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**Product Sheet**

Updated 5/6/2019

11 Capital Finance, LLC provides financing nationwide representing over 110+ specialty lenders offering literally thousands of commercial real estate loan programs and loan variations with billions of dollars to immediately deploy. We specialize in non-bank type loans $100k or greater. 11 Capital is a full service brokerage coordinating and packaging loan files, placement as well as title insurance, property insurance, realtor, lawyers and more. We act as your “quarterback” and will do everything in our power to get loans closed as quickly and smoothly as possible for our clients. The product sheet is meant to be a guide or a tool only. Pre-approvals issued in 24-48 hours or less. Apply online at www.11capitalfinance.com.

**PERMANENT COMMERCIAL REAL ESTATE FINANCING**

 **BANK TYPE LOANS**

*These types of transactions are not 11 Capital Core niche, but offered as a convenience only.*

**1. BANK TYPE NON OWNER OCCUPIED**

**Fico:** Typically 680 +.

**Credit:** Letter of explanation for credit dings.

**Loan Amortization:** 15, 20, 25 & 30-year amortizations, up to 10-year fixed terms; interest only options too.

**Loan Terms:** All different types of interest only and fixed options.

**Loan Size:** $750K to $10M.

**Max LTV:** Up to 75% of appraised value or purchase price (lesser).

**Debt Service Ratio:** DSCR: 1.25x (UW NOI).

**Interest Rate:**  4.80-6% (subject to property type & market conditions).

**Property Types:** Office, Retail, Industrial, Self-Storage, Single Tenant, Mixed Use, MF 5+, Mixed Use.

**Pre-Payment Penalty:** Step Down Prepay, Flat Prepay, Yield Maintenance options.

**Use of Funds:** Purchase, Refinance, Refi Cash Out

**Lender Processing Fee:** $2000-$7500 Processing Fee, Plus Expense Deposit to cover 3rd Party, Legal & Out-of Pocket Expenses for lender.

**Territory:** Target top 50 MSA’s, but can lend in top 100 MSA’s; <http://wireless.fcc.gov/wlnp/documents/top100.pdf>

**Special:** Work with foreign nationals; property can only be 30% owner occupied; non-recourse loans available; can work with lower occupancy properties with a strong cash flow.

**Required Loan Docs:** Executive Summary, Current rent roll, PFS, Tri-merge credit report, Past 3 years tax returns (personal and business if applicable), Past 3 years operating statements & current year to date operating statement, Business Debt Schedule, Pictures of property.

**2. 90% LTV/LTC PERMANENT FINANCING SBA 504/7A PROGRAM**

**Fico:** 640+. If any credit dings the reason why must make sense. Lender is looking for borrowers with good credit, decent liquidity & direct industry experience is a must!

**Credit Issues:** If borrower is on a payment plan with the IRS this lender can work with this sometimes. SBA funds cannot pay off delinquent liens or pay roll taxes.

**Loan Terms:** Up to 25 years amortization. Different Fixed Options Available

**Loan Size:** $350K to $5M

**Max LTV:** 80-90%. SBA lenders can cross collateralize other properties and even the borrowers’ personal home to get the desired LTV.

**Debt Service Ratio:** 1.15 DSCR for prior year of financials or in the projections (Pro-form), if this is a projection-based loan. This lender will do projection based loans!

**Interest Rate:**  7.5-8.25%

**Property Types:** Any commercial property that is 51% or more owner occupied, meaning the borrowers business has to take up 51% or more in the property. Lender specializes in Gas stations, car washes, hotels, assisted living, franchise properties & special use properties. Can only do restaurants if they are a franchise. Cannot do non-profit businesses and no gentlemen’s clubs. Can finance land if it is a ground up construction loan or if the land has something to do with a businesses’ expansion.

**Pre-Payment Penalty:** Only for 3 years. 5% of loan amount in year 1, 3% of loan amount in year 2, and 1% of loan amount in year 3.

**Use of Funds:** Purchase, Refinance & Ground Up Construction. This program can be used for partner buy outs!

**Territory:** Nationwide even in HI and AK!

**Foreign Nationals:** Foreign nationals can apply, but there are restrictions. Lender needs to see succession and a very strong management team. The company has to have a 51% owner that is a US Citizen, or a US citizen that is a manager in the business and not a partner can sometimes guarantee the loan on behalf of the entity. Foreign nationals don’t need to have fico scores.

**Post closing liquidity:** Case by case but lender does like to see borrowers that have a steady cash flow and can clearly cover the mortgage payment.

**SBA Guarantee fee:** This is a fee that goes to the SBA at closing for them to guarantee the loan. This for is 3.5% of 75% of the loan amount and is financed into the loan.

**Required Loan Docs:** Lender Loan Application, Executive Summary, Current rent roll, Past 3 years tax returns (personal and business), Past 3-years operating statements & Current year to date operating statement, Business debt schedule, Pictures of property, Tri-merge credit report & PFS on every principle. Once the lender has these loan documents their underwriting process takes about 5 business days.

**Closing Time Frame:** Typically 45 days. 90 days on ground up construction.

**Lender Closing Fees:** 3.5% SBA guarantee fee that goes to the SBA. The lender only takes a $2,500 packaging fee upfront and the cost of 3rd party reports. If the borrower decides not to take the loan, any of that un-used packaging fee is returned. 3rd party reports can include a business valuation, equipment appraisal, property appraisal, environmental, title work, etc. These are the lenders only closing fees!

**Extra:** This is only a program for For-Profit companies. No non-profits/churches. Lender specializes in lending to local business owners**.** Lender also does business acquisitions. Does some solar financing. The 7a is a general purpose loan, for equipment, real estate, etc. The 504 program is for financing assets such as real estate. Lender can someone times do USDA loans as well.

**3. BANK TYPE SPECIAL USE PROPERTY TYPES**

**Fico:** 680 +

**Credit:** Letter of explanation for credit dings.

**Loan Terms:**  Up to 20-25 years with full fixed options

**Loan Size:** $1M to $16M

**Max LTV:** Up to 75%

**Debt Service Ratio:** Case by case

**Interest Rate:**  5-6%

**Property Types:** Hotels, Assisted Living, Self-storage, Schools, Day cares, Restaurants (case-by-case), Funeral Homes, Food Processing, Hospitality, Medical/Dental offices, Industrial & Manufacturing (including heavy), and more.

**Pre-Payment Penalty:** Step Down Prepay, Flat Prepay, Yield Maintenance. Typically step-down prepayment penalties during the fixed rate portion of the loan

**Use of Funds:**  Purchase, Refinance, Cash-Out Refinance

**Territory:** Nationwide

**Required Loan Docs:** Executive Summary, Current rent roll, PFS, Tri-merge credit report, past 3 years tax returns (personal and business if applicable), past 3 years operating statements & current year to date operating statements, business debt schedule & Pictures of property.

**4. NATIONWIDE MULTIFAMILY PROGRAM**

**Fico:** Typically 650+, but lender can work with lower credit if story makes sense.

**Credit:**  Letter of explanation for credit dings.

**Loan Terms:**  30-year amortizations. 3 (interest only), 5, 7, and 10 fixed options. After fixed period of loan the interest rate is adjustable, loan does not balloon.

**Loan Size:** $300K to $30M (can go higher as well, no max really). For 2-4 unit investment properties (Loan amount $300k to 2M).

**Max LTV:** Up to 75%

**Debt Service Ratio:** .75-1.30+. Depends on location. Lender will underwrite at a break-even point if borrower locates a property in a high demand area that has some type of value add play (rents need to be increased, property needs to be leased up, etc). **This must be in a high demand, stable market to underwrite at a .75-1 DSCR.**

**Interest Rate:**  3.00-7.00% (Depending on LTV and market).

**Property Types:** Stabilized properties 5+ units, mixed use, mobile home parks, student & senior housing (without an assisted living component). Lender considers 2-4 unit investment properties (Loan amount $300k to 2M).

**Pre-Payment Penalty:** Step Down Prepay. 3-year-fixed PPP= 3,2,1. 5-year-fixed PPP= 5,4,3,2,1. 7-year-fixed the PPP= 5,5,5,4,3,2,1. 10-year-fixed the PPP=5,5,4,4,3,3,2,2,1,1.

**Use of Funds:** Purchase, Refinance, Cash-Out Refinance

**Territory:** Nationwide but focus on Coastal Southern California, San Jose, Salt Lake City, Chicago, San Francisco Bay Area, Boston, Washington DC, Philadelphia, Seattle, Minneapolis/St. Paul, Denver, Portland, NY Metro, New Jersey, Miami, San Antonio, Austin. Prefer population to be 250k+, can go down to 100k+ in stable markets.

**Closing Time:** 45-60 days

**Special:** Work with Foreign nationals as well but at a lower LTV. **Foreign nationals don’t need to live in the US**. Non-recourse loans are offered at a 50% LTV. Lender operates in the gray. Can pay off tax lien and IRS Issues. This lender is all about location, location, location! First time investors welcomed.

**Loan Docs for LOI:** Executive Summary, Tri-merge credit report, pics of property, Credit LOE (if applicable), Current rent roll, last 2 years of operating statements and year to date to review the deal and the lender can issue a letter of interest. If borrower is interested in LOI, Lender will request a deposit to move forward, which is typically around $7,000. $7,000 goes towards appraisal, processing underwriting, credit report, background check. Lender uses an AMC for appraisals.

5. **NATIONWIDE COMMERCIAL PROGRAM**

**Fico:** Typically 650+, but lender can work with lower credit if story makes sense.

**Credit:**  Letter of explanation for credit dings.

**Loan Terms:**  30-year amortizations. 3 (interest only), 5, 7, and 10 fixed options. Loans typically due in 10 years.

**Loan Size:** $750 to $30M (can go higher as well, no max really.)

**Max LTV:** Up to 70%

**Debt Service Ratio:** .75-1.30+. Depends on location. Lender will underwrite at a break-even point if borrower locates a property in a high demand area that has some type of value add play (rents need to be increased, property needs to be leased up, etc). **This must be in a high demand, stable market to underwrite at a .75-1 DSCR.**

**Interest Rate:**  3.00-7.00% (Depending on LTV and market).

**Property Types:** Retail, Industrial, Office, Mixed-Use, Self Storage and Warehouse. Lender prefers investor deals & Multi tenant deals. Not a fan of restaurants unless it is corporate restaurant, and below 50% LTV. Will sometimes consider hospitality.

**Pre-Payment Penalty:** Step Down Prepay. 3-year-fixed PPP= 3,2,1. 5-year-fixed PPP= 5,4,3,2,1. 7-year-fixed the PPP= 5,5,5,4,3,2,1. 10-year-fixed the PPP=5,5,4,4,3,3,2,2,1,1.

**Use of Funds:** Purchase, Refinance, Cash-Out Refinance

**Territory:** Nationwide but focus on Coastal Southern California, San Jose, Salt Lake City, Chicago, San Francisco Bay Area, Boston, Washington DC, Philadelphia, Seattle, Minneapolis/St. Paul, Denver, Portland, NY Metro, New Jersey, Miami, San Antonio, Austin. Prefer population to be 250k+, can go down to 100k+ in stable markets.

**Closing Time:** 45-60 days

**Special:** Work with Foreign nationals as well but at a lower LTV. Foreign nationals don’t need to live in the US. Non-recourse loans are offered at a 50% LTV. Lender operates in the gray. Can pay off tax lien and IRS Issues. This lender is all about location, location, location! First time investors welcomed.

**Loan Docs for LOI:** Executive Summary, Tri-merge credit report, pics of property, Credit LOE (if applicable), Current rent roll, last 2 years of operating statements and year to date to review the deal and the lender can issue a letter of interest. If borrower is interested in LOI, Lender will request a deposit to move forward, which is typically around $7,000. $7,000 goes towards appraisal, processing underwriting, credit report, background check. Lender uses an AMC for appraisals.

**6. 80% Leverage Multi-Family Housing Program**

|  |  |
| --- | --- |
| Loan Terms  | 20 Year Hybrid ARM with initial 5-, 7-, or 10 year fixed rate period 5-, 7-, or 10-year fixed-rate mortgage  |
| AMORTIZATION  | Up to 30 years  |
| INTEREST RATES  | Start at 3.8%+. (Partial interest-only available. Full-term interest-only on case by case basis).  |
| ELIGIBLE PROPERTIES  | Conventional multi-family housing with five residential units or more. Mixed use subject to limitations.  |
| LOAN AMOUNTS  | $1 million - $5 million  |
| LOAN PURPOSE  | Acquisition or Refinance (Cash Out Available)  |
| DEBT SERVICE COVERAGE  | 1.20x Top 1.25x Standard1.30x Small1.40x Very Small |
| MAXIMUM LTV  | 80% available in Top and Standard Markets  |
| RECOURSE  | Non-recourse with standard carve-out provisions  |
| SPONSOR FINANCIALS  | Net worth equal to or exceeding loan amount Liquidity equal to or greater than 9 months P&I prior to closing  |
| RESERVES  | Non-recourse with standard carve-out provisions  |
| CREDIT  | Minimum FICO score of 650  |
| OCCUPANCY  | Minimum 90% occupancy of units for 90 days prior to underwriting  |
| TAX & INSURANCE ESCROWS  | Real estate tax escrow not required for transactions with 65% LTV or less Insurance escrows deferred  |
| REPLACEMENT RESERVE ESCROWS  | Subject to underwriting conclusions and PCA  |

**7. Large CMBS Loans**

**Fico:** Typically 680+

**Loan Terms:**  30-year-amortizations. 5 and 10-year fixed options.

**Loan Size:** $5M to $250M

**Max LTV:** Up to 80%

**Debt Service Ratio:** 1.25+

**Interest Rate:**  Competitive, typically swap-based pricing

**Property Types:** Multifamily, mobile home park, office, retail, industrial, hotel, self-storage, garage, and other similar property types.

**Pre-Payment Penalty:** Step Down Prepay, Flat Prepay, and Yield Maintenance. Typically step-down prepayment penalties during the fixed rate portion of the loan

**Use of Funds:** Purchase, & Refinance

**Territory:** All US Markets

**Special:** Borrower must close in a corporate entity. Most loans are full recourse.

**Required Loan Docs:** Executive Summary, Current rent roll, PFS, Tri-merge credit report, past 3 years tax returns (personal and business if applicable), past 3 years operating statements & current year to date operating statements, business debt schedule, Pictures of property.

**8. NO SEASONNIG ON A REFINANCE RENTAL PROGRAM!**

**Fico:** 680+

**Loan Terms:** 15 year term. After every 5 years the rate is fixed again. Interest rates are tied to prime. Loan amortized for 25 years.

**Loan Size:** $125K to No MAX!

**Max LTV:** 75%

**Debt Service Ratio:** 1.25 +. Lender does factor in a vacancy rate.

**Interest Rate:** 5.75% - 6.25%

**Property Types:** 1-4 UNIT INVESTMENT PROPERTIES! Lender also lends on pure commercial properties as well. **No gas stations.** Can do hotels if they are flagged.

**Pre-Payment Penalty:** NONE!

**Use of Funds:** Purchase, Refinance, Cash-Out Refinance as well! No renovations or ground up construction! Lender wants property to be fully renovated and rented or have leases signed with tenants ready to move in. Not big on paying off liens if that is what the investor needs the cash out for.

**Seasoning Requirement:** NONE ON A REFINANCE!

**Asset verification:** 3 months of bank statements (last bank statement must show down money, closing costs and reserves).

**Closing Timeframe:** 30-45 days!

**Territory:** NY, PA, Pittsburgh, Baltimore and Washington DC for now. Eventually the program will expand to be nationwide. Lender does not lend in lower populated areas for now.

**Lender Fee:** Once lender has a good feeling then can do the deal a non-refundable $750 application fee is taken. At closing the lender then only charges 1 point.

**Liquidity Requirement:** Does not have an exact requirement but they want the borrower to still have cash on hand after the closing.

**Special:** All principles over 20% need to personally guarantee the loan. Can consider working with foreign nationals as long as they are legally in the US and they must have US credit.

**Required Loan Docs:**  To analyze the deal the lender needs upfront: 3 years tax returns (personal & business), PFS, Purchase and sales contract, past appraisals (if applicable), current leases, rent roll, Income and expense reports (Year to Date & Past 2 years). Lender does a global DTI. Property and tax returns need to debt service.

**BANK ALTERNATE LOANS**

*Borrowers just missing bank guidelines and 11 Capital Finance**Specialty*

**9. COMMERCIAL ALT 1 “STATED”**

**Fico:** 650 +

**Loan Terms:** Up to 30 years AM. 3 & 8 yr. fixed options

**Loan Size:** $100K to $5M (Deals under 500k, no DSCR analysis is done!)

**Max LTV:** 75% Multi-family & mixed-use, up to a 70% LTV on all other property types (-5% for all cash-out, -5% for new borrower).

**Debt Service Ratio:** 1.25 (No DSCR analysis is done on purchase deals up to $750k, and refinance deals up to 500k!)

**Interest Rate:** Multifamily and Mixed use= 7.49%-9.99%. Other property types= 7.99%-9.62%. Borrower can buy rate down to 6.99%. 1 point fee = .50% rate reduction (Maximum 1%). Add 25 bps to rate on a refinance. 25 bps to deals in NY, PA, CT, NJ, FL. Add 50 bps to the rate for loans under $250,000.

**Property Types:** Multifamily (5+ units), mixed-use, office, retail, warehouse, self-storage, automotive service (no old gas stations or underground storage tanks).

**Pre-Payment Penalty:** 8 year fixed= 5% of loan amount for first 5 years of loan. 3 year fixed= 5% of loan amount for the fixed period of the loan (3 years).

**Use of Funds:** Purchase, Refinance, Cash-Out Refinance

**Seasoning Requirement:** 1 year on a refinance.

**Asset verification:** No asset verification on a refinance. For a purchase the lender asks for 1 month of bank statements to prove the borrower has the down money and associated closing costs. They do not source where the down money has come from.

**Territory:** Nationwide except Illinois, Michigan, North Dakota, South Dakota and Vermont.

**Lender Fee:** $2995 closing fee, plus a $1,500 environmental fee. $600 doc fee.

**Special:** NO TAX RETURNS REQUIRED, All cash out available, Seller second up to 80% CLTV, seller assist 3% of total loan amount, population requirement 25k or 25miles of 100,000 city. No Bk’s or short sales for the past two years.

**Required Loan Docs:**  Executive Summary, Current rent roll, 1003, Tri-merge credit report, Past two years operating statements & current year to date operating statements, Pictures of property.

**10. COMMERCIAL ALTERNATE 2 “STATED”**

**Fico:** Minimum 600 (under 600 case by case, need to have strong asset and very good credit letter of explanation.)

**Loan Terms:** 25 year amortization. Fully fixed for 25 years! Loans under $100,000 the lender will only do a 15-year Amortization!

**Loan Size:** $25K to $1M. Min property value is 75k.

**Max LTV:** Typically around 70%

**Debt Service Ratio:** 1.25+

**Interest Rate:**  8%-10% typically (6.5% up to 11%). 8.25% for core program that is a fully fixed 25-year loan.

**Property Types:** Apartment buildings, mixed use, retail buildings, office buildings, warehouses, industrial buildings, auto repair shops (no gas stations), day cares, hotels, motels, mobile home parks, motels, hotels, bed and breakfasts, funeral homes, 2-4 unit investment properties. Can do churches as long as the property does not look like church. No Auto Sales/Salvage Yards, No construction, No Gas Stations or properties that have old tanks, No Boarding Houses, No Raw Land, No properties with environmental concerns. NO SFR’s!

**Non-Profit Program:**  Lender has a non-profit program that does not require a PG. They can lend on commercial property types where non-profits are ran out of, such as a YMCA, etc, but the lender cannot lend on actual church buildings for this program.

**Pre-Payment Penalty:** 5 Years, 5% year of total loan amount or Step Down, 5, 4, 3, 2, 1.

**Use of Funds:**  Purchase, Refinance, Cash-Out Refinance

**Seasoning Requirement:** 2 years on a refinance. If the borrower needs a loan before that they will only receive 70% loan to cost. The lender will only lend 70% of the initial purchase price, plus 70% of renovations that can be proved with receipts.

**Special:** No income verification, all cash out available. CLTV’s considered up to 80% on a case-by-case basis. Personal guarantees are required on all loans, besides the non-profit program. No Bk’s or short sales for the past two years.

**Territory:** Nationwide except AL, AK, HI, WV, VT, NV, MI, ND. No Cook County, IL!

**Lender Free:** 0-1 point

**Closing Time Frame:** 2-3 weeks typically

**Required Loan Docs:** Executive summary, current rent roll, 1003, past two years operating statements, current year to date operating statement, pictures of property & Tri-merge credit report on all principles.

**Extra:** Lender services their own loans, they do not sell loans off!

**11. COMMERCIAL ALTERNATE 3**

**Fico:**                                       600 +. (Sometimes the lender can go down to 550 if the reason for the credit being low makes sense. Borrower cannot have any mortgage lates on the subject property).

**Credit:**                                   Letter of explanation for credit dings. Lender cannot work with mortgage lates on the subject property. All other mortgage lates will need to be explained with a credit letter of explanation and must make sense.

**Loan Amortization:**              30 years

**Loan Terms:**                          5, 7 & 10.

**Loan Size:**                              $200K to 5M.

**Max LTV:**                              Up to 75-80% of appraised value or purchase price (lesser) for MF properties and 1-4 unit investment properties. 65-70% max LTV for all other commercial property types. LTV also depends on the documentation the borrower submits.

**Debt Service Ratio:**              Min 1.10x on 1-4 unit investment properties. 1.25 on commercial properties.

**Interest Rate:**                        On average from 6%-7% on full doc loans (3 years of tax returns and 6 months of bank statements; 6.50%-9% on loans with no tax returns but 3 months of bank statements; 7.5%-10% on loans with no tax returns or bank statements required, (subject to market conditions).

**Property Types:**                    Office, Retail, Industrial, Self-Storage, Single Tenant, Mixed Use, Mobile Home Parks, MF 5+, portfolio of SFR’s -(each property value in the portfolio must be equal to or grater than $125,000 & each property must support a loan amount of 100k; Minimum loan of $500,000; properties must be in the same state & same general area. Must be 5+ Doors). No cannabis stores. Adult stores are ok.

**Pre-Payment Penalty:**          Step Down Prepay typically on commercial properties Ex. 5%, 4%, 3%, 2%, 1%. Step down on 1-4 unit investment properties, 3%, 2%, 1%.

**Use of Funds:**                        Purchase, Refinance, Refi Cash Out.

**Territory:** Nationwide besides ND, SD, AK

**Seasoning:**                            12 months on a refinance. If borrow needs to refinance before that the LTV will be reduced and the lender cannot lend off the fair market value.

**Lender Closing Fees:** Typically 1.5 points.

**Liquidity Requirement:**       Lender typically wants to see 3 months of mortgage payments in the company bank account but this requirement can be waived if there is significant cash out going to the borrower at closing.

**Special:**                                  Lender offers 1 program for bank alternate customers and 2 programs for bankable alternate loans. Can do a refinance + purchase deal together.

**Blanket:**                                 Lender can potentially blanket 1-4 unit investment properties and investment properties as long as properties are in the same state and area. All commercial + resi portfolios, must have 5 doors, has to be 100k value per property. Can mix refi and purchase. Can mix the commercial and the 1-4 units on a blanket.

**Borrower Requirements:**     Borrower must own primary residence on the 1-4 unit deals. For a purchase of a rental property, borrower needs to show they have owned a rental property in the past, no limit on past.

**Foreign Nationals:** Borrower needs to already own a property here. 65% LTV Max. No fico scores are okay.

**Required Loan Docs:**         Loan Registration Form, Rent Roll, PFS, Tri Merge Credit Report, 3 years of most recent Personal and Business Taxes, past 3 years of I&E or P&L reports, Current year-to-date P&L or I&E, pictures of property.

**Extra:**                                   This lender offers a stated income program and a low doc program, but rates and terms are determined on the documentation the borrower can submit. A payment plan with the IRS is okay as long as it is explained properly. Bk’s are typically not allowed for 2 years. Lender can pay off tax/State liens with cash out!

**12. Low Interest Rate- Rental Loan Program!**

**Fico:**                                               660+. Mid Fico score must be over 660. Borrower must be free of BKs for at least 4 years and have no foreclosures, short sales, or deed in lieu for the past 3 years.
**Loan Terms:**                                 30 year amortization. Fixed for 5 years, after that interest rate adjusts. Lender also offers a 10-year and a full 30-year fixed option!
**Loan Size:**                                     $60K to 5 Million.

**Property Value:**  Property must be worth at least $75k (each property). Lender does offer blanket loans but they need 2+ properties in order to blanket! On blanket loans the total loan amount must be 50k or greater, property value must be 60k or greater on each property. Properties must be in same state in order to blanket.
**Max LTV:**                                     Up to 75% LTV If fico is over 700. Fico under 700 LTV is capped at 70%. Properties valued less than 110k lender can only extend up to 70% LTV on as long as it meets DSCR requirement.
**Debt Service Ratio:**                      1.3 on the standard rental program.
**Interest Rate:**                                5.25%-7.15%
**Property Types:**                            Only 1-4 unit investment properties. SFR, 2-4 Unit Properties, FNME Warrantable Condos, and Townhomes. Do not lend on modular homes!

**Seasoning:** 6 months
**Pre-Payment Penalty:**                  Step Down, 5%, 4%, 3%, 2%, 1%.
**Use of Funds:**                                Purchase, Refinance, Cash-Out Refinance
**Lending Territory:**                       Nationwide besides NV, ID, MT, ND, SD, NH & ME.

**Closing Time Frame:**                  30-45 days
**Appraisal Cost:**                           $500-$600 per property

**Reserves:** Loans over $1M requires borrower to have at least 10% of loan amount in reserves. Loans under $1M require 6 months of PITI payments in reserve as well as adequate funds to pay the first 3 months PITI upfront. First 3 months of PITI are collected upfront at closing and go towards the first 3 months of mortgage payments. The borrower will not make mortgage payments for the first 3 months.

**Lender Points:**                              2 lender points + 500 processing fee. Lender has a minimum originated fee of $3,500.

**Experience:** Borrower needs to own their own home.
**Special:**                                          Tax returns are requested but they are not underwritten off of. Property must be fully rehabbed and ready to rent! Lender goes off of 1007 market rents, so the loan can actually close before the property is fully rented out. Borrower has 60 days after closing to secure a lease. Borrower MUST close in a corporate entity!

**13. 1.0 DSCR RENTAL LOAN PROGRAM!**

**Fico:**                                     620 + (Lender likes to see a mid fico score of 620+. On a case-by-case basis they can sometimes lend if the borrowers mid fico score is under that but LTV is limited to 50%)

**Loan Terms:**                          Amortized for 15 of 30 years. 5, 7, 10 & 30-year fixed options. Lender also offers an interest only option if the borrower wants that.

**Loan Size:**                             $60,000- $1.5 Million. (Larger loans are considered on a case-by-case basis). Loan amounts over 1M require two appraisals.

**Min. Property Value:**          $85,750

**Max LTV:**                             75%.75% on refinance cash out deals for 1-4 unit investment properties. 65% max LTV on non-warrantable condos. Lender can actually go up to an 85% LTV if the loan amount is under $750,000 and mid fico score is 740+. Loans under 100k, max LTV is 70%. Mixed Use and MF properties max LTV is 70%.

**Debt Service Ratio:**              1.0 +

**Interest Rate:**                       5.25%+. Best interest rates are for mid fico scores 740+.

**Property Types:**                   Multifamily (5-20 units), Mixed-use (must be 67% residential) & 1-4 unit investment properties. Can lend on warrantable and non-warrantable condos; 65% max LTV on non-warrantable condos. Property must be a C4 condition or better. Property cannot have more than $5,000 of deferred maintenance.

**Pre-Payment Penalty:**          3%, 2%, 1%.

**Use of Funds:**                        Purchase, Refinance, Cash-Out Refinance

**Seasoning Requirement:**      6 months on a refinance.

**Asset verification:**                 2 months of bank statements. 3-12 months of PITIA payments depending on loan amount, borrower credit, and past credit issues.

**Territory:**                              Nationwide except ND, Vermont, Utah, NV, Idaho.

**Lender Fee:**                           1.5 points & $1195 processing fee. Appraisal is upfront

**Special:**                                  Lender allows the borrower to close in their company name or personal name. Right now this lender does not blanket multiple properties into one loan. There is no limit to number of loans one borrower can have with this lender! For 1-4 unit investment properties the lender can go off of the local market rents.

**Foreign Nationals:**                Can lend but LTV is capped at 65%. Must have US entity. Has to have a valid passport, US Visa, have to have assets in a US Bank Account that total 12 months of reserves (mortgage payments).

**Borrower Experience:**          Borrower must own their primary home.

**Closing Time Frame:**            30-45 days

**Required Loan Docs:**        Lender loan application, copy of current leases, entity docs, 2 forms of ID, Purchase Agreement or Pay Off, Insurance (must have 6 months rent loss coverage), Title documents, etc.

**14. 3 MONTH REFINANCE RENTAL LOAN PROGRAM!**

**Fico:**                                               **600 +** (Mid Score needs to be 600 or higher). No mortgage lates in the past 12 months! No BK, FC in last 3 years. No Short Sales or Deeds In Lieu in last 2 years. If borrowers fico doesn’t pass they can add someone to their entity as a 1% member that does meet these requirements and lender can do loan under that credit partner then.
**Loan Terms:**                                 30-year-amortization with 5, 10 and full 30 -year-fixed term options.
**Loan Size:**                                     $75K to 2 Million. **This lender does not offer blanket loans!**

**Property Value:**     Property must be worth at least $100k.
**Max LTV:**                                     80% on purchases if credit is 700+. On refinance and refinance cash out transactions; 75% LTV if credit score is 680+. If credit is 650+ on refinance transactions; 65% LTV. Credit from 600-650 is a 60% LTV on refinance transactions.
**Debt Service Ratio:**                       1.00 - 1.15+. Leased properties the DSCR must be 1.0+ and this is determined by the lease or the local market rent on the 1007 appraisal report, whichever is the lesser. Un-leased properties are okay but the DSR must be 1.15 or higher.
**Interest Rate:**                                **5.875%-8.875%**
**Property Types:**                           Only 1-4 unit investment properties.

**Seasoning:**                                     New Appraisals are required for all of the below scenarios. The below terms are always subject to the lender assigned LTV based off of the new appraisal.

- <3 months: Loan can be written as a delayed purchase and follow same as purchase guidelines if the loan is presented to the lender prior to purchasing the property all cash (i.e. up to 80% of purchase price). If the ownership is less than 3 months on a property the lender can only do a rate and term refinance at best; No cash out.

- >3 and <6 months: New appraised value can be used. DSCR must be 1.15 or greater and property must be leased.

- >6 and <12 months: New appraised value can be used.

**Pre-Payment Penalty:**                   3 year PPP. 3%, 2%, 1%.

**Use of Funds:**                                Purchase, Refinance, Cash-Out Refinance with above seasoning requirements.
**Lending Territory:**                       AL, CA, CO, CT, DC, FL, GA, HI, IL, IN, LA, MA, MD, MI, MO, MS, NC, NJ, NY, OH, PA, SC, TN, TX, VA, VT (over 1 million loan amount) WA, WI, WV, WY

**Closing Time Frame:**                   30 days

**Reserve Requirement**: At least 2 months of PITI on a purchase transaction. On a refinance no reserve requirement!
**Appraisal Cost:**                           $450-$750 per property

**Lender Points:**                              2.5 Points! Lender has a $1,495 underwriting fee, and $170 closing costs. $289 is taken upfront when offer is issued to run credit and background check on all members of the entity.

**Special:**                                          Loans can only close in a corporate entity. No Secondary financing. As of right now this lender **does not** work with foreign nationals. Lender may use 1007 market rents, so the loan can actually close before it is fully rented out unless it is a cash-out refinance where borrower is getting more than $2,000 cash out back.

**Extra:** If the borrower does not meet the lenders rental loan program requirements, this lender also has a hard money program they may qualify for. This program is based on LTV, Fico, State & DSCR.

**15. 1 - 4 UNIT INVESTMENT PROPERTIES**

**(NON-PORTFOLIO, NON-OWNER OCCUPIED, NO BLANKET)**

**Fico:** 650+

**Loan Terms:** Up to 30 yr am. 3 and 8 yr fixed options.

**Loan Size:** $75K to $2M

**Max LTV:** 75% on a purchase! Max LTV is 70% on a refinance.

**Debt Service Ratio:** THERE IS NO DSCR ANALYSIS DONE ON 1-4 UNIT INVESTMENT PROPERTIES. THE LENDER WILL JUST GIVE THE BORROWER 70% OF THE APPRAISED VALUE ON A REFINANCE, AND 75% ON A PURCHASE. Due to this, this is a good program to put AIR BNB properties in.

**Interest Rate:** 7.24% to 9.24%. Add .25 bps to the rate on a refinance and add .25 bps to deals in NY, PA, CT, NJ, FL.

**Property Types:** Residential investment properties only. SFR, condo, townhome, 2-4 units. SFR’s can be vacant for this program! 2-4 units need to be 70% occupied to get into the permanent program. Can blanket 1-4 unit properties up to 6 properties. Must be 75 loan amount per property.

**Pre-Payment Penalty:** 8 year fixed= 3% of loan amount for first 5 years of loan. 3 year fixed= 3% of loan amount for the fixed period of the loan (3 years).

**Use of Funds:** Purchase, Refinance, Cash-Out Refinance

**Asset verification:** 1 month bank statement on a purchase. On a refinance there is no bank statements needed. (no reserve requirement needs to be met).

**Seasoning Requirement:** 1 year on a refinance.

**Territory:** Nationwide except Alaska, No Cook County Illinois (rest of state is fine), Michigan, Minnesota, New Hampshire, North Dakota, South Dakota & Vermont.

**Foreign Investors:** Mas LTV is 65%. Investor must live in the United States full time, own a personal home here and file taxes here.

**Lender Fee:** Closing fee of $2,000

**Closing Time Frame:** 30-45 days

**Special:** NO TAX RETURNS REQUIRED! All cash out available, Seller second up to 80% CLTV, seller assist 3% of total loan amount, population requirement 25k or 25miles of 100,000 city. No bk’s or foreclosures for 2 years. No asset verification on a refinance. For a purchase the lender asks for 1 month of bank statements to prove the borrower has the down money and associated closing costs. They do not source where the down money has come from!

**Required Loan Docs:** Executive Summary, Current rent roll, 1003, Tri-merge credit report, leases on property, Pictures of property (inside and out).

**16. 1 Month Seasoning- Rental Loan Program**

**Fico:**                                               660 + (Mid Score needs to be 660 or higher). No mortgage lates in the past 12 months!
**Loan Terms:**                                 30 year amortization. 5, year-fixed, 7-year fixed option and a full 30-year fixed option.
**Loan Size:**                                     $45K to 2 Million.

**Property Value:**  Each property must be worth at least $75k. On a blanket loan each property has to be worth 75k as well, need 3 properties to blanket. Blankets loans $250,000. Can only blanket refinance transactions. Loan amount per property has to be $45,000+ each.
**Max LTV:**                                     75% domestic borrowers. (70% LTV if this is a refinance and borrower has owned property less than 12 months). With 700+ fico, and if the borrower owns 5+ rental properties, they can get a 75% LTV prior to the 12 months!
**Debt Service Ratio:**                      1.2
**Interest Rate:**                                6.5%-8.5% (Typically). Borrower can also buy the rate down now, for every point it takes the interest rate down .30 bps.
**Property Types:**                            Only 1-4 unit investment properties. Property must be on less than 2 acres of land.

**Seasoning:** ONLY ONE MONTH!
**Pre-Payment Penalty:**                   5% for 5 years if you choose the 7 year fixed, 5% for 5 years if you choose the 30 year fixed. All PPP’s are a step down. If you want to raise the rate a little the lender will offer a 3 year PPP.
**Use of Funds:**                                Purchase, Refinance, Cash-Out Refinance
**Lending Territory:**                      AL, AR, CA, CO, CT, D.C., FL, GA, IA, IL (Chicago 125k min property value for a SFR, $75k a door for 2-4 units), IN, KY, LA, MA, MD (Baltimore 100k min property value), ME, MI (Can’t do Detroit & Flint) MO, MS, MT, NC, NH, NJ, NM, NY, OH (In Cuyahoga County including Cleveland, Dayton property needs to be worth $150,000 or more), OK, PA (Philadelphia 100k min property value), SC, TN, TX, UT, VA, WA, WI, WV, WY.

**Closing Time Frame:**                   30 business days
**Appraisal Cost:**                           $500-$600 per property

**Lender Points:**                               2 points or $3,500 (whichever higher) on loan amounts under $175,000. Loans over $175,000 the lender charges 2 points. Lender also has a $1,645 underwriting fee.
**Special:**                                          Loans can close corporate entity or the borrowers personal name. Can be used as a portfolio/blanket loan as long as all properties are in the same town and state. **Need 3 properties in order to blanket and loan amount must be $250,0000 or higher for blanket. Lender will only blanket on a refinance, not a purchase!** Secondary financing is not permitted. As of right now this lender does not work with foreign nationals. Lender goes off of 1007 market rents, so the loan can actually close before it is fully rented out.

**17. 80% LTV- Rental Loan Program**

**Fico:**                                               720+ (Lender can do down to 620 but LTV will severely drop!)
**Loan Terms:**                                 30 year amortization. 3, 5, 7 and a full 30-year fixed option.
**Loan Size:**                                     $75K to 2 Million.

**Property Value:**  Property must be worth at least $75k (each property). Lender does offer blanket loans but they need 5+ properties in order to blanket!
**Max LTV:**                                     80% on purchase. 75% on a refinance
**Debt Service Ratio:**                      1.25 (No DSCR analysis performed for borrowers with 640 or higher! If no DSCR analysis is being down add .60 bps to the rate.)
**Interest Rate:**                                6.48%-9.58%
**Property Types:**                            Only 1-4 unit investment properties. SFR, 2-4 Unit Properties, PUDs, Warrantable Condos, and Townhomes. Can do non-warrantable condos. No log homes! Can do AIR BNB properties!

**Seasoning:** 6 months
**Pre-Payment Penalty:**                  Yield Maintenance

**Reserves:** Borrower must have 9 months of mortgage payments on hand prior to funding.
**Use of Funds:**                                Purchase, Refinance, Cash-Out Refinance
**Lending Territory:**                       Nationwide besides Alaska, North Dakota, South Dakota, Vermont, Oregon, Nevada and Utah.

**Closing Time Frame:**                   30 days
**Appraisal Cost:**                           $500-$600 per property

**Lender Points:**                               1 lender point with minimum $2,000 origination fee. They only charge a $1,495 closing fee (per property)!

**Experience:** Borrower needs to own their own home and have 2 other investment properties.
**Special:**                                           Works with foreign nationals. Can be used as a blanket loan if properties are in same general cities and state**. Need 5 properties to blanket!** Deals over 1M require 2 appraisals. Borrower cannot have any BK’s or mortgage lates in the past 3 years. No tax returns are needed! Property must be fully rehabbed and ready to rent! Lender goes off of 1007 market rents, so the loan can actually close before it is fully rented out, but that reduces LTV to 60%.

**18. Up to 80% LTV Program, NO DSCR Analysis**

**Fico:** 600+ (80% LTV is only possible if borrowers mid fico score is 700+). No BK’s for 2 years. No foreclosures or short sales in the past 3 years. For States East of the Mississippi, no mortgage lates in the past 48 months and fico must be 640+. For the west coast – no mortgage late 12 months.

**Loan Terms:** 30 year amortization. 3, 5, 7 and full 30-year-fixed options.

**Loan Size:** $50K to $2M. In Major Metropolitan areas lender can go up to 5M but will require 2 appraisals.

**Max LTV:** 80% on a purchase! Max LTV is 75% on a refinance. In rural populations the lender is most likely to do less than a 70% LTV. No lending on rural properties east of Mississippi.

**Debt Service Ratio:** THERE IS NO DSCR ANALYSIS DONE ON 1-4 UNIT INVESTMENT PROPERTIES. THE LENDER WILL JUST GIVE THE BORROWER 80% OF THE PURCHASE (or appraised value, whichever is the lessor), AND 75% ON A REFINANCE. Due to this, this is a good program for AIR BNB properties!

**Interest Rate:** 5.99% to 8.50% based on LTV requested and borrowers fico scores. LTV’s range from 45% for the lowest fico score to 80% for the highest. For every one lender point paid at closing = .50bps rate decrease.

**Property Types:** Residential investment properties only. SFR, condo, townhome, 2-4 units. SFR’s can be vacant for this program! Property must show pride of ownership! Can lend on condotels with their hard money program.

**Pre-Payment Penalty:** For 3 years. Option 1: 5% of the principle balance at that time in the loan. Option 2: 6 months of interest on 80% of the balance. No PPP in NJ. PP is for 3 years but to lower it to 2 years add .50bps to the rate, to lower it to 1 year add 1.00bps to the rate. If the borrower wants No PPP then they will be subject to a 1.00bps increase to the rate and will need to pay the lender an additional 1.75 points at closing.

**Use of Funds:** Purchase, Refinance, Cash-Out Refinance

**Asset verification:** 1 month bank statement on a purchase. On a refinance there is no reserve requirement.

**Seasoning Requirement:** 1 year on a refinance.

**Territory:** AL, AZ, CA, CO, CT, FL, GA, HI, ID, IL, KS, KY, LA, MA, MD, ME, MO, MS, MT, NC, NH, NE, NJ, NM, NY, OK, OR, SC, TN, TX, UT, VA, WA, WI, WV, WY (Lending in Chicago, Baltimore & Hartford on a case-by-case basis only).

**Foreign Investors:** Max 70% LTV on purchase, 65% on refinance, Max loan is 2M.

**Lender Closing Fee:** $1,495 Underwriting fee. $555 doc fee

**Closing Time Frame:** 30-45 days

**Special:** NO TAX RETURNS REQUIRED! Lender can lend to individuals and companies. In Florida all loans must be made out to an entity.

**Loan Docs for LOI:** Submission Form, 1003 w/ HDMA data (no income stated or liabilities) Tri-merge credit report, Current Rent roll and leases on property (must be arms length and at market rent), Pictures of property (inside and out), Borrowers ID.

**19. LARGE PORTFOLIO Program 1**

**Fico:** Recourse options: 680 fico = max 75% LTV. 670 fico = max 70% LTV. 660 fico = 65% LTV. Non-Recourse options: min. credit score is 620 for US citizens. LTV for Non-recourse will be based on overall credit/loan profile. All loans to foreign nationals are considered non-recourse.

**Credit:** Full tri-merge credit report. No Bk’s or foreclosures in past 2 yrs.

**Loan Terms:** 30 Years Am, and fully fixed for 30 years too!

**Loan Size:** $700k to $50M- Lender also requires at least 7 units in the loan

**Max LTV:** Up to 75% on stabilized, leased properties (for foreign nationals & US Citizens). See details about Fico above.

**Min DSCR:** 1.15% \*\* Interest only available at 70% LTV and below, 670 score needed

**Interest Rate:** 5-6% for Fixed Period

**Property Types:** SFR, duplex, triplex, 4-unit, townhouse, MF 5-20 units.

**Min Property Values:** $50k for 75% LTV, the lender will not currently lend on properties at all that are under a 50k value.

**Pre-Payment Penalty:** 3 year PPP. Step Down, 3%, 2%, 1%.

**Seasoning:** After 90 days of ownership this program will lend off full appraised value.

**Occupancy:** 10 or more doors = 90%. 5-9 doors = 80%. Multi-unit properties= 85%

**Use of Funds:** Purchase, Refinance, Cash-Out Refinance

**Territory:** Nationwide Except North Dakota, South Dakota, Alaska & Hawaii

**Lender Fee:** 1 point

**Special:** Cannot lend on manufactured housing. Work with foreign nationals. **Release of an individual property** will be permitted upon prepayment by borrower of 115% of the allocated loan amount tied to the specific property. Section 8 housing allowed. Loan is assumable with lender approval with a fee of 10k or 1% of loan balance (whichever is higher). No income verification for loans under 2 million. **Substitution clause** – the borrower could sub out up to 20% of the portfolio with similar properties (same value or better and same rent or better) without incurring the prepayment penalty – now for this option you add .25 to the 5-year term or .15 to the rate on the 10-year option.

**Required Loan Docs:** Executive Summary, Data Tape, PFS, Loan application, past two years tax returns on deals above 2 million (personal and business if applicable), Leases on all properties, Pictures of property, Tri-merge credit report, all corporate docs on new corporate entity that will be formed.

**SHORT TERM COMMERCIAL REAL ESTATE FINANCING**

**REHAB/BRIDGE LOANS**

*Another 11 Capital Finance Core Niche*

**20. Rehab Line of Credit Program**

**Fico:**  620+
**Loan Terms:**  9-12 months, interest only
**Loan Size:**  $1 million-7.5 Million
**Max LTC: Lender will finance generally 80% of the total project cost as long as the loan amount does not exceed 65% of the ARV. For strong and repeat borrower the lender can financing 85% of the total project cost; final loan amount cannot exceed 70% of the ARV (After Repair Value).**
**Interest Rate:**  10-13%; Lower interest rates are reserved for repeat borrowers.
**Property Types:**  1-4 unit investment properties! This includes Single Family Homes, 2-units, 3-units, 4-units, condos and town homes. Multifamily properties from 5-30 units.
**Pre-Payment Penalty:**  None!
**Use of Funds:**  Purchase & Rehab
**Experience verification:** Borrower needs to have closed at least 3 deals in the past year. Borrower should be a very active real estate investor.
**Points:** Lender typically charges 1.5 to 2 points
**Other Borrower Qualifications:** Borrower must always maintain 20% liquidity of the line in bank accounts. Minimum $250,000 Net Worth. No mortgage lates in the past year. No bk's or foreclosures ever!
**Lending Territory:** Nationwide
**Closing Time Frame:** 1-2 weeks
**Special:** This is a transactional line of credit where in order to draw from the credit line a property must be identified and borrower needs to be in a purchase and sales agreement. A mortgage lien will be placed against the property identified. The line is based off of a 1 to 5 ratio. If the borrower has $100,000 in their bank accounts, lender will assign a $500,000 line of credit for their future deals.

**21. Bridge Program w/ No Formal Appraisal!**

**Fico:**  No minimum fico score; but if the borrowers fico is very low the lender needs to understand why. Lender is very concerned about the borrowers exit strategy so if credit is low, they need to know how they plan to refinance the loan or how they plan to sell the property

**Loan Terms:**  1-2 years, interest only.

**Loan Size:**  2-20 Million

**Max LTV:** 70-75% LTV on a purchase and refinance

**Interest Rate:** 8-9% fixed, interest only

**Property Types:**  1-4 unit investment properties, MF (5+), Office, Retail, Mixed-use, Strip center, Light industrial, Self-storage. No land! No ground up constriction, no specialty use (hospitality, senior housing)

**DSCR Requirement:** This lender does not have one and they can lend on vacant properties, but if the property is vacant and not producing income the LTV will be limited and the lender will most likely escrow the mortgage payments for some time as a reserve (a.k.a funds will be held back for an interest reserve for the lender to pay themselves each month for the mortgage payment).

**Pre-Payment Penalty:**  No PPP but lender does wants to receive 3-6 months of mortgage payments.

**Use of Funds:**  Purchase, Refinance, Refi cash out & Rehab. Lender can lend up to 100% of the rehab dollars. Lender will only allow cosmetic rehabs and the property has to have a certificate of occupancy on it the whole time. This is not a program for ground up construction!

**Lender Points:** 1-2 points

**Lending Territory:** Nationwide

**Closing Time Frame:** 2 weeks

**Foreign Nationals:** Can lend to foreign nationals but they must already own property in the U.S.

**Appraisals:** Lender does not require full appraisals. Instead they order a broker price opinion of value and usually just need one.

**Extra Notes About Program:** Lender will lend to borrowers in a foreclosure or a bk if the story makes sense! Lender is okay with seller hold backs and mezzanine partners! This lender sometimes allows other lenders to take a 2nd behind them. No application or hidden fees.

**To Get Started:** Lender will need preliminary documents to evaluate the deal (address, loan amount, LTV, why the need for private money, what is the exit strategy, provide rent rolls, P&Ls, credit, PFS, Bio on principles, overall story around the deal). If the lender likes the deal they will make a written offer. A term sheet is only issued once initial underwriting is completed and lender likes the deal. Lender significantly analyzes the deal upfront before issuing a term sheet. Once term sheet is issued the borrower will need to pay upfront for third party fees (Legal, BPO, Survey, Title insurance, third party reports, etc). This is usually around 10k on commercial properties and will be laid out on the term sheet.

**22. Up to 100% Rehab Financing!**

**Fico:**  600+ for 25% down of ‘as is value’ and max 70% LTV of ARV. 650+ for 100% financing rehab program. Borrower cannot have a recent BK or a foreclosure.
**Loan Terms:**  1 day to 12 months, longer terms available on a case-by-case basis.
**Loan Size:**  $100,000-$750,000 for the 100% program, and up to $2 million for the 25% down program. Over $2 million is a possibility on a case-by-case basis.
**Max LTV/ARV: Lender will generally finance 75% of the purchase price, loan capped at 70% of the ARV. Lender also offers a 100% financing program, which is capped at 70% ARV as well. Broker fee, lender fee, title insurance and property insurance can be wrapped into the 100% program as long as the total loan amount does not exceed 70% of the ARV of the property!**
**Interest Rate:**  9-14% depending on borrower’s experience, fico, number of deals they do and the leverage the borrower is requesting. Lender offers 4 different programs. The 100% financing product ranges from 12-14% with 3 lender points. The 75% LTV rehab program starts at 10% and comes with 2 lender points.
**Property Types:**  1-4 unit investment properties! This includes Single Family Homes, 2-units, 3-units, 4-units, condos and town homes, though HOAs are not preferred.
**Pre-Payment Penalty:**  None!
**Use of Funds:**  Purchase & Rehab, Refinance and Rehab, Ground up construction on a case-by-case basis.
**Points:** 2-3 Lender Points, depending on program. Lender also has a $995 document fee. All fees are paid at closing. Only the appraisal is paid for upfront.
**Lending Territory:** Oklahoma, Kansas, Colorado, Ohio, Washington DC, Maryland, Virginia, Indiana, Minnesota, Missouri, Florida, Georgia, Illinois, & North Carolina.
**Closing Time Frame:** 2-3 weeks for initial borrowers, much faster for repeat borrowers, only limited by how quickly the ‘subject to’ appraisal can be done.
**Experience Requirement**: Borrower must have bought, rehabbed and exited at least two deals in the past 24 months (verified by HUDs and Scopes being submitted). Borrower must have recent ground up construction experience in past 24 months to receive a ground up construction loan.

**Asset Verification:** Last 2 months of bank statements and last year of tax return.

**Liquidity Requirement:** Borrower must show solid reserves on hand for the 100% financing product, there is no exact reserve requirement for the 3 other programs they offer.

**Construction draws:** Released to borrower upon successful work completion, requires on-site inspection, $150 avg. draw fee.

**Special:** Borrower must close in a business entity. Lender does background checks on all borrowers. Lender is currently not working with foreign nationals, but would discuss on a case-by-case basis. **For the 100% Rehab program, the lender does an up-front draw at close! Again, borrower must have liquidity to qualify for that program! The 100% Rehab program may require that the borrower reserves 6 months of interest only payments, depending on financial strength.**

**Extra:** Lender must be 1st position and will not allow a 2nd position lender behind them! All borrowers must personally guarantee the loan. If there are two members in an LLC, one may be underwritten as the primary borrower, but both members will still need to sign the personal guarantee.

**23. Commercial Rehab/Bridge Program 2**

* • Loan Types: First mortgage or deed of trust
* • Loan Amounts: $300,000 - $25,000,000
* • Loan to Value: Up to 65% of Lender appraised value for bridge loans.
* - Loan to Cost: For large rehab projects of pure commercial property types the lender will finance up to 65-70% of the total project costs. The borrow needs to come to the table with 30-35% of the total project cost plus be liquid for all closing costs.
* • Loan Maturities: 6 to 36 months; extensions available.
* • Typical loan is 12 – 24 months, 12% interest rate. Third Party reports must be in and approved by Lender prior to closing. Appraisal service can usually accommodate faster turn times but charge extra for it. Depending on what the borrower wants to pay for appraisal this program can close in around 3 weeks.
* • Amortization: Interest only for maturities less than 36 months
* • Loan Purposes: Purchase, refinances (rate/term & cash-out), capital improvements, ground up construction and other opportunistic situations.
* • Properties Types: Non-owner occupied residential (1-4 unit), industrial, multi-family, mixed-use, warehouse, office, funeral homes, retail, hotel, motel, churches (limited amount), and gas stations. This program does not lend against raw land. No MHPs or Golf courses.
* • Lending Territory: United States. Does not lend in any place where the city government has collapsed or gone bankrupt they avoid.
* • Lender Origination Fee: 1-5%
* • Interest Rate: 12-14%
* • Will cross collateralize properties.
* • Deposit Amount: Enough for appraisal, title, and legal. If the loan doesn’t close, any unused deposit amount will be returned.
* Docs required:
* 2 years of tax returns (personal and business), rent roll, Tri-merge credit report, 2 years of P&L Statements or I&E statements, Current year-to-date I&E or P&L, borrower real estate resume, pro-forma on property (if applicable), proof of down money on deal.

**24. Nationwide Small Balance Bridge/Rehab Program**

-Loan Amount: $50K – 2.5 million
-LTC (loan to cost): Will fund up to 80-85% of the purchase price & 100% of the renovations. As long as the loan amount does not exceed 75% of the ARV (after repair value) of the property.

-On a refinance rehab deal, this lender will offer the same terms as a purchase transaction, as long as the property was bought in 90 days or less.

-LTV: On bridge loans the lender typically will finance 65% of the purchase price. Borrower must come with the remaining down money plus be liquid for other 3rd party closing costs.
-Interest Rate: 9.99-10.99%

-Fico: 630+
-Points: 2 lender points.

-Term: Typically 12 Months

-Lending Territory: Nationwide besides MN, OR, SD & UT.

-No pre-payment penalty

-Collateral: Non-Owner Occupied Real Estate Only for 1-4 unit investment properties. Collateralized property must be in the same state.
-Closing: typically 2-3 weeks.

-$995 legal fee paid when commitment is issued.

**25. BRIDGE LOANS FOR NON-STABILIZED PROPERTIES OR SITUATIONS!**

**Fico:**  No minimum fico score; but if the borrowers fico is very low the lender needs to understand why.

**Loan Terms:**  1-3 years, interest only.

**Loan Size:**  1- 20 Million (3-15 million is sweet spot)

**Max LTV:** 75% (can go off of appraised value instead of purchase price, case-by-case). Will consider other lender’s appraisals.

**Interest Rate:** 7.75% +

**Property Types:**  MF (5+), Office, Retail. Manufactured Home Communities, Industrial, R&D Flex, Self-Storage (other assets considered on a case-by-case basis). Lender prefers investor versus owner-occupied properties. No hospitality for now!

**Pre-Payment Penalty:** 12-month yield maintenance (negotiable shorter based on deal strength and business plan)

**Use of Funds:**  Purchase, Refinance and Refi cash out.

**Lender Points:** 2 points.

**Lending Territory:** Nationwide

**Closing Time Frame:** 2-3 weeks

**DSCR Analysis:** Lender likes to see 1.05%

**Foreign Nationals:** Not as of right now

**Extra Notes About Program:** Storied loans, partner buy-outs, can do cash out. Loan can provide funds for rehab, tenant installation and/or interest reserve. Lender does not like 100% vacant properties. Should be at least 50% occupancy to make deal work. No ground up construction. No land deals. Lender must always be first position and does not allow a 2nd behind them! Can potentially deal with light liquidity if mortgage payments on deal are able to be escrowed. Loans are preferred to be non-recourse with standard carve outs.

**Process:** Docs needed to provide LOI/Quote: Rent roll, summary (need borrower’s business plan/exit strategy), operating statements (current year to date plus prior 2 years), PFS, credit background, borrower bio/experience with property and managing commercial real estate.

**26. Rehab Loan Program w/ Advance Draw!**

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| **Fico:** 600+ (mid score)**Loan Terms:** 6 - 24 months**Loan Amount:** $75K to $2.5 Million**Max LTV/ARV: Lender typically finances 75% of the purchase price and 100% renovations (renovations are done in draws). The loan amount is capped at 75% ARV!****Interest Rate:** 8.5%-12.5% based on experience. (8.5% for platinum borrows in CA, FL & TX). (Min interest rate in NY, NJ & PA is 9.5%). Interest is charged on the full loan amount from day one.**Property Types:** Only 1-4 unit investment properties! This includes Single Family Homes, 2-units, 3-units, 4-units, condos (with HOA approval) and town homes. Condo Conversions Welcomed.**Pre-Payment Penalty:** None! On all loans lender requires at 3 months of mortgage payments to be made. If the Borrower wants to remove this, it will up the points by .50%**Use of Funds:** Purchase, Refinance, Cash-Out Refinance & Rehab, Purchase & Rehab**Asset verification:** **No asset verification required**. Borrower must pre-pay first 3 months of mortgage payments at close.**Lender Points:** 2-3. Lender also has a $999 closing fee. $199 is taken upfront when LOI is issued to run credit and background check. Doc and legal review fee= $125. Tax service & onboarding fee= $89.00.**Lending Territory:** Nationwide except (except AZ, DE, ID, ND, NV, OR, SD, UT, VT is $1M-2M only). **Draw Fee:** $200 a draw.**Closing Time Frame:** 14 days!**Special:** This lender allows an upfront draw at closing, which is 5-25% (typically 10-15%) of the purchase price or as is value if property is already owned! **All draws are in advance besides the last draw, which is 10% of the total rehab budget.** First rehab draw cannot exceed lending over 100% of the purchase price. The leverage on the draw is based on the borrower’s experience **Gold borrower:** 5-9 fix and flips or fix and holds completed in past 36 months. Minimum 660 credit score. -85% of purchase price and 100% of rehab. **Platinum borrower:** At least 10 fix and flips or fix and holds completed in past 36 months. Minimum 680 credit score. First draw increased to get to 100% of the purchase price including the base loan. Purchase price can be less than the rehab amount for any borrower.**Borrower Experience:** Flip experience is based on sold properties in past 36 months that turned a profit. Current rentals properties can also count towards a borrowers experience but the lender will only consider cash-flowing rentals that they acquired over 12 months ago.**Extra:** This lender can finance wholesale fees! Borrower can do 10 deals at once with this lender!**27. 100% Rehab Financing that includes Closing Costs!****Fico:**  680+ NO EXCEPTIONS! Lender also looks at borrowers debt to income ratio.**Loan Terms:**  9 months interest only loan, will extend for 4 months for 1 point, sometimes no penalty at all to extend.**Loan Size:**  $60K to $750k, lender can go higher on a case-to-case basis. No min purchase price. Rehab can be more than purchase price.**Max LTC/ARV: Lender will fund 100% of the purchase, repairs, and soft costs (lender fee, broker fee and title insurance) on the deal as long as the loan amount does not exceed 70-75% of the After Repair Value of the property, which will be determined by an appraisal. Property/Hazard insurance is not included in the soft costs.** ARV is determined on borrowers profile, where property is located & profit on the deal.**Interest Rate:**  Typically 10.5%.**Property Types:**  Only 1-4 unit investment properties! This includes Single Family Homes, 2-units, 3-units, 4-units, condos and town homes.**Pre-Payment Penalty:**  None at all! **Use of Funds:**  Purchase & Rehab, Refinance & Rehab. (In a situation where a borrower purchased a property with cash recently and is looking for rehab financing, Lender can finance the rehab and reimburse them a portion (sometimes all) of their cash that they used to purchase it.  This only applies to a recent, cash purchase.)**Asset verification:** The borrower must have 10% of loan amount, in liquid cash, on hand in order to qualify for this program. Typically that is around $12,000 for most projects. IRA/401k funds will not count. Lender will ask for bank statements to prove this.**Cross Collateralization:** To qualify for this program and receive 100% financing lender will put a lien against the borrowers primary home. They can take a 2nd or 3rd position lien. If no lien against primary then the lender will not finance the deal 100% and borrower will have to come with down money and closing costs. **Points:** 5 lender points. Broker can charge up to 2 points. **Lending Territory:** CO, KS, MO, TX, IN, IL, OH, TN, FL, NY, NJ, VA, MD, PA, NC, & SC. Lender likes to lend in major metro areas in these states. **Closing Time Frame:** Typically 2-3 weeks.**Experience:** Prefer borrower to have experience but lender does consider first time rehabbers.**Draws:** Draws are dispersed to the borrower in $5,000.00 increments, unless otherwise approved, based on inspection progress. Each draw will require an inspection. Inspection fee is rolled into total loan amount. **Docs:** Tax returns, bank statements, pay stubs, lenders app, schedule of real estate owned, rehab budget.**Appraisals:** Lender will ask for realtor comps going into the deal; then they do order a full appraisal.**Special/Extra:** This lender does not do ground up construction! Lender has a $450 doc fee that is also rolled into loan. Borrower will pay interest on the loan amount at that time/what they draw down on. Do not lend to foreign nationals. If an entity has multiple members in it they all need to have 680+ credit, they all need to personally guarantee the loan, but only one lien against one members personal home has to happen. Lender typically likes borrowers to do one loan at a time with them, but if they have the cash reserves sometimes multiple loans at one time can happen.**28. Rehab Lending Program Allowing Seconds!****Fico:**  No minimum**Loan Terms:**  6-18 months, interest only. Most terms are 12 months. **Loan Size:**  $100K +**Max LTC: Lender will finance up to 80-90% of the purchase price and 100% of the construction (done in draws).** Loan amount also cannot exceed 70% of the ARV (After repair value) of the property. LTC Limit: 92%.**Interest Rate:**  9-12%; Interest rate is determined by investors experience & the leverage they are requesting.**Property Types:**  Only 1-4 unit investment properties for this particular rehab program. Lender also offers lending programs for 1-4 unit ground up and multifamily ground as well as commercial bridge and renovation loans.**Pre-Payment Penalty:**  None!**Use of Funds:**  Purchase, Refinance, Cash-Out Refinance & Rehab**Asset verification:**  Depends on borrowers experience. 3 months of bank statements.**Points:** 2-3 lender points (depending on program). **Lending Territory:** NJ, DE, MD, DC, VA, NC, SC, GA, FL**Closing Time Frame:** 10 days for 1-4 unit investment properties. 21-30 days for pure commercial properties.**Appraisals:** Needed in order to close**Special:** This lender also has a ground up construction program for 1-4 unit investment properties and Multi-Unit (5+units) new construction.  1-4 unit new construction general terms are:-50% of lot acquisition-100% of construction costs-Max ARV: 70%-LTC Limit: 85%-Will thoroughly vet out contractor and team. Multi-Unit new construction-50% of lot acquisition-100% of construction costs-Max ARV: 65%-LTC Limit: 85%-Will thoroughly vet out contractor and team. Lender also offers bridge and construction loans on commercial properties.General rates and terms are:-60% of lot acquisition-100% of construction costs-Max ARV: 60%. -LTC Limit: 80%-Will thoroughly vet out contractor and team. **Extra:** Lender works with new investors although prefers experience. Works with foreign nationals. Lender allows a second mortgage behind them. Lender also allows for JV agreements, seller financing, can cross collateralize for 100% financing. **29. Small Balance, High Leverage, Rehab/Bridge Program****Fico:**  600+. Seasoned refinances for Tier 3 and 4 have minimum FICO's of 620. This lender allows the borrower to have $10,000 of unpaid debt, but no more than that! No more than four 60 day lates in the last 2 years. No felonies, No fraud! Anyone over 25% owner of the entity has to PG. Will be a soft pull on an entity with a PG, no affect to credit. Lender can go off credit score for the majority owner or the middle score of credit score of the entity if no PG.**Loan Terms:**  12 months, fixed interest only**Loan Size:**  $75K to $2 Million. Anything over 1M mid fico score needs to be 680 or higher. Can still be done as a BPO but may need a full appraisal if necessary. **Max LTC: Lender will finance up to 90% of the purchase price and 100% of the construction (done in draws).** Loan amount also cannot typically exceed 70% of the ARV (After repair value) of the property. If borrowers fico is over 600 & they have experience the lender can possibly go up to 75% of the ARV. If the borrower just needs to purchase a property that does not need rehab the lender can go up to 80% of the purchase price (bridge program).**Interest Rate:**  8.5-12%; Interest rate is determined by investors experience, location & the leverage they are requesting.**Property Types:**  Only 1-4 unit investment properties! This includes Single Family Homes, 2-units, 3-units, 4-units, condos and town homes.**Pre-Payment Penalty:**  None!**Use of Funds:**  Purchase, Refinance, Cash-Out Refinance & Rehab**Asset verification:**  Depends on borrowers experience. 3 months of bank statements.**Experience Requirement/ROI:** Lender counts investment properties rehabbed and sold in the past 2 years as experience. Property cannot be bought longer than 3 years ago. Lender only considers 1-4 unit investment properties as past experience, not commercial properties! Return on investment has to be 1.2 for Tier 4 borrowers. Tier 3= 1.15 ROI. Tier 2= 1.10 ROI. Tier 1= 1.0 ROI**Experience Tiers:** Tier 1/Pro= 10 + exits, ARV cap of 75%; Tier 2/Plus= 4-9 exits, ARV cap of 75%. Tier 3/ Standard= 1-3 exits, (Construction restriction if borrower is doing work to the foundation, adding or removing walls, adding square footage or if the rehab budget is more than 50% of the purchase price, they will be capped at 5% less on the max Arv). Tier 4/Access= No experience. 12%+ Construction restriction is limited if borrower is doing work to the foundation, structure, adding or removing walls, adding square footage, if the rehab budget is more than 50% of the purchase price, they will be capped at 5% less on the max ARV).**Liquidity Requirement:** All borrowers need down money and closing costs**.**Large deposits Do Not have to be seasoned. Tier 1 Reserve Requirement= $25,000. Tier 2-4= $15,000. The reserve requirement is NOT in addition to down money and closing costs.**Lender Points:** 1.5-2.5 lender points (depends on borrowers credit, experience and deal size). **Lending Territory:** CT, CO, FL, GA, IL (Can only lend to pro borrowers in this state), KY, MA, MD, MI, MN, MO, OH, PA, SC, TN, TX, VA, WA & WV, AZ, CA, NC, NJ, NV, NY, OR**Closing Time Frame:** 5-15 days based on borrowers experience! **Appraisal/BPO:** Lender typically just orders a desktop BPO on a purchase, which costs $350. On a refinance they do a full appraisal which is $600-$700 if property is owned for longer than 6 months. If we are dealing with a severely damaged property a full appraisal will be required. Lender use mercury appraisal company.**Special:** NO JUNK FEES! This loan program is only for bridge and rehab deals. This is not a program for ground up construction. Lender's closing fee is based on experience, but ranges from $499 to $1,195. Pro and plus borrowers can have up to 5M of loans at one time with this lender.**Docs:**Lender does not need a lot of docs at all.**Draw Process:**Borrower can do this through the website or an email address. Fill out a scope of work for what has been completed, send in & then an agent comes out. The draw free cost is taken from the disbursement of their draw. Keep copies of receipts and invoices from contractor. Lien waiver requested on every draw so they cannot claim a mechanics lien on the property. Draw Fee: $199 per draw.**Extra:**Cash out must be used for real estate purposes. This lender allows the borrower to close in a personal or entity name! FL, MN, OH, VA & NJ deals must close in an entity name. **Lender can work with**Foreign Nationals but they need proof of permanent residency. Lender can lend on assignment fees. Wholesaler cannot be related to any other parties. Seller concessions over 15% require due diligence.**30. 100% JV Rehab Financing! No lender Points! No Monthly Interest Only Payments!****Fico:**No min fico score! Lender does not care about tax liens, bk’s, shortsales, foreclosures, lawsuits from the past or current. They do run a background check for fraud and are concerned about that but not credit issues.**Loan Terms:**  9 months or less.**Loan Size:**  $75,000- 1M **Max LTV/ARV: Lender provides 100% financing of the purchase price and rehab costs as long as the total loan does not exceed 70% of the ARV. Rehab can be more than the purchase price in certain circumstances.**Lender does not like rehab budgets over $125,000 or projects that are adding square footage.**Interest Rate:**  9.00%, but no interest only payments need to be made through term projection**LOC Fee:**  0.75% points and the lender covers this as well.**Property Types:**  1-4 unit investment properties! This includes Single Family Homes, 2-units, 3-units, 4-units, condos and town homes.**Pre-Payment Penalty:**  None!**Use of Funds:**  This program is really set up for Purchase & Rehab deals. The lender can do Refinance and Rehab deals on a case-by-case basis. Refinance + Rehab deals are harder to do b/c it strains on the ARV and profit more. Exit strategy on the deal has to be to sell.**Lender Points:** Lender has no points and closing costs are only $805! Lender also pays for insurance for loan term.**Lending Territory:** NJ, PA, Delaware, DC, MD, Virginia, SC, NC, IL, TX, NY (case by case), FL. Would consider deals in Missouri.**Closing Time Frame:**3-4 weeks for first closing, 2ndclosing will be 2-3 weeks.**Experience Requirement**: Borrower’s are not required to have previous experience! All levels of experience can be taken into consideration (Ex. Borrower is a licensed contractor). Lender wants to know how many deals borrower has done in past, average size of the rehab and do they live close to the deal so they can manage the rehab. Borrower will be in charge of managing the rehab. Lender does not require GC to be licensed unless the state does.**Liquidity Requirement:** Borrower must prove they can start the renovations with their own funds. They will be reimbursed for rehab in draws.**Construction draws:** Released to borrower upon successful work completion, requires on-site inspection, $125 draw fee. Borrower can do as many draws as they want. After relationship is successful the lender may consider upfront draws.**Appraisals:** Are done though an AMC. Lender asks for an As-is Value and ARV, but the ARV value is much more important than the as-is to them.**JV Agreement:**The lender is able to fund the majority of the deal 100% b/c they will actually be the entity taking title to the property via a name change addendum to the purchase and sales contract. Lender has a Certificate of Authority with borrower, which allows them to enter into purchase and sales contracts in a specific state and gives duel signing authority so either can sign at closing. Borrower is still linked to the property and the deal by a local operating agreement and a profit share on the deal is negotiated from day one.**Extra:** Can work with Foreign Nationals **GROUND UP CONSTRUCTION LOANS***Construction financing is not a core niche of 11 Capital Finance, but offered as a convenience only.* **31. Deferred Interest Ground Up Construction/Rehab Program****Loan Amount:**$75,000 - $500,000**Term:**8 Months + 4 month extension (for every 4 month extension the borrower pays 1 point)**Borrowers Fico:** Lender is not fico driven but if the borrower has low fico this will negatively impact the leverage the lender will give them.**Interest Rate:**The applicable annual rate will be 4.99% for the first month, increasing 0.50% for each subsequent month, up to a maximum annual rate equal to the lesser of: (i) 7.99% and (ii) the maximum amount permitted under applicable law. Interest will accrue daily on the unpaid principal balance of the Loan. Accrual will be an actual/365 basis. The monthly Interest Rate schedule is tied to the date of the loan agreement. Default interest will be the lesser of: (i) 18% and (ii) the maximum amount permitted under applicable law. **Property Types**: Only 1-4 unit investment properties**Max LTV:** This lender will finance up to 80% of the construction costs (LTV is based on borrowers ground up experience since 2012. Lender will not count a borrowers ground up construction experience prior to 2012).**Lender Points:** 2 points (can be paid at the maturity of the loan!). Broker points must be paid at closing though. **Equity Requirement from borrower:** 8-25% of the construction cost (based on borrowers ground up experience). Lender will count the land purchase as part of the borrowers equity requirement into the project.**Recourse:** Limited Recourse Possible. Lender will only lend to a US corporate entity; not to individuals. **Lending Territory: Nationwide** with the exceptions of the following states: AK, CA, CO, HI, MS, ND, NV, OK, RI, VT, WV.**Lot Purchase:** The lender wants the borrower to already own the land and have all approved plans and permits. The purchase of the lot will be counted towards the borrowers equity requirement. For repeat borrowers the lender will finance 50% of the lot purchase on a case-to-case basis. **Draws:** No cost to the borrower for the first 8 draws (Lender pays for the inspection fee). If borrower needs more than 8 draws, the lender can accommodate, each additional draw will cost the borrower $150.**Other:** Interest and fees can be paid off at maturity. Borrower only pays interest on what they draw down on. Terms are different in TN. The borrower must buy the land first and get all approved plans and permits on the land. The lender will credit the land purchase as part of the borrowers equity requirement. Lender does not have a set liquidity requirement. LENDER WILL LEND ON MODULAR HOMES!**Rehab Loans:** This same lender also does rehab loans. **Loan Amounts:** $100,000-$350,000. Purchase price of the property must be $100,000 or more. **Term:** 8 months (4 month extensions available). **Interest Rate:** 9%. **Lender Points:** 1.5%. **LTC:** Lender will finance 80% of the purchase price and 100% of the rehab (rehab is disbursed in draws). **Closing Time Frame:** 2 weeks. **Extra:** Interest and lender fees can be paid at the maturity of the loan. Full recourse loans. If rehabber is new the lender will count the GC’s rehabs as experience.**32. 75% LTC Program Construction Program**-Loans are available to Borrowers with excellent to less than perfect credit-Flexible draw schedules-Owner and Non-Owner Occupied commercial properties are eligible-Lender prefers to offer ground up construction loans on 1-4 unit investment properties but will consider commercial properties as well.-The borrower must be liquid for 25% of the total project cost (plus closing costs). If the purchase price is $100,000 and the construction is $100,000, the total project cost is $200,0000. The lender will fund 75% of the total project cost which is a loan amount of $150,000. The borrower must put the 25% of the total project cost towards the purchase price, so in this scenario 25% of the total project cost is $50,000, which needs to be put down on the purchase. Be advised the lender does not always offer a 75% LTC, sometimes it is only a 70% LTC -Up to 18 month terms available (longer terms available on an exception basis)-Rates: 7.95%-10.95% (Based on overall qualifications)-Lender Points: 1.25-2 points (Based on the loan amount)-Land purchase may be included in the construction loan, up to 55% of the lot purchase price. -Cross collateralization allowed on other properties, if needed, for maximum or greater loan amounts-Interest only payments based on funds drawn-Loan amounts from $100,000 to $4,000,000-Loans available in the following states: AK, AL, AR, CA, CO, CT, DE, FL, GA, HI, IA, ID, IN, KS, KY, MA, MD, ME, MI, MO, MS, MT, NC, NE, NJ, NM, NY, OH, OK, OR, PA, RI, SC, TN, TX, UT, VA, WA, WY **33. 80% LTC Ground Up Construction Program**  -All credit scores 680 or greater (from all parties)-No ‎mortgage lates in the past 12 months-No bankruptcy or foreclosures in the last 3 years-$100,000 loan amount minimum -‎Minimum liquidity of $50,000 or $250,000 net worth-‎Borrower must verify one full year of work in the rehab business and one successfully newly constructed property‎NEW CONSTRUCTION GENERAL TERMS -This applies to the lenders lines of credit program as well-Lender will underwrite and close new construction loans for single family and multi‐family properties of up to 30 units.   -The Borrower will contribute the land/lot, which must be fully entitled and developed (in accordance with the proposed project) with all required utilities and road infrastructure. The land must be free and clear of liens. -Maximum loan amount is the lesser of 80% of the total cost (land and construction) or 70% of completed value. At the lenders discretion they may require a partial or full repayment of the loan if all permits are not obtained within 4 months. -Loan Term: 9 months, with optional 1 point, 3-month extension. -Minimum Liquidity – The Borrower shall have liquid assets and will verify 25% of construction expenses.  -Lender will make new construction loans only to experienced Borrowers that have successfully completed at least 1 new construction project comparable to proposed project.   -No prepayment penalty (3 months minimum interest). -$995 processing/underwriting fee (includes appraisal); $135 doc fee-Lender Typically charges 2 points for transactions under 1 Million-Loan amount range from $100,000 to 5 Million-Interest Rates range from 10-13%-Closing Time Frame: Typically 30 days for a ground up construction loan. Can move faster if borrower is very motivated. -Lending Territory: Nationwide with the exception of a few states**34. 65-70% ARV Ground Up Construction Program****Loan Amount:**$75,000 – No Max**Term:**1-3 years**Borrowers Fico:** Borrower must have acceptable personal and business credit. If credit is very low; lender needs an explanation as to why.**Interest Rate:**11.5% typically**Property Types**: Only 1-4 unit investment properties. No condominiums. Properties in rural areas, large acreage and properties with roads, which are not fully improved, may be considered with restrictive terms. **Max ARV:** This lender lends on the ARV (after repair value) of the property. If the home being built will be worth $400,000, 70% of that is a $280,000 loan amount. **Lot Purchase:**. Can be financed on a case-by-case scenario**Lender Points:** 5 points **Lending Territory:** Nationwide besides AK and HI. **Experience Requirement:** Borrower must be a full time builder. Builder must have built and sold at least 5 homes. **Builder must be the borrower.** Home must be in the size and dollar range of builder’s history. Builder must have required licenses; if any. **Other:  Borrower can choose their own appraiser; must be a state certified appraiser! Lender does not require title insurance for ground up construction although on rehab loans they do.** Construction must start immediately after closing**Rehab Loans:** This same lender also does rehab loans. They will lend up to 70% of the ARV on rehab loans. Rehab loans require title insurance.Borrower can still pick their own appraiser for the rehab loans as well.**35. 65% ARV Ground Up Construction Program****Loan Amount:**$200,000- 5 million for main fund that operates out of FL, GA, NC, SC, TN. 1M-25M for other funds that operate in WA, OR, UT, CO & TX.**Term:**3-18 months, interest only.**Borrowers Fico:** No min fico score, but If credit is very low; lender needs an explanation as to why.**Interest Rate:**10-12% typically, interest only. Interest is charged on a minimum of 70% of the face value of the loan, or the outstanding balance, whichever is greater. Ex. If the loan amount is 1M, the borrower would only pay interest on $700,000.**Pre-Payment Penalty:** Lender has no PPP or interest reserve guarantee at all!**Property Types**: SFR’s (spec & custom), Townhomes, Multifamily (2 +, no max on units), Mixed-Use, Some regular commercial property types, Subdivisions, and Land (land is max 50% LTV). **Max ARV:** This lender lends purely off of the ARV (after repair value) of the property at a 65%. They do not have a loan to cost requirement!**Lot Purchase:**. Lender will finance a max of 50% of the lot on an acquisition (sometimes the LTV on the lot can be higher depending on what type of permits/entitlements the property has and it also depends on the overall cost of the project). Lender wants their loan to cover 100% of the cost to build. If borrower owns land free and clear, lender can sometimes give them an upfront draw at closing.**Lender Points:** 2-4.5 points (based on term of the loan requested). If LTV’s work the lender will try to roll in the origination costs and can escrow monthly mortgage payments. **Lending Territory:** Focus on the South East for main fund; GA, NC, SC, TN, WA, OR, UT, CO, FL & TX, MD, Virginia, DC, PA.**Experience Requirement:**Lender prefers the borrower is full time builder or developer but sometimes if the borrower is hiring an experienced builder/developer the lender can go off of the builders experience to qualify the borrower for the loan (credit and liquidity will then be looked at more). Builder must have required licenses. **Other:  Asset based lending program. Lender can become very creative when structuring deals. Lender will allow a 2nd behind them, but 1st must subordinate.** Can work with foreign nationals as long as they have US bank accounts and references. Lender prefers ground up construction deals over fix and flip/bridge deals.**Work Flow:**-For LOI the lender needs: PFS or 1003, Builder’s Resume (past and current projects), Project executive summary, Full Site plan sets, Spec summary (or whatever is available at the time of submission), Proforma cost breakdown (excel), Entitlements & Building permits (upon approval).\*This is a very general list and additional information may be required on a project-by-project basis-After those documents are submitted, if interested, lender will provide term sheet within 48 hours.-Lender would then order an appraisal. Appraisal is the only upfront fee. -Lender always does site visits to meet with developer/builder at no cost to the borrower.**This product sheet is meant to be a guide or a tool only. Apply online at www.11capitalfinance.com. Direct lender quotes issued in 24 hours or less as long as the client is in contract; or refinance.****11 Capital Finance, LLC is one of the only true full service loan companies in the United States.** What exactly does **Full Service** mean? *You could do your own plumbing, taxes, put on a new roof, and even legal work, but why don’t you? Because using a trusted proven professional saves you time, money, and hard life lessons.* ***It’s your time and money. Let the 25 year professionals’ work for you!*** A full service commercial mortgage brokerage moves a loan from start to finish involved in every facet of a transaction. It is specialized expertise that only comes from years of closing loans. There are many individual parties involved in every commercial loan transaction. Each party with a specific function and skill set. Who are they?1. Buyers and sellers of commercial properties.
2. Commercial real estate brokers that list and sell properties.
3. Lenders make offers and underwrite to close “their” loan products only.
4. Appraisers that provide value on properties with an appraisal.
5. Title companies research title to make sure there are no encumbrances on properties and are clear to insure with title insurance. They also help facilitate the close between buyer and seller.
6. Insurance companies insure.

The others variables and parties that may be involved in transactions;* Municipalities on zoning issues
* State and local municipalities on tax issues
* IRS
* Foreclosing banks
* Banks that own the property
* Outside attorneys

It is the full service brokerage that acts as the quarterback moving the ball down the field knowing every inch of the loan file and can act fast and efficiently when problems arise 99% of every deal. Knowing a lender is only 5% of any transaction. Having a team that can close is 100% of a transaction. You can do your own taxes, be your own lawyer, do your own plumbing, but why don’t you? Having a trained professional by your side on what are typically the largest financial transactions in anyone’s life is not only prudent and good business, but vital for success. What does a full service commercial brokerage do? 1. Loan packaging. Many borrowers do not know how to properly present a loan file to a lender. Statistics show that 50% of deals are turned down because of presentation.
2. Problem solving and offering creative solutions when a borrower is turned down or doesn’t know what a best option may be.
3. Present best rates and term options to borrowers with a loan need. Rate is small component. Pre-payment, speed to close, max cash out are all factors. Knowing the best loan for a borrower need at that moment is very specialized.
4. Deal placement with hundreds of options knowing the best and most current lending options nationwide. “Selling” the deals to a lender is often necessary when dealing with unique circumstances such as fair to poor credit, quick close, first time borrowers, etc.
5. Facilitating ordering of appraisal.
6. Facilitating ordering of title.
7. Appropriate document collection to final underwriting. Again packaging of the information is key to close.
8. Coordinating close with all parties including but not limited to realtors, buyers and sellers, title companies, appraisal companies, lenders, and attorneys and more.

Real Examples of why you need a full service brokerage:* Borrower running out of time on purchase and sales agreement about to lose deposit. The brokerage provides a creative solution by calling the seller for an extension on the buyer behalf.
* Bank selling a property and didn’t disclose a sink hole. Brokerage coordinated with title and determined risk too big. Helped borrower find more suitable investment and closed new loan.
* Wind insurance after hurricane. Brokerage coordinated new policy options as first quotes made the loan non-viable to new debt service ratio.
* Law suit mid transaction. Brokerage coordinated every aspect from attorneys to buyer and seller, to realtor, to owning bank to a successful close.
* Existing lender can no longer do loan mid transaction through no fault of borrower. Buyer will lose deposit earnest money. Brokerage issues pre-approval same day with new lender allowing borrower to get an extension to close.
* Borrower starts construction prior owning property. Brokerage coordinates all documents and packages loan properly where it “makes sense” for the lender to close.
* Borrower takes out loans mid transaction lowering fico scores before new close. Brokerages issues new offer and still closes before deadline.
* IRS issue. Brokerage coordinates with the IRS agent to get the payoff request needed to close loan.
* The title company chosen by borrower won’t clear title. Brokerage brings in new title company to get clearances to close loan.

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