

Company* 

	Berkadia	Capital Funding, LLC	Capital One Bank	CapitalSource	CIT Healthcare	Contemporary Healthcare Capital, LLC	GE Capital Healthcare Financial Services	Gemino Healthcare Finance	Lancaster Pollard	LeaseSource, Inc.	LFC Capital, Inc.	Raymond James Morgan Keegan	Walker & Dunlop, LLC	Ventas Healthcare Properties
Type of company														
Credit company					●									
Investment bank									●			●		
Mortgage bank									●				●	
Receivables firm								●						
Other	●	●	●	●	●	●	●		●	●				●
Type of financing/investment considered														
Acquisition financing	●	●	●	●	●	●	●		●			●	●	●
Construction		●				●			●			●	●	
Equity financing					●									●
Interim financing		●					●		●		●	●		
Mezzanine financing		●				●			●			●		●
Mini-permanent mortgage loan	●	●	●		●	●	●		●			●		●
Permanent mortgage loan	●	●	●	●	●		●		●			●	●	●
Receivables financing		●	●	●	●	●	●	●		●		●		
Revolving credit		●	●	●	●		●	●						
Sales/leaseback		●					●			●	●	●		●
Securitized pool														
Taxable bond financing									●			●		
Tax-exempt bond financing			●						●	●		●		
Term loans	●	●	●		●	●	●	●		●	●	●		
Working capital		●	●	●	●	●	●	●		●				
Other			●				●							
Type of property considered														
Acute care	●	●	●	●	●	●	●	●	●	●	●	●	●	●
Alzheimer's	●	●	●		●	●	●		●	●		●	●	●
Ambulatory care			●	●	●	●	●	●		●	●	●	●	●
Assisted living	●	●	●	●	●	●	●		●	●	●	●	●	●
Continuing care	●		●	●	●	●	●		●	●	●	●	●	●
Independent living	●			●	●	●	●		●	●	●	●	●	●
Personal care					●	●			●	●				●
Psychiatric					●		●	●	●	●	●	●		
Rehabilitation	●		●		●	●	●	●	●	●	●	●	●	●
Skilled nursing	●	●	●	●	●	●	●	●	●	●	●	●	●	●
Subacute care	●		●	●	●	●	●		●	●	●	●	●	●
Institution's plan for long-term care sector														
Increase exposure	●	●	●	●	●	●	●	●			●	●	●	●
Maintain exposure									●	●				
Institution's plan for the healthcare sector														
Increase exposure	●	●	●	●	●	●	●	●			●	●	●	●
Maintain exposure									●	●				
Range of loan/investment considered														
Minimum (in millions)	2.5	2.5	1	3	5	1	5	2	1	.1	.25	20	3	10
Maximum (in millions)	NA	NA	250	50	NA	18	1B	20	NONE	NONE	2.5	NONE	NONE	500+
Range of interest rates offered														
Fixed rate (percent)	VARIABLES	NA	VARIABLES	5	NA	VARIABLES	NA	NA	NA	2-10	NA	NA	VARIABLES	NA
Variable rate (percent)	VARIABLES	NA	VARIABLES	4.25	NA	VARIABLES	NA	5-10	VARIABLES	NA	NA	NA	NONE	NA
Typical amortization terms offered (years)	25-35	25	20-25	25	NA	20-25	20-30	3-5	VARIABLES	5	3-10	NA	25-40	NA
Typical loan terms offered (years)	3-30	1-35	3-10	7	NA	1-5	3-7	3-5	VARIABLES	5	3-8	NA	24-40	NA
Maximum loan to value ratio (percent)	75-80	80	85	85	NA	95	80	NA	VARIABLES	NA	100	NA	70-85	NA
Minimum debt coverage ratio	VARIABLES	1.25	1.1	1.35	NA	1.15	1.1	1.1-1		VARIABLES	1.0X	NA	1.45	NA

LENDERS SOURCE INDEX

Berkadia
www.berkadia.com

Capital Funding LLC
www.capfundinc.com

Capital One Bank®
www.capitalone.com/bank/commercial

CapitalSource
www.capitalsource.com

CIT Healthcare
www.cit.com/healthcare

Contemporary Healthcare Capital, LLC
www.contemporarycapital.com

GE Healthcare Financial Services
www.gecapital.com/healthcare.com

Gemino Healthcare Finance
www.gemino.com

Lancaster Pollard
www.lancasterpollard.com

LeaseSource, Inc.
www.leasesourceinc.com

LFC Capital, Inc.
www.lfccapital.com

Raymond James | Morgan Keegan
www.morgankeegan.com

Walker & Dunlop, LLC
www.walkeranddunlop.com

Ventas Healthcare Properties
www.ventasreit.com

NA=Not Available, B=Billion