



**JV Commercial & Residential Subdivisions Development & Construction Financing**  
**Blended Bank First and JV Second Capital Structure**  
**Absolute Minimum \$2,000,000**

*Joint Venture including bank financing on residential & commercial properties with the following terms:*

<b>Blended Bank/JV</b>	Financing will be provided by a bank we arrange, plus private equity funds, as managed as a joint venture. Bank processing also carried out by us. (If Sponsor's bank first is already approved and pending, we may be able to accept that structure and go behind the bank's first).
<b>Eligible Locations</b>	World-wide – select overseas, deal by deal
<b>Eligible Properties</b>	Residential subdivisions; commercial real estate properties including: multifamily, retail, c-store, office, warehouse, light industrial, flex, hospitality, resort, senior living, self-storage, medical/hospital/nursing home, special purpose and more. <i>Land entitled with <u>approvals only</u>.</i> <i>[No cannabis related - No one-off or scattered site Single-Family Homes].</i>
<b>Eligible Transactions</b>	Acquisition or refinance, including development, construction of infrastructure and/or vertical, major renovations and more. For subdivisions, infrastructure as well as construction of the homes acceptable.
<b>Transaction size</b>	\$2 million to \$100 million. Nothing smaller.
<b>Ownership</b>	Single asset, special purpose entity
<b>Recourse for 1st</b>	Full personal recourse for the bank's first; no guarantor for the JV 2nd.
<b>LTV/LTC</b>	Up to 75% LTV (projected stabilized), not to exceed up to 97% LTC. (total project costs all-in) [1st will be 60-75%; 2nd will be up to the combined 97%]
<b>Interest rates</b>	Bank 1st will be market estimated at 5-7%; private 2nd will be 9-12%. Sponsor will deal only with the blended rate.
<b>Loan Term</b>	1 to 5 years; (with bank)
<b>Origination fee</b>	5% to 8% payable at closing for entire transaction, including 1st and 2nd.
<b>Application fee</b>	Fee of \$5,000 is due with the accepted and signed Letter of Intent.
<b>Commitment Deposit</b>	Deposit payable upon acceptance of Loan Commitment to be used for 3rd party costs, legal and closing costs. Range is \$20,000 to \$50,000 (perhaps more for large complex transactions). Unused balance applied towards Origination Fee at closing.
<b>Exit – the JV split</b>	After the bank loan, priority return of JV partner's investment, and then split between 10% to 40%, depending on the cash/equity the Sponsor invests in the deal – deal by deal
<b>Partial releases</b>	Granted for sold parcels/lots/units @ 75% to 85% of sale price
<b>Prepayment Penalty</b>	Set by bank for 1st only
<b>Second mortgage</b>	Not permitted/ Under this program the JV partner is in 2nd position.. No other debt is permitted. .
<b>Third Part Reports</b>	Full appraisal (MAI, state) or even a BPO; Phase 1 environmental, soils test, ordered <u>by</u> Lender at <u>expense</u> of Borrower. <i>Existing reports less than 6 months old, completed by qualified firms, may be recertified.</i>
<b>Reserves</b>	Reserves will be established to cover the bank loan portion, as required.
<b>Closing Times</b>	Routinely 45 days after receipt of complete submission and executed LOI, including 30 days for appraisal. Up to 10 business days with complete submission plus completed and acceptable 3rd party reports.
<b>Exit strategy</b>	<b>Heavy concentration on value creation, market analysis and exit strategy</b>
<b>Loan Analysis and Offer</b>	<i>At no charge, a detailed offer with terms and conditions will be forwarded upon completion of initial transaction analysis</i>
<b>Mortgage Brokers</b>	Brokers are protected based on a fee agreement with the Sponsor and paid at closing.