

Working with TMG on your Commercial Loan – What to Expect

Commercial real estate investors are challenged by the time it takes to source a quality loan for their unique investment strategy. The Madison Group (TMG) works for you to provide alternative loan options from the nation's top lenders, so you will feel confident that you have chosen the optimal financing for your long-term investment goals.

The process of completing a commercial loan can be challenging. We offer a high level of service each step of the way to completing your transaction. Outlined below is our loan process and what can be expected throughout the process.

Step 1 | Introduction and Pre-approval

1. An introduction call with your TMG Loan Originator (L.O.) will help us understand your financing needs and goals for your transaction.
2. You will be asked to provide a brief list of property and borrower documents. Receipt of these items is essential to get an accurate quote.
3. After we receive these documents, your TMG L.O. will do a preliminary analysis on the transaction to determine property income and expenses, debt service coverage, value, and approximate loan amount.
4. TMG loan consultant agreement will be provided for your signature.
5. An executive summary and loan package will be created and TMG will work with our best lenders to obtain a loan quote or offer.
6. After pre-approval with a lender, a quote for rates/terms/costs, and expected timeframe is delivered so we can proceed to step two.

Step 2 | Application and Engagement

1. After you have chosen and accepted the lenders loan terms, you will be asked to sign the letter of interest or application with the lender.
2. You will make a deposit with the lender so they can order the 3rd party reports, engage an appraiser and/or inspector, order title, and complete other due diligence items.
3. You will be introduced to your TMG Processor, who will work with you and your TMG L.O.

Step 3 | Underwriting and Processing

1. After 3rd party reports have been ordered, the processing staff will request additional items of verification requested by the lender or underwriter. This list may include tax returns, entity documentation, verification of funds, insurance verification, etc.
2. You can expect several weeks for all the 3rd party reports to be completed and underwriting to be completed.

Step 4 | Closing and Funding

1. Once 3rd party reports are completed and the verification process satisfied, a final loan approval will be issued.
2. Upon final approval, and any prior-to-closing conditions are satisfied, the lender will then prepare loan documents. A rate lock call will be established if needed.
3. Your L.O. and Processor will ensure a coordinated and timely closing by working closely with you, your title company, escrow agent, and the lender.

By working with an experienced team at The Madison Group, you will receive the expertise and support throughout the entire loan process. This will save you time and avoid common loan pitfalls. We look forward to working with you to complete your transaction.