



Centennial Lending

Success Stories

How can we help with YOUR commercial real estate success story? By delivering great loans on time, of course! We have the resources to do this because Centennial Lending is a Credit Union Service Organization, or CUSO, owned by 13 credit unions in Colorado and Wyoming. Centennial provides commercial and multifamily permanent and construction financing on behalf of its owner and partner credit unions in Colorado and nearby states. Centennial services more than \$220 MM in commercial and \$600 MM in residential mortgages and we are headquartered in Longmont

Our loans win business with better terms, competitive 5 year rate resets and 10 year fixed rates, low closing costs and – what is most unusual – NO prepayment penalties.

Here are some transaction structures we have underwritten and closed recently at Centennial Lending. Each of them is a real life, real business success story for the borrower and the credit union.

SBA 504 Office Building Acquisition, Westminster

\$1,100,000 First Mortgage: 25 Years due in 10 years, rate reset in 5. No prepayment penalty.

\$880,000 SBA 504 Interim Loan: We closed the “bridge” second trust deed then were paid off by Colorado Lending Source’s SBA 504 loan when the debentures sold. The 504 was a 20 year fixed rate.

90% Combined Loan to Value

Retail Center Refinance, Louisville

\$1,960,000 first mortgage: 25 years due in 10. No prepayment penalty.

We also offered a 10 year option with a 5 year reset, also on a 25 year schedule, no prepayment penalty. The borrower chose the 10 year fixed. The loan retired an existing note which was maturing.

Residential Rental Property, Boulder

\$550,000 first mortgage, secured by two residential rental units on a single lot near the University of Colorado campus. Terms 25 years due in 10, rate reset in 5 years, no prepayment penalty, 75% loan to value. Rental properties are often difficult to finance because of restrictions on investor owned 1-4 unit properties from Fannie Mae and Freddie Mac. Centennial Lending can provide rental financing under our Member Business Lending guidelines for qualified borrowers.

University Heights Apartments

\$3,080,000 permanent loan on 64 units primarily student housing near the University of Colorado campus, Boulder. We offered both 10 year fixed rate and 5 year rate reset options for the borrower, with no prepayment penalty.

For More Information and Assistance:

**Tim Thomas, Business Development
Officer, Commercial Real Estate
Lending
Centennial Lending
4112 Kodiak Court, Unit D
Longmont, Co. 80504
Phone (303) 746-9169 or
(303) 656-3232
EM [tim.thomas@centennial-
lending.com](mailto:tim.thomas@centennial-lending.com)**

My mission:

- To serve our clients with excellence
- To respond and communicate immediately and professionally
- To thoroughly understand each transaction: the property, the credit picture and the members' needs
- To originate well underwritten loans within policy that perform as expected
- To bring in new loan opportunities and long term borrower relationships
- To educate our commercial clients on the importance and value of credit union membership

The Basics:

All you need to provide is the contact name, phone number, property type and nature of the request. To "preflight," here is what I will need:

Current Rent roll and lease schedule
2011 Fully Year P&L for subject property
Entity financial Statements most recent quarter
and FY
Guarantor financial statements (Balance Sheets and P&L
and Schedules of Real Estate Owned
Purchase Contract
Cost breakdown
Management Experience statement and resumes