

JV Development & Construction Financing
Commercial & Residential Subdivisions
Absolute Minimum \$5,000,000

Joint Venture financing on residential & commercial real estate properties with the following terms:

Eligible Locations	Contiguous United States – nationwide and Hawaii. [No Alaska]
Eligible Properties	Residential subdivisions; commercial real estate properties including: multifamily, retail, office, warehouse, light industrial, flex, hospitality, resort, senior living, self-storage, medical/hospital/nursing home, special purpose and more. <i>[Land entitled with approvals only]. [No cannabis related - No one-off or scattered site S-F H].</i>
Eligible Transactions	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 available.
Transaction size	\$5 million to \$100 million. Nothing smaller. Higher loan amounts on a case by case basis
Ownership	Single asset, special purpose entity
Non-recourse	No guarantor or personal recourse requirements at all
LTV/LTC	Up to 75% LTV (stabilized projected value), not to exceed up to 95% LTC.(total project costs all-in)
Interest rates	Not applicable
Loan Term	1 to 5 years; mini-perm is also possible for the take-out if not a for-sale project
Origination fee	2% to 4% payable at closing
Application fee	Fee of \$5,000 is due with the accepted and signed Letter of Intent.
Commitment Deposit	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.
Exit – the JV split	From 20% to 80%, depending on what cash/equity the Sponsor has invested into the deal – deal by deal
Partial releases	Granted for sold parcels/lots/units @ 75% to 85% of sale price used to pay down principal balance
Prepayment Penalty	None
Second mortgage	Not permitted. This is a JV transaction and so there is no first mortgage, so a “2nd” would go into 1st.
Third Part Reports	Full appraisal either (MAI, state) or even a BPO; Phase 1 environmental, soils test, perhaps seismic and possibly others depending on the location, 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>
Debt Service Coverage Reserves	N/A
Closing Times	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.
Exit strategy	Heavy concentration on value creation, market analysis and exit strategy
Loan Analysis and Offer	<i>At no charge, a detailed offer with terms and conditions will be forwarded upon completion of initial transaction analysis</i>
Mortgage Brokers	Brokers are protected up to 2% of transaction amount, based on a fee agreement with the Sponsor and paid at closing. Brokers remain the procuring cause for all deals with the same Sponsor thereafter.