

Company* 

	Cambridge Realty Capital	Capital Funding, LLC	CapitalSource	CIT Healthcare LLC	Contemporary Healthcare Capital, LLC	GF Capital Healthcare Financial Services	Gemino Healthcare Finance	Gershman Mortgage	Healthcare Finance Group, LLC	Health Capital Investors, Inc	Lancaster Pollard	LFC Capital, Inc.	Morgan Keegan & Company, Inc.	The PrivateBank	Red Mortgage Bank	Regions Bank	Regions Capital LLC	Walker & Dunlop, LLC
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)	1.5	2.5	3	NA	1	5	2	.5	5	.5	NA	.25	10	2.5	NONE	5	2	
Maximum (in millions)	0	NA	50	NA	18	1 BIL	20	0	200	20	NA	15	NONE	50	NONE	50	NONE	
Range of interest rates offered																		
Fixed rate (percent)	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	50	VARIABLE	NA	NA	VARIABLE	
Variable rate (percent)	NA	NA	NA	NA	NA	NA	8-12	NA	NA	NA	NA	NA	50	VARIABLE	NA	NA	NONE	
Typical amortization terms offered (years)	15-40	25	25	25	20-25	20-30	NA	40	5-10	NA	NA	3-25	VARIABLE	25	NA	20-25	25-40	
Typical loan terms offered (years)	2-35	1-35	5	3-7	1-5	3-7	3	40	3	NA	NA	3-10	VARIABLE	7	NA	3-5	5-40	
Maximum loan to value ratio (percent)	95	80	85	75	95	80	85	90	NA	NA	NA	100	VARIABLE	80	NA	75	70-85	
Minimum debt coverage ratio	1.15	1.25	1.4	VARIABLE	1.15	1.1	1.5	1.11	NA	NA	NA	1.20	VARIABLE	1.35-1.0	NA	1.25	1.25-1.45	

NA=Not Available