COMMERCIAL FINANCE SOLUTIONS
Commercial finance through Colliers Mortgage is unique in that we structure competitive financing packages for borrowers and lenders alike. For developers, we create comprehensive, flexible debt facilities that often incorporate a variety of capital sources and financing alternatives. For lending institutions, we provide a thorough underwriting package that allows banks to analyze and independently assess each asset opportunity. Finally, we provide a full-service, back-office operations team that manages the various stages of the project’s lifecycle – from closing, funding and title to construction draw management, insurance coverage, reserve accounts, payment administration and pay off. Our Service team works directly with borrowers and participant lenders to ensure all of the transaction’s latest information, communications and documentation are provided on a timely basis.

While other lenders often are restricted by deal size, geography, lending limits or a specific asset class, we provide national lending capabilities within a multitude of commercial transaction types. We can offer an array of resources among our numerous affiliates to bring together the latest structuring alternatives to each project. For example, our affiliate, Colliers Securities, provides a full spectrum of financing options throughout the capital stack, including tax-exempt financing, TIF bonds, historic and new market tax credits and mezzanine finance, to name a few. The agency finance side of Colliers Mortgage can provide access to federal agency loan programs for the acquisition, refinance, construction or rehabilitation for a multitude of property types, including multifamily, affordable, senior and assisted living, hospital and health care, student housing and manufactured housing.
CREATIVE FUNDING SOLUTIONS

Directed by a team of senior bankers whose experience in the commercial real estate business averages over 25 years and who collectively have completed commercial real estate, equipment and commercial transactions totaling more than $20 billion, we understand the complexities involved with integrating multiple sources of funding.

Drawing on current and past affiliations with money center banks, real estate investment trusts, international commercial finance companies and regional accounting firms, we are able to provide a broad base of lending. Our bankers work directly with the borrowers and sponsors to assemble thoughtful, educated and creative funding solutions.

In addition to our extensive real estate capabilities, Colliers Mortgage also provides traditional commercial banking and funding services for quality project finance opportunities within numerous industries and sectors, including energy, transportation and manufacturing. Along with our Colliers affiliates, we are able to structure distinctive financing opportunities using multiple financial vehicles.

Commercial Finance Solutions

We offer a broad range of commercial finance solutions to real estate developers and corporations nationwide. Unlike many traditional lending sources, Colliers Mortgage has an array of resources among its numerous affiliates to bring together the latest structuring alternatives to each project. Our senior bankers provide traditional mortgage banking services via timely transaction execution, value-added deal structuring and efficient and accurate loan processing.

We serve as the lead lender in all of our transactions and fund each financing by selling loan participations to our extensive network of community banks and institutional lenders throughout the U.S. Our relationships with hundreds of institutional lenders, such as life insurance companies and pension funds, provides unique access to debt capital markets for creditworthy clients whose financial needs may not be well suited for the nationally syndicated loan market. We currently manage a $1.6 billion commercial loan portfolio on behalf of more than 500 banks and institutional lenders.

Loan Participations Structured for the Community Bank Market

Community banks work with us to enhance and diversify bank loan portfolios without compromising asset quality or adding extra overhead to service the credit. As a commercial finance company we service rather than compete with community banks. Our current portfolio has been participated to hundreds of community banks nationwide. Our loan participations structured for the community bank market can benefit banks in many ways, including:

- Supplement loan portfolios without adding extra overhead to originate and service the credit.
- Diversify loan portfolios outside of normal geographic region, bringing the possibility of better financial performance and higher returns.
- Provide access to credits and opportunities that are not traditionally available to community banks.

INSTITUTIONAL INVESTOR MORTGAGE BANKING

Structuring commercial real estate financing and/or equity investments is complex, but our experts are ready to take on the challenge, especially when it comes to integrating multiple sources of funding.

Our institutional investor mortgage banking team offers a broad range of services to developers and owners. With over 50 years of combined experience, our team of seasoned mortgage bankers has developed deep relationships across the capital markets spectrum with life insurance companies, debt funds, mortgage REITS, pension funds, local, regional, money center and national banks, mezzanine lenders and preferred equity investors, Wall Street lenders, and institutional equity investors. We leverage these relationships to canvass the market for each transaction on behalf of our clients to obtain multiple quotes, clearing the market and identifying aggressive capital sources that meet our client’s capitalization requirements. We create unique funding solutions for transactions that range from $2MM to $250MM.

Our team not only knows capital sources, but we understand the Borrower side of a real estate transaction. We take the time to understand the Borrower’s requirements for their loan or equity transaction to make sure we find the right source of capital that will specifically address the Borrower’s needs.

From securing debt capital for new construction, refinancing an existing loan, or structuring a finance solution to capitalize a value-add acquisition opportunity, to sourcing institutional joint venture equity or preferred equity, our team understands the intricacies of constructing the right capital stack for each transaction, with a focus on addressing the Borrower’s requirements at the best possible rates and terms.
Our Loan Servicing team is a knowledgeable group of professionals committed to client satisfaction, whether it’s a simple refinance or complex, ground-up construction project or borrowing base revolvers. We deliver customized client service throughout the term of the loan for both borrowers and bank participants. As the single point of contact in all transactions, our Loan Servicing team monitors loan covenants and performs payment processing, collections and communications throughout the life of the transaction. The team possesses an extensive base of experience in commercial lending and loan servicing. From monitoring construction loans to borrowing base certificates, we provide timely, efficient and effective loan and lease servicing. All loan documentation and accounting records are available to borrowers and loan participants through our secure Web-based servicing platform. The firm’s proprietary loan servicing platform allows the team to manage a large portfolio of assets while still providing personalized customer service.

TRANSACTION GUIDELINES

Collateral Types
- Health Care (senior housing, assisted living, health clinics and hospitals)
- Hospitality (full to limited service)
- Industrial (manufacturing to heavy industry)
- Land Development (residential, commercial, and recreational)
- Mixed Use Projects
- Equipment
- Office (commercial to medical)
- Residential (multi-family, condominium and co-ops)
- Retail (strip center to big box)
- Special Purpose Facilities (recreational, airplane hangars)
- Warehouse (dry to cold storage)
- Mineral right leases

Typical Underwriting Criteria
- LTV: Up to 85.0%
- LTC: Up to 100.0%
- DSC: from 1.0x to 1.5x depending on asset class
- Equity recapture based on appraised values

Loan Structure
- Land Acquisition/Construction
- Construction
- Construction/Mini-perm
- Renovation/Repositioning/Mini-perm
- Term
- Bridge
- Recourse and Non-recourse debt
- Multiple advance/Revolver
- Tax Credit Bridge (Historic/Low Income Housing/Brownfield)
- Tax Increment Financing

Transaction Size
- $2 million to $100 million

Amortization Period and Interest Rates
- Interest-only bullet, up to 30-year amortization
- Interest rates indexed to all national indices with fixed-rate option on select basis up to 10 years
- Prepayment terms typically open without premium or notice

COLLIER MORTGAGE

Our Loan Servicing team is a knowledgeable group of professionals committed to client satisfaction, whether it’s a simple refinance or complex, ground-up construction project or borrowing base revolvers. We deliver customized client service throughout the term of the loan for both borrowers and bank participants. As the single point of contact in all transactions, our Loan Servicing team monitors loan covenants and performs payment processing, collections and communications throughout the life of the transaction. The team possesses an extensive base of experience in commercial lending and loan servicing. From monitoring construction loans to borrowing base certificates, we provide timely, efficient and effective loan and lease servicing. All loan documentation and accounting records are available to borrowers and loan participants through our secure Web-based servicing platform. The firm’s proprietary loan servicing platform allows the team to manage a large portfolio of assets while still providing personalized customer service.

Information provided reflects business previously conducted under Dougherty Funding LLC, now operating as part of Colliers Mortgage LLC. Colliers Mortgage is the brand used by Colliers Mortgage LLC and Colliers Funding LLC.

Active relationships with over 500 banks nationwide.
Over $5.3 billion in loans originated since 1996.
Loan servicing portfolio averaging $1.5 billion.
More than 530 financings since 1996.