to the client. With this extensive lender data at our disposal, Diversified Financial Services can fund your project in the shortest possible time.

John Peitler  
President

## GENERAL

TERMS: 1,2,3,5,7,10 AND YEARS AVAILABLE BASED ON PROJECT

AMORTIZATION: 10,15,20 AND 30 YEARS AVAILABLE

RATES: BASED UPON NEW YORK PRIME AND OR CURRENT MARKET

RECOURSE: A NON-RECOURSE LOAN IS AVAILABLE AND FULL RE-COURSE LOANS AVAILABLE

LENDERS: LENDERS ARE CURRENT REGULATED CERTIFIED LOAN FACILITIES AND OR CERTIFIED INSURANCE COMPANIES. FOREIGN LENDING PARTICIPATION IS AVAILABLE.

CONSIDERED PROJECTS: SHOPPING CENTERS AND OFFICE COMPLEXES, APARTMENTS AND MOBILE HOME PARKS, GOLF COURSES, RESORTS AND MARINAS, HOTEL/MOTEL AND MANUFACTURING LOANS AND WAREHOUSES, RESTAURANTS.

INFORMATION: LOAN REQUEST APPLICATION, TAX RETURNS, FINANCIAL STATEMENTS, PROJECTIONS, RESUMES, PICTURES, LOAN HISTORY, FRANCISE AFFILIATION AND OTHER USUAL LOAN REFINANCE PACKAGE INFORMATION

BROKERAGE: PLEASE INCLUDE ALL BROKERAGE CONTRACTS SO WE CAN INSURE YOUR POINTS WHEN WE SUBMIT PACKAGES TO THE LENDERS OFFICES

CLOSING TIME: AFTER COMPLETE LOAN PACKAGE IS RECEIVED AND APPROVED AND APPRAISAL HAS BEEN COMPLETED USUALLY 90 DAYS DEPENDING ON THE PROJECT

LOAN MINIMUM: \$250,000.00

**NOTE: LENDERS RATES SUBJECT TO CHANGE WITHOUT NOTICE**

## **GENERAL FUNDING PROCEDURES**

### **APPLICATION SUBMISSION**

Completion of all business forms and submission of business/personal financial statements are required. Complete proposals and full cooperation in providing all documents will determine our ability to arrange a satisfactory facility.

### **ANALYSIS OF DATA**

Review of all financial information and application data, preliminary placement of loan proposal with various lenders at underwriting stages.

### **LENDER REVIEW**

Analysis and feasibility of loan proposal. Continued correspondence with client and underwriting departments, liaison between client and lender. Provide all necessary documentation for lender approval. Negotiate loan terms for client. Receive commitment from lender.

### **CLIENT ACCEPTANCE**

All pertinent details discussed including rate, terms, etc. Client acknowledges lender's offer to fund.

### **LOAN CLOSING**

## HOTEL FINANCING

Diversified will selectively aid in financing acquisition and/or refinancing hotels with a minimum of three years historical cash flow that supports the proforma debt service. Loans will be considered for amounts of two million to fifty million. Hotels must be part of a national franchise and have experienced management.

Amortization schedules range from seven to twenty years with a minimum debt service coverage of 1.25:1, preferably 1.35:1, based on historical cash flow. Lender points range from one to two points depending on transaction. Interest rates vary depending on the individual project and the lender that the project is placed with but, tend to be between eight and one half and ten percent and determined solely by the lender.

## HARD MONEY LOANS

We are now able to offer quick closing, 50% loan-to-value financing for any commercial application from \$100K to \$25 Mil. These loans are often used for immediate need situations such as: bridge loans, construction completion, tax delinquency, etc.

A hard money loan is exactly as it sounds. It is intended for short term use and it is really a necessary tool for the short term borrower. The guidelines our investors use for a hard money loan are very simple:

1. 50% loan-to-value on an Income Producing commercial property.
2. Borrowing must be done by a corporate entity.
3. The loan will be made in a first position only.

Our investors will extend the terms of these hard money loans for a period of up to 18 months with all payments being of the prescribed term. The borrower may renew for an additional term if a 10% reduction in principle is made.

The procedure is very simple. Closing can be within a few days. Our underwriting staff requires a limited amount of documentation for these loans so processing time can be kept to a minimum and the borrower can be satisfied promptly.

If this type of borrowing is of interest to you or your clients, please call or write for any additional information you may require.

John Peitler  
President

## **COMMERCIAL NOTE PURCHASE PARAMETERS**

- 1) All types of commercial real estate considered on purchases under \$500,000. For purchases over \$500,000 only income producing properties will be considered (Office Buildings, Apartment Buildings, Shopping Centers, Hotels, Etc.). No single occupancy or single tenant properties will be considered.
- 2) First Mortgages preferred. Note value should not exceed 70% of the appraised value of the property. Performing loans preferred.
- 3) Second Mortgages considered if combined First and Second Mortgage value does not exceed 70% of the appraised value of the property and, the Second Mortgage is either larger, equal to, but not less than half of the First Mortgage. Performing loans also preferred.
- 4) Partial purchases are available on a case by case basis.

**NOTE PURCHASE OVERVIEW**

Date \_\_\_\_\_ Referred by \_\_\_\_\_

Phone # \_\_\_\_\_

Seller's Name \_\_\_\_\_ Phone # \_\_\_\_\_

Address \_\_\_\_\_

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Property Type \_\_\_\_\_ Property Location \_\_\_\_\_

Original Date of Sale \_\_\_\_\_ Current Value \_\_\_\_\_

Sales Price \_\_\_\_\_

First Mtg. Amount \_\_\_\_\_ Held By \_\_\_\_\_

Terms \_\_\_\_\_ Int. Rate \_\_\_\_\_ Balloon? \_\_\_\_\_ Balloon Amt. \_\_\_\_\_

Remaining Balance \_\_\_\_\_ Payments Made \_\_\_\_\_ Payments Left \_\_\_\_\_

Additional Information \_\_\_\_\_

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office use only

Rep. \_\_\_\_\_ Placement \_\_\_\_\_

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## CHURCH AND NON PROFIT ORGANIZATION FINANCING

- ❖ Loans for Expansion, Renovation or Relocation
- ❖ Loan Minimum \$150,000.
- ❖ All Denominations and Non Profit Organizations considered
- ❖ Church or Organizations must be in existence for a minimum of three years
- ❖ Documents Required:
  1. Church Organization application (included)
  2. Past three years financials of the Church or Organization
  3. History of the Church or Organization
  4. Pastor's Resume
  5. Construction Cost Breakdown
  6. Membership List

## **VARIOUS LOANS APPROVED**

\$1.5 Mil. Real Estate Manufacturing Co., New York City

\$1.1 Mil Commercial Office Building, Conn.

\$600K Machinery and Equipment Manufacturing Co., Conn.

\$6.1 Mil. Condo Construction, Puerto Rico

\$2.3 Mil. Motel/Resort, Vermont

\$190k Mixed Use, L.I., New York

\$75K Residential 2<sup>nd</sup> Mortgage, L.I., New York

\$3.1 Mil. Health Club Refinance, Nevada

\$6.5 Mil. Modular Home Construction Project, Conn.

\$450K Retail Stores, L.I., New York

\$8.9 Mil Construction Condominiums, Queens, New York

\$750K Warehouse Refinance, Texas

\$1.8 Mil. Private Airport, New Jersey

\$400K Service Station, L.I., New York

\$5. Mil. Acquisition Waste Management Co., New England

\$21. Mil. Retirement Home, New Jersey

\$5.2 Mil. Marina Construction, L.I., New York

\$12.8 Mil. Residential Housing Construction, New York

\$11. Mil. PGA Golf Course, Arizona

\$38. Mil. Hotel Construction, New York

\$16. Mil. 7 Mobile Home Park Developments, North East

**Real Estate Loans and Joint Ventures  
Private Financing For Builders and Developers**

**Construction & Development  
Foreclosure & Workouts  
Site Improvement  
Bankruptcy DIP**

Loan Amount:	\$250,000 to \$5 million
Maturity:	6 months to 3 years
Collateral:	First lien on Real Estate & Corporate assets Maximum "Quick Sale" Loan to Value (LTV): For approved land: 30% LTV For improved property: 50% LTV For "pre-sold" inventory: 65% LTV For leased income property: 65% LTV
Territory:	Northeast; typically NY/NJ/CT plus Philadelphia & Boston metro areas Nationwide for Bankruptcy Financing
Types of Projects:	Single family; multi-family; land; commercial; specialty properties Bankruptcy Foreclosures, RTC & FDIC Loan Workouts
Bankruptcy Financing:	Debtor-In-Possession Section 364(d) financing Super priority lien on corporate assets and real estate
Rates and Fees:	Joint Venture: 10%-12% preferred return plus up to 50% of profit Loan: 10% to 15% interest plus "kicker" 3 to 5 point fee
Advantages:	Fast closing (1 week) Easy Borrower Qualifications Cheaper than Equity Perfect for all Cash Discounts and Quick Closings

Dear Residential Broker:

Today, more than ever before in the financial marketplace, good viable loans are turned away by traditional lenders; local Banks and Savings and Loans. The Loan Broker has the capability to fulfill these funding needs by virtue of his access to major commercial lending institutions; to businesses and industries that previously relied on those traditional sources, the Broker has become an essential source of borrowed capital.

Knowing your traditional marketplace is in the residential field, we at Diversified would like to help you to expand your client base. Our firm specializes in becoming a necessary link between the commercial borrower and those lenders who have worldwide lending capability; but are not limited by geographic consideration and who collectively have a wide and varied spectrum of loan interests and capacities. We must assume from time to time your current client base leads you in our direction.

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John Peitler  
President

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It gives us great pleasure to announce the availability of new programs that Diversified can now offer you and your clients.

Due to the changes in our economy, the current banking environment may be the toughest we have ever experienced and in many ways our industry is changing. One might say it is “a sign of the times.”

Diversified is challenging this unpredictable economy and providing financing of many different types of projects: we realize that each of your clients have a unique project and we are prepared to consider creative solutions to their needs.

Our company specializes in the commercial aspect from acquisitions and refinances to asset based lending and foreclosure situations, we employ creative financing to get the project funded.

To allow for such diversification our company is a direct correspondent with various institutional lenders and trust funds as well as having the availability of private investor pool's.

We strongly encourage you to call upon us to discuss any possible loan request you may have. Remember Diversified is a creative funding source and rather than throwing a project away, call us.

DEAR RESIDENTIAL MORTGAGE BROKER:

ARE YOU HAVING DIFFICULTY PLACING COMMERCIAL LOANS???

HAVE THE COMMERCIAL BANKS YOU DEALT WITH DRIED UP??

**DIVERSIFIED COMMERCIAL IS A FULL SERVICE COMMERCIAL BROKER.**

WE OFFER FAST, COURTEOUS SERVICE AND **WE GET LOANS CLOSED.**

CURRENT PROGRAMS OFFER FIXED AND ADJUSTABLE RATE PRODUCTS, CONVENTIONAL AND PRIVATE FUNDING SOURCES AVAILABLE. WE CAN OFTEN FUND **“HARD TO DO-BAD CREDIT”** LOANS AT SLIGHTLY HIGHER RATES.

CO-BROKERAGE WILL ALLOW YOU TO **EARN LARGE FEES** WITHOUT THE HEADACHES ASSOCIATED WITH PLACING AND CLOSING SUCH LOANS.

**CALL TODAY** FOR MORE DETAILS.

SINCERELY,  
DIVERSIFIED RCS

John Peitler  
PRESIDENT

## **Restaurant/Food Industry Financing**

Diversified has programs available to provide financing for:

- Restaurants
- Supermarkets
- Bakeries/Pizzerias
- Diners
- Convenience Stores
- Fast Food Franchises
- Food Product Manufacturers

Programs Available For:

- Purchase of Property
- Purchase of Business
- Provide Working Capital
- Refinance Business Loan
- Refinance Property Loan

Start up financing also available, for clients interested in starting their own business. Client should have prior experience in this area.

Good Loan To Values available for qualified clients.