Commercial Real Estate Finance Outline

Kentucky Commercial Real Estate Conference
October 28, 2025

Time Allotment – 1 hour with 50 minutes devoted to a live panel discussion on topics relating to commercial real estate finance and 10 minutes devoted to questions and answers from attendees.

Learning Objectives – attendees will learn about:

A. Strategies to increase after-tax cash flow on commercial real estate.

B. Current underwriting guidelines and lending parameters for commercial real estate loans.

C. Current indexes and spreads used to calculate interest rates for short and long-term debt, as well as understanding the factors that affect loan pricing for each sector.

This section will help attendees learn how to properly select the most appropriate debt structure for their commercial real estate investments.

Outline

1. Panelist Introductions
   A. Greg Solomos - Senior Vice President & Managing Director at BWE
   B. Donya York - Vice President at BWE
   C. Chris Johns – Senior Director, Commercial Mortgage Loans at One America Insurance Company

2. Strategies to increase after-tax cash flow – 20 Minutes
   A. Selling versus re-financing
   B. Analyzing the life cycle of a real estate investment
   C. The power of interest-only
   D. The benefits of re-setting your amortization schedule

E. Things you should discuss with your tax advisor

3. <u>Current underwriting guidelines and lending parameters for commercial real estate loans - 15 minutes</u>

   A. Minimum debt coverage ratios

   B. Maximum loan to value ratios

   C. Current cap rates for commercial properties

   D. Equity required for construction loans

   E. Personal recourse

4. <u>Current indexes, spreads and interest rates for short and long-term debt and projections for the remainder of 2025 – 15 minutes</u>

   A. Current indexes and spreads used to calculate interest rates for short and long-term debt.

   B. Understanding the risk factors that affect loan pricing for each sector

   C. Projections for the remainder of 2025.

5. Questions & Answers – 10 minutes