



**REHAB LOANS**

	<b>Purchase Rehab</b>	<b>Rehab Only</b>	<b>Equity Lending Transactional</b>	
Lender Fee	starting at 4% \$2500 minimum fee	starting at 4% \$2500 minimum fee	starting at 5% \$2500 minimum fee	\$2000 min fee
Interest Rate	From 13-15% interest only	From 13-15% interest only	15% interest only	NONE
Down Payment	Low money down available! determined by risk	0% for free and clear homes	Purchase - 20% min Refi / Cash Out - 0%	NONE
Term	6-12 month term	6-12 month terms	1-5 year terms	1-3 days
Requirements	Up to 65% ARV / LTV No minimum credit score Light Doc Residential Investment	Up to 65% ARV / LTV No minimum credit score Light doc Residential Investment	Up to 70%LTV No Doc Loan Residential Investment Commercial	Up to 100% BC contract required! Residential Investment

Code: **PALPmnGA**

**PROGRAM 2**

We provide hard money loans to purchase and renovate non-owner occupied residential and commercial real estate in Atlanta, Georgia and the surrounding areas.

**LTV:** Loans up to 65% of ARV (After Repaired Value)

**Loan Size:** Loans from \$25,000 to \$1,500,000

**Lien Position:** First mortgage lien only

**Term:** 6 month term, interest only at 14-17% per annum (Extension fees beyond original term may apply)

**Origination fee:** 3-10% of loan amount (\$4000 Minimum Fee)

**Title:** Mortgagee title policy required at closing

**Appraisal:** An appraisal of the ARV (After-Repair-Value) may be required. (Borrower is responsible for payment)

**Insurance:** Builder's risk policy required at closing

**Closing Attorney:** Lenders approved closing attorney

**Pre-Payment Penalties:** No prepayment penalties ever

**Property Type:** Investment properties only (NOO)

**Interest Payments:** Interest only payments due on the first of each month. (Payments can be escrowed and rolled into the loan)

**Income / Reserves:** Borrower must demonstrate adequate financial reserves to cover expenses of closing related fee's, down payment and ability to repay the loan's interest payments

**Rehab / Construction funds:** If the loan is used for renovation or construction, the repair funds are held in escrow and are disbursed in weekly draws. Once work is completed a draw is requested from the borrower at which time we will verify which scope of work was completed and release the appropriate funds.

**Code:** CAFLPC6697

## PROGRAM 3

**(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 4

### TYPES OF PROPERTIES

Spec Construction, Owner Occupied Builder, or Investor Rehab Flipper Residential/Multi-Family/Commercial Property unfinished or under construction with approved plans

### TYPES OF BORROWERS/PURPOSE

- Owner Occupied and Non-Owner Occupied
- Exit Strategy at your discretion: Refinance, Occupy or Sell the property upon completion
- Purchase Money + Construction
- Refinance + Construction
- Cash out to Construction
- Ground Up Construction

### LOAN TERMS

- Construction and Rehab Loan LTV up to 65% of future value
- Construction loans up to \$4.5 million NET for ground up or construction completion
- Loan decision based on future appraised value not purchased value
- Loan decision based on the quality of the project
- Reasonable Construction Periods
- Flexible Disbursal Schedule
- No Prepayment Penalties
- Non-FICO driven
- INTEREST RESERVE OK

**Code:** FM3269RHC

## CONSTRUCTION FINANCING

**Property** - SFR stick-built only. Appraisal based on maximum five acres with close, recent and similar sold comparable; non-rural.

**Loan limits:** \$50K to \$400K

**Credit scores:** Use the lowest mid-score of applicants.

Five year seasoning on all BK's.

No reporting foreclosures, short sales or deeds in lieu.

**Terms-** All loans for construction term only, not permanent. Interest-only payments based on gross loan amount, due monthly.

**Subject to** - Builder approval. Construction budget approval.

**General notes** - No land payoff. Add .5%+ to fee for debt subordination (approved case-by-case). Lot must be free and clear. Stated income available for spec builders only.

**Call for details.** 4506 tax form required for all programs. Call for details. Construction completion projects reviewed case-by-case only; if approved; broken priority fee is typically \$3,000.

**Code:** BSMK1965

## PROGRAM 2

### Types of Properties

Spec **Construction**, Owner Occupied Builder, or Investor Rehab Flipper Residential/Multi-Family/Commercial Property unfinished or under construction with approved plans.

### Types of Borrowers / Purpose

Owner Occupied and Non-Owner Occupied | Exit Strategy at your discretion: Refinance, Occupy or Sell the property upon completion | Purchase Money + Construction Refinance + Construction | Cash out to Construction | Ground Up Construction.

### Loan Terms

Construction and Rehab Loan LTV up to 65% of future value | Construction loans up to \$4.5 million NET for ground up or construction completion | Loan decision based on future appraised value not purchased value | Loan decision based on the quality of the project | Reasonable Construction Periods | Flexible Disbursal Schedule No Prepayment Penalties | Non-FICO driven | INTEREST RESERVE OK

**Code:** FMCONK87

## PROGRAM 3

### Private Money Fast (Nationwide Jumbo Construction Loans)

#### Portfolio Lenders

- Creative approaches to "Hard Money" equity lending.
- No seasoning requirements or cash-out limitations.

#### Simple Application Process

- Fax us your executive loan summary or 1003

#### Fast Answers

- Fast turnaround on expression of interest.

#### Setting the Standard for "Hard Money" Equity Loans

- **Loan Amounts:** \$300,000 to \$10,000,000
- **Loan to Value:** Flexible
- **Interest Rates:** 9.99% to 11.99%
- **Fees:** 2 to 4 points
- **Loan Term:** Up to 5 years
- **Lien Position:** First
- **Prepayment Penalty:** None

**Code:** NJC-1209

## 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

We offer superior apartment building financing solutions, whether it is for purchases, new construction, cash outs or refinancing. We also provide other types of multifamily financing, including mixed-use properties. If the property has a combination of apartments, offices or any other income producing type, we can help. We can structure your apartment building loan with a fixed rate or variable rate and amortize it over a long term if you wish.

If you are looking for Hi-Rise apartment financing, we can provide you with financing to get your project up and going. When it comes to High-Rise apartment financing solutions, the sky is the limit, and we can help you get there. We provide low rate as well as no-point apartment building loan programs nationwide.

**Our apartment loan options are as follows:**

Apartment interest only payment option, 30-year apartment building loan (no balloon apartment loans), 3-5-7-10-15-30 year fixed interest rates on apartment loan, 90% LTV apartment financing.

**Our apartment loan program underwriting guidelines on apartment loans are as follows:**

- Apartment loans are available on fixed and variable rate financing on 5 or more units
- Apartment loan size varies from \$500,000 to \$380,000,000.
- Apartment financing LTV/CLTV permitted up to 80%
- Apartment financing is available **nationwide**
- Apartment loan rate fixed terms: 3-30 years
- Apartment loan closing as soon as 45-days
- Apartment debt coverage ratio: 1.05 to 1.25 -Cash-out available on apartment loans.

We offer apartment building loans with interest only payment options, no-points, and low interest rates. Apartment Building Loans has what it takes to be your apartment financing source.

**Code:** LJG125VxM

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, Asheville, 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:** [NCPSSLALNW](#)

## HOTELS FINANCING

### Bridge Financing

Bridge loans typically include, but are not limited to, opportunistic investment transactions for mispriced assets with substantial upside through turnaround situations, discounted payoff and discounted note acquisitions.

### NOTE FINANCING

First mortgage capital for hotel owners or investors to maximize returns through the acquisition of distressed debt secured by hospitality assets. 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. They are ideal for opportunistic purchases to minimize the direct common equity required, recapitalizations, financing PIPs and refinances where the principal amount currently owed is higher than what senior debt loan commitments can be obtained.

### 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.



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

- **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: [HGCber02](#)

## PROGRAM 4

**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. These reserves may be waived or capped depending on your situation.

Code: [THLHLWLDW1](#)

### 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

## COMMERCIAL REAL ESTATE FINANCING

- Finance up to 65% of As Is Value | We offer additional funds for renovation
- We offer flexible draw schedules for renovation projects
- Will cross collateralize properties to reduce or eliminate down payment
- Interest rates range from 14% – 16% | Lender fee ranges from 4 – 6 points | Duration is 6 – 18 months  
Renewal options are available | Interest only payments
- No prepayment penalty | Offer fast closings with clean title
- Loans for residential, multi-family, office building, retail, light industrial, etc.
- Loan size \$50,000 – \$500,000

Raw Land, Residential, Commercial

- Office Buildings | Retail | Warehouses | And Others

**Code:** CPPMAx23

## PROGRAM 2

### PROPERTY REQUIREMENTS

- First mortgage lien. Participations and joint ventures will be considered.
- LTV
  - Loans up to 60% of appraised value
  - Loans from \$50,000 to \$3,000,000
  - All property types will be considered
- Appraisal required on all properties by approved Paces Funding appraiser (borrower is responsible for payment)
- Mortgagee title policy required at closing
- Builder's risk and/or hazard policy naming Paces Funding as additional loss payee required at closing
- Closing attorney selected by Paces Funding

### BORROWER REQUIREMENTS

- Completed borrower application
- Historical financial operating statements and projected future pro-forma
- No credit score requirement
- Executed contract for purchase and detailed construction budget, if necessary, from contractor required
- Adequate financial reserves to cover expenses of closing and continued borrowing
- Exit strategy to retire loan

### LOAN PROVISIONS

- Up to 60% LTV
- 12 month term
- Interest rate minimum 15% per annum
- Origination fee minimum 5% of loan
- Customary closing costs and fees paid by borrower
- Appraisal by Paces Funding approved appraiser
- Interest due on the first of each month
- Extension fees beyond original term may apply

Code: [PFDpp8901](#)

## CONVENTIONAL CONSTRUCTION FINANCING

### Conventional Construction Loans (\$2 MM minimum loan amount No Maximum)

Up to 80% LTV (\*Completed Value not cost) | Senior Living and Assisted Living facilities | others – Contact us for details

Rehab -Up to 65% ARV (\*Completed value not cost) | Sr. and ALF | Multifamily | Hotels and Motels Must be flagged / Full service only | Terms- 12 months to 25 years

- Interest only during construction / Amortization after completion | Geographic Locations / Major metropolitan areas in US only | Loan Type – Structured as first loan | Monthly Draw |\* Loan amounts based on pro-forma stabilized value.

Code: [NCPCON13V](#)

## PROGRAM 2

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

## 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

### **Joint Venture Land Loans**

**Eligible Properties:** Bank owned, REO properties, stalled residential subdivisions, ballooning notes, overleveraged properties, discounted notes from banks, thrifts, pension funds, etc.

**Minimum Loan Size:** \$2,000,000 - \$10,000,000+

**Pricing:** Target IRR 25%-35% - includes management fees, with an upside potential

**Loan Terms:** 12 - 48 months from initial investment - **Prepayment Penalty:** None typically

**Personal Guarantees:** NO - Non-recourse format

**Loan-to-Value:** 55% AS-IS maximum LTV- As completed LTV may be considered on a case-by-case situation

**New Equity (cash) Requirements:** NO 100% financing - Developer - Minimum new equity CASH injection 10% - 20% of total projected cost

### **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 Joint Venture Land Loans:**

1. Property description, address, & current debt structure – 2. Well written summary of the goals
3. Representative color aerial photographs - or older appraisal
4. Pro-forma
5. Sources & uses
6. Sponsor(s) resume

**Code:** DM155JVLan

## PROGRAM 3

### Hard Money Land

**Eligible Properties:** Purchase - Refinance - Cash out - Bank owned, REO properties, Stalled PUD's, ballooning notes

**Minimum Loan Size:** \$1,000,000 - \$15,000,000+

**Pricing:** 12.99% - 14.99% Interest only - 5% - 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 considered

**New Equity (cash) Requirements:** NO 100% financing - Developer - Minimum new equity CASH injection 10% - 20% of total projected cost

### 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 Joint Venture Land Loans:

1. Property description, address, & current debt structure
2. Well written summary of the goals
3. Representative color aerial photographs - or older appraisal
4. Pro-forma
5. Sources & uses
6. Sponsor(s) resume

**Code:** [DM155HMLan](#)

## 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](#)

### 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

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### 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.

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### 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

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### ELIGIBLE PROPERTY LOCATIONS

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

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### DEAL SIZE

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

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### HOLDING PERIODS

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

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### INVESTMENT AMOUNTS

Amounts up to 100% financing

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### 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:

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#### 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

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#### ELIGIBLE PROPERTY LOCATIONS

All 50 states and internationally

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#### MINIMUM DEAL SIZE

\$2.0M

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#### HOLDING PERIODS

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

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#### INVESTMENT AMOUNTS

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

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#### TARGET RETURNS

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

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#### 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:** [VETEQ106Nw](#)

## PROPERTY REQUIREMENTS

- First mortgage lien only
- LTV
  - Loans up to 65% of ARV
  - Loans from \$20,000 to \$3,000,000
  - Multifamily properties up to 4 units will be considered
- Appraisal of ARV required on all properties (borrower is responsible for payment)
- Mortgagee title policy required at closing
- Builder's risk policy naming Lender mortgagee as additional loss payee required at closing
- Closing attorney selected by Lender

## BORROWER REQUIREMENTS

- Completed borrower application
- There is no credit score requirement
- Executed contract for purchase and detailed construction budget from contractor
- Adequate financial reserves to cover expenses of closing and continued borrowing
- Acceptable exit strategy to retire loan

## LOAN PROVISIONS

- Rates vary from 13-15% per annum, interest only, depending upon collateral and loan structure.
- Up to 65% LTV of ARV
- 6 month term, interest only at 14-16% per annum
- Lender Origination fee of 4-5% of loan (minimum fee may apply)
- Customary closing costs and fees paid by borrower
- Appraisal by Lenders approved appraiser
- Interest due on the first of each month
- Extension fees beyond original term may apply

Code: [PFDpp9001](#)

Financing for Attorney Practices, Accounting Practices, Engineering Practices and insurance Practices using special loans designed for these types of businesses. Service professionals are busy people that need and deserve special services.

An easy step by step approach that leads to success for the professionals we assist. With 85-90% financing for lawyers and other loans for accounting practices we are helping build and grow all kinds of practices from Atlanta, GA all the way to Phoenix, AZ and across this great nation.

We meet the needs of our client by providing them with:

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#### OUR PROGRAMS OFFER:

- Some of the lowest rates, fixed for extended periods. | 85-90% financing for medical practices of all types
- » Terms for fixed rates from 5 – 10 years |
  - » Add real estate to you medical loan and get up to 25 year amortization
  - » Low and flexible prepayment penalties with the ability to buy down the term
  - » Low overall loan costs and -0- due diligence fees!

Available in Atlanta, GA; Phoenix, AZ; or any other major city in the USA

#### Loans can be used for:

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##### DEBT CONSOLIDATION LOANS FOR ATTORNEY, ACCOUNTANT, ENGINEER AND INSURANCE PRACTICES:

Use our professional service practice loan to consolidate many different loans including lingering college tuition and loans used to upgrade equipment and loans used to finance the purchase other practices.

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##### 90% FOR PROFESSIONAL SERVICES PRACTICE ACQUISITIONS:

Use Practice Acquisition Financing for service professionals to finance the purchase of other practices or to finance the buyout existing partners. As a general business lender, we are very familiar with the time lines involved with sensitive business purchases!

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##### EXPAND, UPGRADE OR REMODEL OFFICE BUILDING:

Is it time for an upgrade? Financing to update an entire office or to finance the expansion or remodel of an office building. Purchase more modern equipment or purchase a larger building as part of financing a practice acquisition. Special financing for attorneys, accountants, engineers and insurance practices helps create efficiencies in the system and lower costs for all of us.

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##### BUILDING PURCHASE LOANS FOR PROFESSIONAL SERVICES PRACTICES:

Buying a building? It's no problem for us. We have the capital that professionals need to get the type of facility specific to their need.

We have all types of loans for attorneys, accountants, engineers and insurance practices and we know how to finance a professional services practice. Business loans for attorneys, accountants and insurance practitioners are not specialized but servicing a professional service practice is a specialty.

From Atlanta, GA to Phoenix, AZ and all across this nation we help attorneys, accountants, engineers and insurance practices by providing business loans that fit their needs. Business loans for professional service practices of all sizes are right here and we stand ready to serve with a commitment of quality and integrity to all of our customers.

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 offer SIMPLE, PROMPT AND STRESS FREE financing solutions.

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](#)

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