



Private Money Financing – LOAN PROGRAMS - **Nationwide**

NATIONWIDE

Loan Parameters for Commercial Properties

Loan Size: \$50,000 to \$50,000,000

- Loan Size: \$50,000 to \$50,000,000
- Lending Area: Nationwide
- Term: 1-3 Years
- Property Type: All Commercial Properties Including Multi Family & Mixed-Use
- 1st & 2nd Trust Deeds
- Interest Rates: 8.5%-12% (Rates influenced by LTV & collateral type)
- Loan to Value: Up to 60%
- Amortization: Interest Only & Principal and Interest Available
- Origination Fee: 2%-4% Taken at Closing From Loan Proceeds
- Closing Terms: Closings in as Quick as 5 Business Days
- No Up-Front Fees: Unless Appraisal or Phase 1 is Needed

Code: [BLCAcomUS](#)

PROGRAM 2

Fast Funding on all types of projects

- Income Properties | Short Term Bridge Loans | Refinance and or cash out
- Hotels, office building, gas stations | Funeral homes and restaurants | Raw land
- Construction loans | Acquisition and development

Terms

- Loans from 500K to 20MM | Can provide commitment letters in 24hours | Fast closing
- Short term to long term financing | Aggressive rates

Loan Requirements

Guidelines come down to the asset details, we need to have a loan to value ratio that makes sense in order to lend on. No pages of forms, just need the details, and the loans needs to make sense.

- No credit requirements | No income requirements | No prepayment penalty |
- No strict guidelines | Loan must be transparent

Code: [JNW752wld](#)

Joint Venture/Preferred Equity Financing-Seeking to make passive, preferred equity investments.

Funds can be used for:

Complete real estate developments | Reposition properties | Pay down existing financing

Take advantage of special opportunities | Acquire troubled real estate

Acquire mortgage debt at a discount | Buy out partners

The information below provides a general outline of our joint venture/preferred equity program.

Investment Amount: \$500,000 minimum, no maximum

Investment Structure: Preferred membership interest in the development entity

Preferred Return: 12% per annum, cumulative from investment date

Common Interests: We receive a 40-50% common membership interest in the development entity for a nominal amount, in consideration for our investing in your project.

Sponsor Contribution: Approximately 15% to 20% of our equity investment for which the sponsor receives a preferred interest similar to ours, but subordinate to our interest.

Development Entity Distributions: Net cash flow from the operation and resale of the project will be applied in the following manner:

- a) Pay debt service on any project-related loans;
- b) Pay cumulative preferred return on our preferred membership interest
- c) Redeem our firm's preferred membership interest;

Term of Investment: Maximum 5 years

Product Types: All real estate, except land **Market:** [Nationwide](#)

Decision Making: Major decisions (e.g. termination of manager, sale, or refinance) require our approval

Recourse: Non-recourse, except for standard carve-outs. A completion guaranty may be required on major development or rehab projects

Closing: Typically, 4 weeks. However, as fast as 10 days from the date of receipt of all requested due diligence items.

Underwriting Requirement: All final submissions must include an Argus Valuation-DCF data file. If you (or your client) have not modeled your submitted project in Argus Valuation-DCF, you must engage us or a third party to model your project. However, on a preliminary basis, please feel free to submit your proforma in any format.

Code: [NLJVEQNW](#)

Joint Venture Financing

Joint venture financing is similar to a partnership in that it must be created by agreement between the parties to share in the losses and profits of the venture. Even though our clients may not start out looking for partners, they recognize the value of sharing equity over "straight" debt financing. As a result, through joint venture financing, our Clients can reduce the amount of their personal capital at risk but still focus on the goal to get their project funded. In some cases, joint venture financing may be the only way to get the project funded.

Eligible Projects

We will consider Multifamily, Retail, Industrial, Office, Residential Development, Hospitality and Condominium projects for the following types of investments:

- Development
- Recapitalizations
- Renovations
- Acquisitions
- Refinance

Eligible Property Locations

We work on projects in **all 50 states** as well as internationally

Deal Size

\$10,000,000 to \$1 Billion+

Holding Periods

1-5 Years. Project durations will affect risk adjustments in pricing

Investment Amounts

Amounts up to 100% financing

Target Profit Participation

Depending on project dynamics, sponsor suitability and deal structure lender will target between 25% and 75% profit participation

Code: VETJV106Nw

Equity Participation

Capital can be arranged for equity financing according to the following underwriting guidelines:

Eligible Projects

Multifamily, Retail, Industrial, Office, Residential Development, Hospitality, Student Housing, and Condominium projects for the following types of investments:

- Development
- Recapitalizations
- Renovations
- Acquisitions
- Refinance/Cash-Out

Eligible Property Locations

All 50 states and internationally

Minimum Deal Size

\$2.0M

Holding Periods

1-5 Years. Project durations will affect risk adjustments in pricing

Investment Amounts

Up to 95% of the required equity amount. We like to see sponsor contributions of between 5% and 10%

Target Returns

Depending on project dynamics, sponsor suitability and deal structure lender will target between 15% and 49% returns

Deal Structure

Preferred return: 8-12%

Tiered Returns: Ownership percentages are based upon mutually established hurdle rates or benchmarks designed to effect the target returns outlined above

Code: [VETE106Nw](#)

PROGRAM 4

Joint venture equity, preferred equity, mezzanine debt, and participating debt to qualified operating partners for acquisition, repositioning, development, note purchases, or recapitalization of commercial and residential real estate.

General investment parameters:

- **Transaction Size:** Up to \$50,000,000
- **Investment Amount:** Up to \$8,000,000
- **Investment Percent:** Up to 100% of required equity capital
- **Investment Horizon:** Up to 8 years
- **Preferred Return:** 9% to 15%
- **Operating Partner Promote:** Reflects project characteristics
- **Investment Location:** Western United States | **Product Type:** All Product Types

Investment Type: Value Add Acquisition

Recapitalization
Bank Note Purchase
Sale Leaseback
Repositioning
Ground up Development

Code: HCNW8989

LAND

RAW LAND- Eligible Properties: Purchase - Refinance - Cash out - Bank owned, REO properties, ballooning notes, Trust deed, mortgages

- **Minimum Loan Size:** \$500,000 - \$5,000,000
- **Pricing:** 12.99% - 14.99% Interest only - 6% - 8% Origination points (paid at closing)
- **Loan Terms:** 12 - 36 months from initial investment
- **Prepayment Penalty:** None
- **Personal Guarantees:** NO - Non-recourse format
- **Loan-to-Value:** 50% AS-IS maximum LTV- As completed LTV is not typically considered
- **New Equity (cash) Requirements:** Typically no new cash for Refinance or cash out - Purchase minimum - 40% of total purchase price

Third Party Reports: Appraisal - Collateral value opinion

Reliable Phase I environmental report (older report can be used if property does not display obvious signs) - DML Property inspection (required) | ALTA land survey

Preliminary Submission Package for Residential Land Loans:

1. Well written summary of the property description, current entitlement status and goals
2. Representative color aerial photographs - (6 - 7 preferred)
3. Sources & uses
4. Sponsor(s) resume

Code: DM155RLan

PROGRAM 2

Money is available to lend for regardless the stage of development. We have over 30 years of combined commercial land financing experience. There are very few banks' lending for commercial land but, we are! Some products offered include:

- Speed - We will give you a quick answer with expeditious closing times
- NO or Alternative documentation
- NO Pre Payment Penalties
- Cross collateralization | Interest only financing options

Money deployed on Commercial Lots can be used for the acquisition, refinance, or cash out.

Commercial Land Qualified Property Type	Raw land - Commercial Un-Entitled land - Entitled land - PUD - Mixed use developments - Horizontal Construction - Vacant land - Paper lots - TIFS
Loan Types	Purchase, Refinance, Cash-Out, DPO, Foreclosure prevention, Bank Work Out, Stalled Sub-divisions - Commercial Land Financing is available today!
Lending Area	Hawaii, Oregon - Colorado - Utah - New Mexico - California -Arizona Nevada - Florida - Idaho - Oregon, Florida and other markets considered Nationwide.
Min - Max Loan Amount	\$500,000 to \$20,000,000
Term	12 to 36 months
Interest	6% to 13% Interest Only - Fully amortized commercial land loan is also available
Amortization	Interest Only - Interest reserve (no monthly payment)
Maximum LTV	Typically - 30-50% as is value bases upon an appraisal
Lien Position	1 st Lien only
Prepayment Penalty	Typically None
Minimum Credit Score	None - Pricing will be related to the overall risk
Origination Fee	1% - 5% of the loan amount - Depends on the commercial land loan program.
Exit Fee	0% is typical
Due Diligence Fee/Deposit	Borrower is responsible for all third party report fees. Typical range \$3,500 - \$9,500 after written approval.
Closing Timeframe	3 weeks give or take a few days is typical

Code: [LDCLM4477](#)

Residential Development - Subdivision Financing for Lots

If you are working on one or many residential land developments money can be available for the continuation of your project so long as there's substantial up-side remaining or low leverage contained within the residential or collateral.

- Swift Refinances | NO individual Single Family Homes (SFR)
- Used for the infrastructure or horizontal improvements | Major markets - Infill locations - Suburban
- Full Income - Stated - Hard Money - Private money lender solutions

Land financing is available for several types of properties including stalled sub-divisions, bank owned properties, entitled lots, and paper lots. We work with good and bad credit borrowers. Full income and non-traditional bank lender loans are offered.

Money deployed on residential building lots can be used for the acquisition, refinance, or cash out.

Qualified Property Type: Residential Sub-divisions - Raw land - Un-Entitled land - Entitled land - PUD - Mixed use developments - Vacant land - Paper lots - TIFS

Loan Type: Purchase, Refinance, Cash-Out, DPO, Foreclosure prevention, Bank Work Out, Stalled Residential Sub-divisions

Lending Area: Georgia, Texas - Utah - New Mexico - California - Arizona - Nevada - Florida - Idaho - Oregon, Florida, Carolina and other markets considered Nationwide.

Min - Max Loan Amount: \$500,000 to \$20,000,000

Term:	6 to 36 months
Interest:	6% to 13% Interest Only - Full Principal & Interest available
Amortization:	Interest Only - Interest reserve (no monthly payment)
Maximum LTV	Typically - 30-50% as is value bases upon an appraisal
Lien Position	1 st Lien only
Prepayment Penalty:	Typically None
Minimum Credit Score	None - Pricing will be related to the overall risk
Origination Fee	2% - 5% of the loan amount
Exit Fee	0% is typical
Due Diligence Fee/Deposit	Borrower is responsible for all third party report fees. Typical range \$3,500 - \$9,500 after written approval.
Closing Timeframe	3 weeks give or take a few days is typical
Submission Documents	

- Executive summary of the Residential Sub-division Plan
- Aerial Photos or existing appraisal
- Sources and uses
- Purchase contract or LOI if acquisition
- PFS and idea of credit
- Exit Strategy - How the loan will be re-paid

Conventional Financing for Commercial Construction loans Nationwide. From \$500,000 to 50M + and Up to 100% LTC - 75% - 80% LTV.

Property types and Locations

- Most Commercial property types are considered
- Must be in the path of growth
- Greater than 15,000 population is preferred
- Commercial "for lease" properties - Apartment - Assisted care - Self Storage
- Mobile Home Parks - Warehouse - Office - Retail - Medical
- Single tenant considered on case-by-case basis

The Offer

- Prime plus .5 - 1% - 12 - 18 month construction term
- One time close
- Converts to 3 yr. mini or 10yr perm - at the end of construction
- 2-3% lender fee
- Property must underwrite at 1:1 ratio at closing | Typical year pre-pay penalty

Typical Borrower Profile

- Builder - Developer - Investor
- Experienced Professional
- Requires strong borrower - credit - net worth - liquidity
- Has several projects in the works | Bad credit will not be turned down if you have cash in the deal

Next Steps

- Executive summary - explaining the deal on paper | Location map | Fixed price construction contract
- Pro-forma projections | Current Financials - last 3 years personal and corporate tax returns
- Resume of principals | Purchase contract | Architectural renderings

These are the straight forward construction finance guidelines for properties such as Mobile home parks, self-storage, apartments, retail strip centers, warehouse, office and assisted care facilities Nationwide.

Code: [DM155LCC](#)

HOTELS FINANCING

Bridge Financing

Short to medium term capital for hotel acquisitions and recapitalizations of existing assets. Ideal for transitional, non-stabilized assets with a value-add component or situations where a quick closing with surety of execution is needed.

Note Financing

Help a sponsor looking to acquire a distressed note to get to the asset in the most expedient manner, or to work out the loan to maximize the investment return.

Mezzanine Debt Financing

Mezzanine debt to give a sponsor greater proceeds and go higher on the capital stack (LTV) than what senior conventional debt would allow.

Discounted Payoff (DPO) Financing

Short to medium term first mortgage capital to sponsors repurchasing their existing debt at a discount to "right size" the amount of debt on the asset.

First Mortgage Bridge Loan Program Requirements

- **Eligible Collateral:** Typically branded, interior corridor, limited, select, and full service hotels with between 75 and 300 keys, and note purchases secured by same.
- **Eligible Locations:** Continental U.S.
- **Purpose:** Purchase, refinance, discounted payoff, recapitalization, construction completion, note purchase, etc.
- **Transaction Sizes:** \$1 million to \$20 million, higher on a case by case basis.
- **LTV:** Up to 70% of "as-is" appraised value or actual purchase price.
- **Security:** First mortgage lien on the subject property(s), assignment of all permits and approvals, assignment of leases, UCC filing, or assignment and security interest in same on note purchases.
- **Ownership:** Single asset, special purpose entity.
- **Commitment Deposit:** 1% of loan amount (minimum \$15,000) payable upon acceptance of Loan Commitment for full underwriting, due diligence, site inspection, 3rd party reports, legal, title work, document preparation, comfort letter, and closing costs.
- **Prepayment:** 6 month interest guarantee.
- **Interest Rate:** Rates starting at 9.9% interest only.
- **DSC / Debt Service:** <1 based on interest only acceptable with quality pro-forma & turnaround plan
- **Recourse:** Full personal guaranty of sponsors. Non-recourse available with compensating factors.
- **Loan Term:** 1–5 yrs.
- **Reserves:** Real estate taxes, hazard insurance, replacement reserves, and mortgage interest may be required.
- **Underwriting Considerations:** Heavy emphasis on new equity capital to be funded in connection with loan or additional collateral, concentration on value creation, market analysis, sponsorship, and exit strategy.
- **Third Party Reports:** MAI Appraisal, Phase I environmental, feasibility and others if required or ordered by Lender at expense of Borrower.
- **Closing Time:** 2 to 3 weeks from receipt of full package, application acceptance and deposit remittance.

Code: [HCDL193a](#)

Partners with owners by injecting capital into hotel real estate and taking a passive preferred equity ownership stake.

Preferred Equity Program Requirements

- **Eligible Collateral:** Typically branded, interior corridor, limited, select, and full service hotels between 75 and 300 keys, and note purchases secured by same.
- **Eligible Locations:** Continental U.S.
- **Purpose:** Purchase, refinance, discounted payoff, recapitalization, construction completion, note purchase, etc.
- **Transaction Sizes:** Typically \$1,000,000 to \$10 million, higher on a case by case basis
- **Ownership:** Single asset, special purpose entity.
- **Preferred Equity Return:** Typically a current pay rate + a percentage of ownership and associated cash flow that varies according to project plan & available cash flow.
- **Minimum Levered IRR target:** Varies per transaction.
- **Minimum NOI %:** Depends on market/property type/brand/etc.
- **Commitment Deposit:** 1% of preferred equity amount (minimum \$20,000) payable upon acceptance of Preferred Equity Term Sheet for site inspection, 3rd party costs, legal and closing costs. Any remainder credited at closing, or refunded in the event the deal is not approved.
- **Buy/Sell Agreement:** To be defined in the operating agreement
- **Preferred Term:** 3–5 yrs.
- **Reserves:** Real estate taxes, hazard insurance, replacement reserves, and mortgage interest may be required.
- **Underwriting Considerations:** Heavy emphasis on value creation, market analysis, sponsorship, and exit strategy.
- **Third Party Reports:** MAI Appraisal, Phase I environmental, feasibility and others if required at expense of Sponsor.
- **Sponsor Promote:** Occurs after specified IRR hurdles are met and tiered based on the success of the investment.
- **Closing Time:** As early as 30 days from receipt of full package, application acceptance and deposit remittance.

PROGRAM 3

We can provide the best hotel financing for properties worldwide. Loan amounts on hotel loans can range from \$500,000 to \$1.3 billion. Fixed rates on hotel loans are also available as well as hotel loans with adjustable rates. Debt coverage ratios for hotel loans start at 1.10 and up.

HOTEL PROGRAM PARAMETERS

Loan Term: Loan maturities are normally ten years. Other maturities will be determined based on your specific case.

Loan Amortization: 25 and 30 year amortization

Debt Service Coverage Ratio (DSCR): DSCR of 1.35:1 dependent upon property type, physical condition, age, location and competitiveness of market position

Loan to Value Ratio: Up to 70% with Limited Service or up to 80% with Full Service of MAI appraised value conforming to FIRREA and USAO guidelines and up to 75% with limited service or up to 85% (full service) of loan to acquisition cost (if applicable).

Loan Escrows: The borrower will typically contribute monthly to an escrow account for real estate taxes and property insurance. The borrower will usually also establish a monthly capital replacement escrow reserve equal to the greater of I. 4 % of gross revenues or II an amount to be determined by DBMC on the basis of an engineering report and DBMC's site inspection. **Code:** [THLHLWLDW1](#)

PROGRAM 4

Non-Recourse - Purchase:

- \$3 MM and up loan amounts | 5-10 year term | 15-30 year amortization | DSC 1.5 | 70% LTV
- Flagged
 - Limited & Full Service, Extended Stay
- Experienced operators

Recourse

Purchase - \$500 K Minimum Loan

A. Purchase existing operating property

May include:

- . Land / Building / Equipment / Good Will / Operating Capital
- . Existing business

B. Up to 85% CLTV | SBA loan | \$500 K to \$15 MM

C. Requires a Star Report

Refinance

A. Rate and term B. Cash out C. Requires a Star Report

- **Construction** - \$3 MM minimum

Land purchase | Construction cost | Equipment | Interest only | One time close -
construction to permanent loan | Requires a Star Report and Feasibility Study

Bridge and Rehab Loans (for non-stabilized properties)

1. Purchase
2. Rehab
3. FOREIGN NATIONALS

Code: [NCPHM](#)

This financing is NOT at HUD program. We have one of the only construction loans for Assisted Living Facilities that is not dependent on HUD approval. We have access to ALF funding from **\$2,000,000** up to **\$50,000,000**. The ideal range of funding where we see the most success is from **\$10,000,000** to **\$38,000,000**.

This exciting new program was designed to be an alternative to lengthy HUD programs. Assisted Living Facility Construction Financing means that developers can avoid costly delays associated with HUD and USDA B&I programs!

- **Avoid the huge delays associated with HUD approvals No dealing with SBA 504 and CDC debentures and complicated funding strategies**
- **Deal with underwriters accustomed to the construction loan process**
- **Draw requests, work order changes and other issues handled by professionals well versed in the needs of developers and construction lending.**

Popular markets for Assisted Living Facility lending includes; Atlanta, GA, Phoenix, AZ, Charlotte, NC, Jacksonville, FL, Austin, TX and Greenville, SC, Dallas TX. Other markets include Raleigh, NC, Ashville, NC, San Diego, CA, and Chicago, IL. Loans for Assisted Living Facility Construction can be obtained in many markets but these seem to be very popular.

Construction financing for Assisted Living Facilities usually takes on this combination with the commercial mortgage funding the land development and building construction funding and the business loan providing the capital needed to get the equipment and business up and running.

Commercial Lending's special Construction Loan for Assisted Living Facilities offer:

- **Loan Amounts:** \$10MM minimum, No max
- **Loan to Cost** – 75% (LTC)
- **Term:** 5-7 Year Construction to mini-perm
- **Amortization:** First 2 Years (construction phase) is Interest only, after that amortization varies by strength of project but most projects will receive 25 year amortization period.
- **Rate:** Variable or Fixed options Variable is WSJ Prime plus roughly 250bp ... or ... Fixed rate range is 6-7%
- **Prepayment Penalty:** None
- **Recourse:** Some Personal Guarantee typically required however this is negotiable depending on strength of deal.
 - Sponsor can also "Buy Down" the recourse with higher Equity Participation (lower LTC)

Loans that pay dividends for your business.

We have all types of loans for assisted living facilities and financing for medical office buildings. Development loans, construction loans, commercial business loans and Assisted Living Facility Purchase loans. Business loans for medical office buildings and assisted living when combined with a small business loan or with equipment financing is our specialty and we get them done even when banks have said NO!

Code: [DdAhot220](#)

PROGRAM 2

SBA, CONVENTIONAL, FHA AND FANNIE MAE financing all over the United States for many types of Senior Living Properties to meet the needs of our aging population.

***Rates starting at 3.25%**

****FHA PROGRAMS AT BOTTOM OF PAGE**

Loans from \$500,000 to (No Loan Limit)

Purchase- Up to 83% LTV | **Refinance-** Up to 80% LTV

New Construction-

- Up to 80% LTCost (HUD)
- Up to 75% LTC- Conventional

Rehabilitation- Up to 83.3% LTCost

- **Skilled Full Care Nursing Facilities | Assisted Living**
- **Independent Living | Senior Housing**
- **Adult Day Care | Hospitals**
- **Other specialty care facilities**

Locations: Nationwide All 50 states

Amortization: 20,25,30,35, and 40 years

FHA construction loans convert into a 40 year, fully amortizing fixed rate loan

Loan-to-Value: 70-83.3% LTV

Debt Service: DSCR on healthcare properties is as low as 1.2%

Non-Recourse: Recourse loans usually not required except for SBA Loans and construction
(NO PERSONAL LIABILITY AND NO PERSONAL TAX RETURNS)

Assumable: Yes, subject to lender approval

LOAN PROGRAMS

(1) Healthcare Acquisition or Refinance - HUD 232-223 (f) *\$4 MM minimum Loan no maximum*
Healthcare New Construction or Rehab - HUD 232

FHA Sr Assisted Living Sizing Spread Sheet- (Excel)

Fannie Mae Senior Living Housing

\$2 MM minimum loan no maximum

(2) Fannie Mae Seniors Housing Financing Information

(3) **SBA Assisted Living** *\$500,000 minimum loan*

- SBA 7a Loans (\$5 MM maximum loan amount) | SBA 504 (Maximum Loan \$12 MM)
- MUST BE OWNER OPERATED | Up to 90% LTV

(4) **Conventional** \$1 MM minimum

Code: [NCPSLALNW](#)

APARTMENTS & MULTIFAMILY FINANCING

Hard Money Loan financing to \$150k to 15 million +, High LTVs. True equity based lending. No income check available.

ALL PROPERTY TYPES: COMMERCIAL, INVESTOR - RESIDENTIAL, SUPER JUMBO

- \$150,000 to \$15,000,000 | Nationwide - All 50 States
- Bad credit OK for all our Bridge Mortgage Loans
- All situations considered including bankruptcy, foreclosure
- 24 Hour Approvals / Emergency Mortgage Closings
- Our Hard Money Mortgage Loan Program is designed for quick closings
- Hard Money Bridge Loan rates are from 11%-15% - LTVs to 65%
- Our Hard Money Mortgage Loans are based on actual property/project value
- Asset Based Loan Approvals for all our Hard Money Mortgage Loans
- Updated Appraisal Ok - IMMEDIATE SITE VISITS

Code: [NSNWC1002](#)

PROGRAM 2

Eligible Property Types: Multi-family Apartments | Grocery Anchored Retail Shopping Centers

Mixed Use | CBD Office | Suburban Office | Medical Office | Student Housing | Warehouses / Distribution / Flex Flagged Hotels | Parking Garage | Self –Storage | Condo Unit Inventory Loans

Geography (Tier 1 Markets in US) Multi-family anywhere in USA

New York City | New York - Metro | Boston | Philadelphia | Washington DC | Atlanta | Austin | Charlotte
Chicago | Dallas | Denver | Houston | Los Angeles | Miami | Memphis | Nashville | Phoenix | Portland
San Diego | San Francisco | Salt Lake City | Seattle

OTHER TIER 1 MARKETS WITH 500,000+ MSA CONSIDERED

All First Mortgages: Loan / Deal Sizes (\$2,000,000 - \$30,000,000+)

First Mortgages

Loan to Value Ratio Up to 75% | **Interest Rate** 10 - 14% | **Term** 1 - 3 years | **Amortization** Interest Only

Recourse Preferred | **Origination Fee** 2 - 3 Points | **Exit Fee** None | **Extensions** Yes | **Extension Fee** 1/2 - 1 Point

Borrowing Entity Special Purpose Entity

Purchasing Distressed Debt

Loan to Value Ratio Up to 75% | **Interest Rate** TBD | **Term** 1 - 5 Years | **Amortization** TBD | **Recourse** TBD

Origination Fee 2 - 3 Points | **Exit Fee** None | **Extensions** Yes | **Extension Fee** 1/2 - 1 Point

Borrowing Entity Special Purpose Entity

Financing Third Parties Purchasing Distressed Debt

Loan to Value Ratio Up to 75% | **Interest Rate** TBD | **Term** 1 - 5 Years | **Amortization** TBD | **Recourse** TBD

Origination Fee 2 - 3 Points | **Exit Fee** None | **Extensions** Yes | **Extension Fee** 1/2 - 1 Point

Borrowing Entity Special Purpose Entity

Code: [CAPD0044C](#)

REHAB LOANS – NATIONWIDE

(Nationwide) except: AZ,CA,NV,OR,MT,ID,WY,NE,ND,MN,SD,KS,AR,WV,MI,VT

Property type: Commercial loans on 1 - 4 Family investor properties and small apartment buildings. Larger Commercial loans financed in our Commercial Hard Money Division.

Lien position: First mortgage only.

Standard term: 6 months with monthly extensions up to 12 months.

Advance rate: Up to 100% of the total project costs, subject to 65% of the After-Repaired-Value. Reserve account applies.

Renovation funds: Renovation funds are usually advanced in one to three draws, and wired directly to your account. Rehab portion of the loan typically not to exceed 100% of acquisition cost unless otherwise approved.

Closing costs: Up to \$1200 of closing costs (i.e. title insurance, recording fees, etc.) can be financed as part of the loan proceeds.

Guarantee: Personal guarantee required. **Qualifying documents:** Investor Assessment Form

Loan documentation: (For Each Loan) Purchase Agreement | Summary of Rehab Work to be Completed | After-Repair-Value Appraisal (Obtained by lender)
Title Policy (Obtained by lender) | Deal Submission Form | Pictures of Rehab Property | Home Inspection

3 months of Bank Statements | 2 years of Tax Returns | 3 Most Recent Paystubs | signed 4506-T

quick funding: Once a borrower has been approved, funding of individual transactions is quick. No need to reapply for subsequent transactions.

Code: BV638RHB

PROGRAM 2 - NJ, NY, SOUTHWEST CT, EASTERN PA, MD, VA, AND D.C.

- We offer Rehab, Construction and Investor Loans
- Non-Owner Occupied, Investor Properties Only
- We finance Distressed, REO, and Short Sale residential investor properties
- We lend in NJ, NY, Southwest CT, Eastern PA, MD, VA, and D.C.
- Quick Approvals
- No Hidden Fees
- No Hassle Closings
- Can close in days
- **Flexible, Reliable, Professional and Fast**

Short-term, asset-based loans, extended to real estate owners, investors and builders. We have designed our process to be fast, reliable, flexible and professional. Also as a Direct Lender we are able to offer lower cost loans because there is no middle man involved.

Our borrowers typically use the borrowed funds to purchase and rehabilitate residential real estate in an attempt to sell the finished properties at much higher prices. Standard loan is:

- for one year
- interest only
- has no prepayment penalty

Loans are secured by the residential real estate that is being purchased and/or renovated. We require loan to current value ratios, **AT PURCHASE**, of between 75%-80%.

We also lend based on the "After Repair Value" (ARV) of the property. Our loans are based upon an ARV that is generally between 50%-65% depending upon the stability of the neighborhood, where the property is located, and the experience of the borrower. We also require personal guarantees by our borrowers and, in some cases, their spouses.

We focus on personal credit and collateral underwriting that is geared to specific individual circumstances. We are just as interested in borrower credit and character as collateral sufficiency but we can and do exercise much more flexibility and timeliness with respect to approval and funding.

Thus, while our loans are higher in cost than traditional bank loans, we are much quicker to qualify our borrowers, value the purchased property and close our loans than banks are able to.

Code: [LABLREO55](#)

PROGRAM 3 – VARIOUS STATES

Program I Highlights Nationwide

- 100% Hard Money and Closing Costs | Full Doc | 9 Month Term | No Pre-Payment
- 700 Credit Score and above | Rates Start at 9.5% | Up to 70% ARV
- Can Close in an Individual or Corporate Name
- This program is good in:
 - Illinois – Chicago, Surrounding Suburbs | Indiana – Indianapolis | Kansas – Kansas City
 - Missouri – Kansas City and St. Louis | New York – Buffalo and Rochester
 - North Carolina – Charlotte, Raleigh, and Greensboro | Ohio – Cleveland, Columbus, Cincinnati, Toledo, and Dayton | Pennsylvania – Harrisburg, Pittsburgh, and Philadelphia
 - Tennessee – Nashville and Memphis | Delaware | New Jersey | South Carolina
- In some cases a 10 % deposit is required into escrow to be refunded when the loan is paid off.
- The buyer purchasing the distressed asset or investment asset must live in the same area as the project. No out of state investors allowed.
- To invest in foreclosed properties out of the state in which you live with 100% financing, please refer to Program II
- Rule of thumb for cash assets \$25,000 cash for every \$100,000 borrowed; and not a lot of debt
- Commercial money does not report to credit bureaus

Program II Highlights

- Rehab Lending | Buy or Refinance (Blanket Loans) | REO's / Short Sales | 1-4 Units Non-Owner
- No Pre-Payment | 600 Fico Above | This program is good:

Program III Highlights

- **Chicago Hard Money** | 2-4 Flats (West & South Side) | 90 % Purchase & Rehab Costs
- 60 % LTV (After Repair Value) | 6 Month Term | 680 Fico and above
- No Pre-Payment | No physical payment due during term of the loan
- Approval in 24 hrs. / Close in 14 Business day's

Program IV Highlights

- Stated Income / close in 7 days | Saving deals for Realtors and Investors
- No appraisal needed (CMA inspection) | Great deals are hard to find – don't let them die
- Purchase only / non-owner | Loans amounts – 50K to 400K | Up to 6 month term
- **We need the following to issue a Letter of Credit:**
 - 1003 Mortgage Application | Property address | Credit report
 - No income documents needed

We need the following to draw docs:

- Title Report | Inspection | Purchase contract or courthouse information |
- Date you need to close

Amount needed for down payment:

- 720 Fico 25% down | 680 Fico 30% down | 660 Fico 40% down
- No Rehab Money Included | Anything below 660 credit score is a case by case scenario
- No seasoning required on down payment funds

Cities: Chicago, Denver, Boise, Salt Lake City

- All closings done at a major title company with full disclosure of funding fees, cost and the terms of the note
- All terms subject to available funds
- Borrowers must have clean credit and a strong exit strategy in place

Code: REOCIS851

PROGRAM 4

Fix and Flip Program Now Nationwide!

- No minimum down payment | No credit requirements | 65% ARV loans up to 100% funding
- 1-4 unit rehabs (we will lend on larger rehabs (case by case) | 3-12 months term
- \$20k - \$250k (larger case by case) | 12-15% interest only
- Points - 5-10% (min fee applies on smaller loans) | Quick Closings!

*** Traditional loans available**

* Rates as low as 5% | Purchase / Refi | Rate/Term or Cash Out | Rehab / Construction Escrows

**** Personal & Business Loan Programs****

- Unsecured Personal & Business LOC & Loans | Minimum Credit 660 | Business Cash Flow Loans (Minimum credit 500)
- No Collateral | No Financials (most programs) | Funding in 10 days

Code: SPBMHL01

BLANKET LOANS

- 50% - 70% LTV
- Rates 10% - 15%
- 6 - 12 Month Term
- Nationwide
- Quick Closing!
- Nationwide

Code: [SPBBMH02](#)

PROGRAM 2

If you are currently an investor with a portfolio of properties, We offer the only true source for nationwide blanket mortgages to refinance you out of any hard money, expensive private money, or to simply pull cash out of your properties.

Some of the highlights are:

- Valid in all 50 states
- No geographic limitations.
- 5-7% Interest rate Fixed
- Non Recourse
- 25-30 year amortization with a 10-12 year balloon
- No appraisals needed (Just BPO's in most cases)

Code: [LBRUS325](#)

PROGRAM 3

We fund the following types of loans

LOAN AMOUNTS - \$ONE MILLION UP TO \$ONE BILLION

- Hard Money Commercial Loans | Private Money Commercial Loans
- Bridge Loans | Real Estate Flips (Investors Only)
- Blanket Loans | Apartment Loans
- Asset Based Loans
- Out of the Box Loans
- Business Expansion Loans
- Business Factoring Loans

Code: [AUXNOHD](#)

NATIONWIDE – U.S. AND CANADA

Loan Amounts: \$1,000,000 - \$100,000,000					
Property Type	Rate	Min. - Max.	Max LTV	Loan Term	Amortization
(Nationwide + Canada)	10yr Treasury + Spread	BPS Spread	Min DSCR	(Years)	(Years)
Owner-User Properties:	5.75% - 8.875%	<i>Fixed & Adjust.</i>	90% / 1.25	10, 15, 25	15, 25
Apartment / Multifamily:	5.25% - 7.5%	90 – 200	85% / 1.15	10, 15, 35	30, 35
Healthcare / Senior Housing:	5.75% - 7.76%	150 – 290	85% / 1.20	10, 35	30, 35
Condominium Conversions:	8.25% - 9.74%	<i>LIBOR</i>	80% / 1.25	3, 10	% Only, 30
Retail: Anchored:	5.25% - 7.5%	100 – 210	80% / 1.25	10, 15	25, 30
Retail: Unanchored:	5.5% - 8.0%	125 – 315	75% / 1.30	10, 15	25, 30
Mobile Home Park:	5.375% - 8.5%	95 – 205	80% / 1.20	10, 15	25, 30
Office / Medical Bldg.:	5.5% - 8.25%	115 – 195	80% / 1.30	10, 15	25, 30
Industrial / Warehouse:	5.25% - 8.5%	95 – 180	80% / 1.25	10, 15	25, 30
Self - Storage:	5.5% - 7.50%	110 – 215	80% / 1.30	10, 15	25, 30
Gas Station / C-Store:	6.75% - 8.75%	195 – 275	80% / 1.45	20, 25	20, 25
Mixed-Used / Special Purpose:	6.5% - 8.5%	220 – 315	80% / 1.35	15, 20	15, 20
Single Tenant, "NNN"	5.5% - 7.5%	120 – 220	80% / 1.25	10, 15, 25	10, 15, 25
Hotel / Motel (full & limited):	6.55% - 8.75%	170 – 315	75% / 1.50	10, 25	20, 25
Golf Course / Resort / Gaming:	6.5% - 9.5%	250 – 330	70% / 1.50	7, 10	20, 25
Outlet Mall (Indoor & Outdoor):	5.9% - 7.5%	155 – 305	75% / 1.40	10, 20	20, 25
Church / Synagogue:	6.92% - 8.5%	<i>Fixed & Adjust.</i>	75 % / 1.25	10, 15	15, 25
Land - Raw & Improved:	10.50% - 15.00%	<i>Interest Only</i>	65 % / N/A	1, 3, 15	% Only, 15
Construction	6.5% - 11.5% Adj.	<i>Prime</i>	90 % / 1.25	2, 3,	% Only
Bridge/Mezzanine Loans	10.0% - 18.5% Adj.	<i>Prime</i>	90 % / 1.25	3, 5,	% Only, 10

The range of pricing is subject to the relationship between DSCR, LTV, quality of real estate, & credit strength of the transaction. Rates and terms are subject to change without notice.

Private Equity Group to offer Bridge and Mezzanine financing for our clients. This lending program is designed to provide financing for real estate transactions where the borrower needs to close and fund quickly.

Our financing expertise and creativity enables us to close on equity-based commercial bridge loans or short term commercial mortgage financing in very short time frames. Closings can occur in as little as 5 - 15 days. Underwriting is based on the equity in the property and/or the property value.

Providing creative asset-based lending for a variety of opportunities and needs including: purchases, refinances, repositioning, foreclosure bailouts, and bank workouts.

Property Types

- Multi-family | Office | Retail | Hotels / Hospitality | Mixed-use Properties
- Industrial/Warehouse | Self Storage | Historical buildings | Healthcare, Senior Housing & Nursing Homes

Transaction Size

\$1,000,000 and larger

LTV

Bridge generally up to 65%, Mezzanine Generally up to 85%

Loan Term

1-3 years. With up to 1 year extensions available.

Interest Rates

Rates vary by loan to value ratio, debt service coverage, property type and underwriting risk.

Anticipated Closing Timeframe

Within two weeks or sooner depending on satisfactory receipt of due diligence items.

Initial Submission Package

- ü Executive Summary with Property Description | Appraisal, if available
- ü Current rent roll and trailing 12 months income and expense statement
- ü Operating history – prior 3 years, if available
- ü Current year operating budget | Budget of any planned improvements
- ü Existing debt details
- ü Borrower and Key Principal resumes

Code: [HOLEMNW1616](#)

USA AND CANADA

Hard Money Lending / Sale and Leaseback / Canada and USA

- Loans from \$1,000,000 to \$15,000,000 (real estate and construction, we can exceed)
- Terms ranging from 6 months to 36 months, no pre-payment penalties
- Interest only and in some cases can be deferred | No upfront fees

Industry

Manufacturing | Construction | Real Estate | Retailers and Distributors | Transportation

- Oil and Gas

Types of Loans

Bridge Loans | Asset based Loans | Mezzanine Finance | Inventory Finance | Refinancing

- Exit Loans | Recapitalizations

Code: [FUNINCG77](#)

Commercial Property Loans

All types of income-producing properties are considered with competitive pricing and terms. We price and structure each loan based upon its merits using sound underwriting and a fair assessment of the property, to ensure our borrower gets the best terms available.

You have connected to the premier nationwide commercial mortgage lender providing loans of \$1,000,000 and up for:

- Hospitality properties
- Industrial properties
- Mobile home parks
- Mixed-use properties
- Multi-family
- Office buildings
- Retail centers
- Single tenant and owner-user
- Special purpose properties

We provide the following financing:

- Bridge loans
- Permanent loans
- Mezzanine debt
- Preferred equity
- Joint-venture equity

Healthcare Property Loans

Actively financing all types of senior living facilities and specialty medical facilities.

Healthcare real estate financing? We specialize in it. You have connected to the premier nationwide healthcare mortgage lender providing healthcare real estate loans of \$1,000,000 and up for:

- Assisted living facilities
- CCRC's | Independent care facilities
- Skilled nursing facilities
- Medical office buildings
- Surgery centers | Not-for-profit hospitals
- Proprietary hospitals
- Senior Housing

We provide the following financing:

- Bridge loans | Permanent loans | Mezzanine debt | Preferred equity | Joint-venture equity

Mezzanine/Equity Financing

We are active sub-debt capital provider of mezzanine debt and a provider of equity for income-producing properties, properties that are being repositioned, and properties needing rehab or expansion. This financing vehicle is a "hybrid" of equity and debt, and used to expand a company's liquidity or complete a real estate project.

We look for mezzanine opportunities in all 50 states, and prefer transactions beginning at \$5 million (lower amounts on a case-by-case basis only).

Equity Financing

A higher leveraged financing option typically used when the existing senior lender prohibits subordinated debt financing.

Similar property types, locations, and sizes to our mezzanine program, equity structure varies based upon the following:

- Stabilized cash-flowing properties | Repositioning or "value-add" properties
- Rehab/expansion

Hard Money Loans

A direct source of capital for those properties that do not qualify for institutional-type financing for one reason or another.

Therefore, our pricing and costs vary and are customized for each loan.

Our general parameters are as follows:

TERM: 1--5 years

LENDING AREA: Nationwide

AMORTIZATION: Interest Only

LOAN-TO-VALUE: up to 70%

LOAN AMOUNTS: \$250,000--\$25 million

INTEREST RATE: 8%--13%

PREPAYMENT PENALTIES: None

CASH OUT: Allowed

Code: **DMHMEQ302**

A hard money / private money loan model that through our relationships can originate hard money / private money loans and present us as the trusted source to help the professional athletes with their financial needs.

One of the most diverse sports hard money / private lending platforms available today, permitting us to fund loans with flexible lending terms that other organizations are unable to endorse. We give ideal rates and use creative financing on a variety of hard money/private loans to our clients. We base this all on individual circumstances.

We provide short-term hard money/private loans, customized for professional athletes with signed player contracts in the **National Basketball Association (NBA)**, **National Football League (NFL)**, **Major League Baseball (MLB)**, **National Hockey League (NHL)** and **Major League Soccer (MLS)**.

Professional athletes, business managers and financial advisors are always welcome to discuss their specific hard money/private money financing needs. Once you have reached out to our team of professionals, underwriting is completed within two-three business days. Approvals below \$250,000 can generally be funded inside of a week of final approval.

We offer:

- Loans from \$50,000 to \$5,000,000+ USD (Higher with specialized stipulations)
- Easy Approval Process
- Customized Terms
- No Upfront Fees
- Quick Closings

A few of our key differentiators are:

- Fair rates commensurate with the collateral.
- Quick turn around and funding
- Payoff of other high interest rate loans or mortgages
- For a Fast Funding Application email your name and contact information to **lester@gainfs.net** or call us today at **562-762-7610!**

We can also help retired and retiring athletes restructure their assets after the large paychecks and final days of their playing career. Most professional athletes and entertainers go from having very little to enormous wealth. A lot of them buy assets that banks don't value, and when their contracts end or they retire, they have to adjust their life style. We help with bridge loans against those assets such as high end cars, jewelry, art, collectables, and memorabilia. These bridge loans are designed to provide instant cash while the athlete restructures their lifestyle.

Code: [Athlete2034](#)

Lester Bennett
Gain Financial Services
C (562) 762-7610
F (214) 550-2670
lester@gainfs.net
Ca Broker Lic. 01418690