

MULTI-FAMILY OVERVIEW

Eligible Properties:	<p>Acquisition, Re-finance, and construction for garden-style, and high-rise buildings multifamily/condo properties are acceptable. Phased properties acceptable if phases can stand on their own.</p> <p>A, B, and C properties in primary and secondary markets will be considered.</p> <p>Commercial space is limited to 20% of the total net rentable space. Properties with greater than 20% student or military tenancy will be considered though typically require higher coverage and reserves. The minimum acceptable occupancy is the greater of 90% of sustaining occupancy.</p>
Eligible Property Locations:	<p>Nationwide. Market areas with a stable current occupancy. Rent concessions will be underwritten cautiously and typically require higher coverage and reserves.</p>
Loan Types:	<p>Acquisition, Development, and Refinance</p>
Loan Size:	<p>\$1M to \$7 Million</p>
Debt Service Coverage Ratio:	<p>Generally, 1.2 – 1.25x, depending on the quality of the location and market.</p>
Loan-to-Value Ratio:	<p>Up to 90% maximum LTV.</p>
Loan Term:	<p>5 to 30 years</p>
Amortization:	<p>Full amortization over term or balloon payments allowed</p>
Interest Rates:	<p>Conventional rate is pegged to the 30 day LIBOR or similar index, and can range from 1.5% to 3% over LIBOR, fixed for 5 or 10 years.</p>
Fees:	<p>Reliant Capital Funding Fees: We will price adjust our fees according to level of difficulty and other underwriting considerations- typically 1-2% of the loan amount- paid only if a Commitment Letter is issued.</p> <p>Third Party Fees: The following fees can be included in the financing. An appraisal report can cost \$5000. A Phase 1 environmental can cost \$2000. A survey, and title search is also the responsibility of the borrower.</p>
Other:	<p>Subject property can be used as sole collateral. Personally guarantee may be required.</p>

NOI Calculation: Strongly prefer to receive three full years of operating history. Underwrite rental revenues based on last three monthly rent rolls and trailing 12-month history with adjustments where appropriate. Generally underwrite expenses based on last full fiscal year, plus a 3% inflation factor subject to industry averages.

Vacancy Factor: The greater of 5%, local market average or the actual property for the most recent 12-month period (including all forms of economic rent loss).

Management Fee: The greater of 5% effective gross income, the actual management contract fee rate, or industry average.

Capital Reserves: Generally ranging from \$150 to \$250 per unit, based on the final engineering report, physical inspection, tenancy and age of property.

Pre-Application (Term Sheet) Punch List		
REQUIREMENT	PENDING	RECEIVED
Complete the ' Information Request Form ' on the next page*	X	
If financing is for:	X	
<u>Acquisition</u> : Purchase & Sale Agreement or Letter of Intent		
<u>Refinance</u> : Original purchase price, date of acquisition, summary of current financing		
<u>Construction</u> : Projected construction costs, timeline, GC experience		
Financial statement for 3 years with monthly breakdown- current YTD financial statement	X	
2 Years Personal Tax Returns from each borrower	X	
Personal Financial statement from each borrower**	X	
Management Resume**	X	
Photographs of interior and exterior***	X	
Current Lease***	X	

* RCF can take this information from you over the phone if you desire

** RCF will help you create if needed

*** Preferred if available

MULTIFAMILY INFORMATION REQUEST FORM

Applicant Information									
Applicant Name									
Address									
City			State			Zip			
Phone			Fax		Email				
Location Information									
Address									
City			State			Zip			
Number of Buildings				Land Area (1 Acre = 1.0)					
Square footage of building(s)				Total Stories					
Total Parking Spaces				Year Built _____			Renovated <input type="checkbox"/> Year _____		
Management Company <input type="checkbox"/> Yes (name): _____ <input type="checkbox"/> No									
Owner Occupied <input type="checkbox"/> Yes (# yrs) _____				<input type="checkbox"/> No			3 years tax returns available <input type="checkbox"/> Yes <input type="checkbox"/> No		
Ownership									
Name				Title			Ownership %		
1									
2									
3									
Loan Information									
Purpose <input type="checkbox"/> Acquisition <input type="checkbox"/> Refinance <input type="checkbox"/> Construction <input type="checkbox"/> Other: _____									
If Acquisition, is property under contract? <input type="checkbox"/> Yes (closing date): _____ <input type="checkbox"/> No									
Estimated Project Costs (fill out only the fields that apply to your Purpose)									
Land Value (new construction only)				\$					
Construction Costs (new construction only)				\$					
Land and Building (acquisition only)				\$					
Renovations/Remolding (refinance or acquisitions)				\$					
Purchase Equipment (new construction only)				\$					
Debt Refinance (refinance only)				\$					
Closing Costs				\$					
Other Specify: _____				\$					
Total Project Cost				\$					
Less: Your Cash Injection				\$					
Less: Seller Financing/Other				\$					
Loan Request				\$					
Financial Information									
Potential Gross Income (fully occupied)				\$					
Actual Gross Income (G/I minus vacancies)				\$					
Operating Expenses inc. Real Estate Taxes				\$					
Management Fee				\$					
Capital Reserves				\$					
Total Net Income				\$					
Rent/Lease Roll (use additional sheet if needed)									
Unit #	Square Feet			Average Monthly Rent			Length of Lease/Exp Date		
1							/		
2							/		
3							/		
4							/		
5							/		

To complete over the phone, contact Neal Patel or Rohul Patel at 908-698-0498.