

SCRIPPS REALTY ADVISORS

Real Estate Investment Bankers and Consultants

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I am writing because I wish to express my appreciation and recommendation of The Loan Company. Recently, I was in escrow to purchase a restaurant building in the Banker's Hill area of San Diego, my role was the real estate agent, loan officer, and one of the buyers. Originally, we pursued an SBA loan for the purchase and construction of the property, after four months of "jumping through hoops," for the SBA lender, it was December 19, 2007; escrow was scheduled to close on or before December 31, 2007. The seller had back up offers and expressed that they would not extend our COE beyond the end of the year. The SBA bank had promised loan documents for Friday December 21st. Three days prior, we were informed that the rate and terms of the loan were to change yet again, not in our favor. The lender had given us two different LOs and continued to change the terms throughout the escrow, at this point we were beyond frustrated and their final changes were unacceptable. My partners and I were devastated over the loss of time and money we would incur if we did not close.

Upon expressing my frustration about the situation at my office, I was referred to Ed Mateer and John Lloyd at The Loan Company, and was told they could work miracles. Skeptical, yet hopeful, I met with John on December 21st, and dropped off the file, a foot high of paperwork. John diligently worked through the file all weekend, Christmas Eve, and to my amazement, he produced loan documents on December 26th. They funded the loan before our deadline with a couple days to spare!! It truly was a miracle! The Loan Company actually approved and funded a commercial purchase loan in less than one week, with better rate and terms than the original deal we considered.

I highly recommend The Loan Company, they are fast, efficient, easy to work with, and no-nonsense; they see the big picture and move forward if the deal makes sense.

Sincerely,



Donna Maestas