



Income Property Loan Programs FOR BROKER'S USE ONLY

December 2006

www.unionbank.com/mortgagebrokerservices

Offering Real Estate Loans of \$400,000 to \$7,000,000

3-Year Interest Only - Par Pricing - Broker Rebates No-cost, 60-day rate locks available

Fixed-rate plans that convert to 6-month LIBOR for the remaining term

Loan Terms	Premier Loan *		Regular Fixed-rate Period ARM Loan Plans							
	5 years		3 years		5 years		10 years		15 years	
Fixed-rate Period	5 years		3 years		5 years		10 years		15 years	
Start Rate: APTS-MHP COMM	6.375%	6.750%	6.625%	7.000%	6.625%	7.000%	6.750%	7.125%	6.875%	7.250%
Interest-only Pmts. (see note 5)	3 years		3 years		3 years		3 years		3 years	
Maximum Loan Term	30 years		30 years		30 years		30 years		30 years	
Margin: APTS-MHP COMM	2.250%	2.500%	2.250%	2.500%	2.250%	2.500%	2.250%	2.500%	2.250%	2.500%
Prepayment Penalty	4-3		3-3		4-3		5-4-3		5-4-3-2	
Points	0 - 1%		0		0		0		0	
Broker Rebate Fee **	.5%		.5%		.5%		.5%		.5%	

Standard ARM Plans

Loan Terms	ARM Plans			
	6-Month LIBOR		11th Dist. COFI	
ARM Index	6-Month LIBOR		11th Dist. COFI	
Start Rate: APTS-MHP COMM	6.000%	6.250%	5.875%	6.250%
Maximum Loan Term	30 years		30 years	
Margin: APTS-MHP COMM	2.250%	2.500%	3.500%	3.750%
Prepayment Penalty	3-3		4-3	
Points	0		0	
Broker Rebate Fee **	.5%		.5%	

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* Please call your lending officer for pricing and underwriting details on this specially priced loan plan.

** The maximum broker rebate per transaction is \$15,000. Union Bank of California, N.A. will not pay a rebate in those states where it is prohibited.

Other Terms

1. Loan is assumable for a 1% assumption fee.
2. Maximum loan to value of 75%.
3. The minimum debt coverage ratio is 1.10:1 - 1.15:1 for multi-family properties and 1.15:1 - 1.20:1 on commercial properties.
4. ARM loans are adjusted quarterly with a maximum periodic cap of .50%, a floor equal to the start rate, and a life-of-loan cap of 11.0%.
5. If the initial 3-year interest-only payment option is chosen, the maximum amortization term is 27 years after the interest-only period ends.
6. Processing fee is \$1,950.

The information furnished here is preliminary. This is not an offer or commitment. Rates, terms, and conditions may be changed without notice and are applicable only to the Income Property Loan Program of Union Bank of California's Apartment and Commercial Income Property Finance Division. All transactions are subject to submission of a formal application, underwriting, and written approval. Approval terms may vary.

Apartment Buildings - Shopping Centers - Mobile Home Parks - Industrial Parks - Mixed Use - Office Buildings

AZ / CA / NV / OR / WA / TX / MD / VA / DC

