

Westshore Mortgage & Investments Co., Inc.
***Maximum LTV Guidelines For "Full Doc" (Conventional) Commercial Loans**

	Multi-Family	Mobile Home Park	Office	Retail	Industrial	Mixed Use	Self - Storage	Assisted Living	Hotel
LTV	80%	80%	80%	80%	80%	75%	75%	75%	70%

Notes:

1. Above LTV Guidelines are for "Full Doc" Commercial Loans From \$500,000 to \$35 million.
2. Loans < \$500,000 will be submitted under our "Small Commercial Loan Program."
3. Higher CLTV's to 100% are available on a case-by-case basis.
 - a. **Purchase Loans to 90% CLTV** will require one or more of the following:
 - i. Minimum 5-10% cash down payment from borrower
 - ii. Seller carry back, subordinate financing (when permitted by Underwriter)
 - iii. Subordinate financing from another source (when permitted by Underwriter)
 - iv. Cross collateralization of additional properties (may be required in certain circumstances)
 - b. **Refinance Loans to 100% CLTV** will have the following limitations
 - i. Maximum LTV on first mortgages as stated above in "Maximum LTV Guidelines"
 - ii. Maximum loan amount on the 100% CLTV program is \$2.5 million (either as a first or second mortgage)
 - iii. Cross collateralization of additional properties (may be required in certain circumstances)

Other Commercial Loan Programs Available - Go to http://westshoremortgage.com/commercial_mortgages.htm

**Subject to Change Without Notice*