



## Commercial Mortgage Solutions

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

Are you interested in diversifying your income stream and helping your clients with their commercial real estate financing needs? Equitable Bank's Business Enterprise Solutions (BES) team serves residential mortgage brokers and commercial lending partners nationwide.

Our dedicated team of real estate experts offers creative solutions across all commercial real estate asset classes to support you and your clients.



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



[equitablebank.ca](https://equitablebank.ca)

## Commercial lending guide

|                              |   |
|------------------------------|---|
| <b>Lending zone</b>          | Major urban areas and secondary markets across Canada   |
| <b>Property types</b>        | Multi-unit residential, student res, industrial, mixed-use, self-storage, retail plazas, standalone restaurants/bars, and condo inventory   |
| <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>   |