



## COMMERCIAL LENDING GUIDE

# Commercial Mortgage Solutions

**Help your clients grow their business and real estate portfolio with our customized credit solutions and flexible terms.**

Want to diversify your income stream *and* help your clients with their commercial real estate financing needs?

Our dedicated Business Enterprise Solutions (BES) team offers customized credit solutions and flexible terms across all commercial real estate asset classes to support you and your clients nationwide.



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**See reverse for our high-level commercial lending guidelines.**

# Commercial lending guide

## Property types



Multi-unit



Industrial



Mixed-use



Retail

<b>Lending zone</b>	Major urban areas and secondary markets across Canada
<b>Loan amount</b>	\$1,000,000+
<b>LTV</b>	Up to 75%, depending on location and property type (2 <sup>nd</sup> mortgage up to 85% (total debt) through a Vendor-Take-Back or private mortgage, allowed on case-by- case basis)
<b>Loan type</b>	Term, repositioning (acquisition and renovation financing), and bridge to lease-up or CMHC
<b>BDS</b>	1.10x (minimum). For owner-occupied properties, we're able to include the business' cash flow to help support principal and interest payments
<b>Loan products</b>	<ul style="list-style-type: none"><li>• Conventional mortgages in 1<sup>st</sup> position</li><li>• Commercial Equity Line of Credit (CELOC) between \$50K-\$250K, in combination with an Equitable Bank 1<sup>st</sup> mortgage</li></ul>
<b>Terms</b>	1 to 5 years; fixed and variable options
<b>Amortization</b>	<ul style="list-style-type: none"><li>• 25 years (up to 30 years for multi-unit residential)</li><li>• Interest only (up to 24 months) for repositioning and bridge loans</li></ul>
<b>Prohibited properties</b>	Automotive, hotels/motels, special-use properties, and short-term rentals
<b>Fees</b>	1% of the loan amount, split 50/50 with the broker
<b>Timelines</b>	<ul style="list-style-type: none"><li>• Letter of Interest (LOI) issued within 48 hours of receipt of information</li><li>• Quick closing time compared to major lenders</li></ul>