

RESIDENTIAL

**REAL ESTATE INVESTOR**

**LOANS**



**BLAIR COMPANIES**  
SIGNS • FASCIA • RECYCLED PAPER  
REAL ESTATE • VENTURE CAPITAL



**BLAIR COMPANIES**  
 SIGNS • FASCIA • RECYCLED PAPER  
 REAL ESTATE • VENTURE CAPITAL

	<b>FIX &amp; FLIP</b>	<b>GROUND UP</b>	<b>STABILIZED BRIDGE</b>
<b>Loan Amount</b>	\$50K - \$3.5MM	\$50K - \$3.5MM	\$75K - \$2MM
<b>Max LTC</b>	85% / 100% (Purchase price / Rehab)	75% / 100% (60% / 100% for non-permitted projects)	85% on Purchases, N/A on Seasoned Refinance, 85% + 100% of completed renovations for Non-Seasoned Refinance
<b>Max LTV</b>	70% (Loan to after repair value)	70% (Loan to after repair value)	70%
<b>Minimum FICO (Mid-Score)</b>	N/A	680	660
<b>Minimum DSCR</b>	N/A	N/A	1.00x

● **Bridge Loans** (Short Term Financing)



**BLAIR COMPANIES**  
SIGNS • FASCIA • RECYCLED PAPER  
REAL ESTATE • VENTURE CAPITAL

	<b>SINGLE PROPERTY RENTAL</b>	<b>RENTAL PORTFOLIO</b>
<b>Loan Amount</b>	\$75K - \$2MM	Min Property Value: \$100,000 Max Loan Amount: \$2,000,000
<b>Max LTC</b>	80%	80%
<b>Max LTV</b>	80% (75% for Cashout Refi)	80% (75% for Cashout Refi)
<b>Minimum FICO (Mid-Score)</b>	660	660
<b>Minimum DSCR</b>	1.1x	1.1x

● **DSCR Loans** (Long Term Financing)



# Fix and Flip Program

These represent general guidelines and loan terms are subject to lender discretion.

BRIDGE LOANS	LOAN GENERAL	
	Loan Amount	<ul style="list-style-type: none"> <li>Min: \$50,000</li> <li>Max: \$3,500,000</li> </ul>
	Maximum Loan to Cost	<ul style="list-style-type: none"> <li>Up to 90% of purchase price</li> <li>Up to 100% of rehab costs</li> </ul>
	Maximum Loan to ARV	<ul style="list-style-type: none"> <li>Up to 75%</li> </ul>
	FICO	<ul style="list-style-type: none"> <li>Minimum IR = 1 month</li> <li>If past bankruptcy, foreclosure, or FICO &lt; 620: 12 month IR</li> </ul>
	Term Length	<ul style="list-style-type: none"> <li>12 months, up to 18 at lender discretion</li> </ul>
	Recourse	<ul style="list-style-type: none"> <li>Full Recourse</li> <li>Pledge of shares</li> </ul>
	Experience	<ul style="list-style-type: none"> <li>All levels considered (leverage based on experience)</li> </ul>
Profit Test	<ul style="list-style-type: none"> <li>Minimum 30% ROI</li> <li>If fail, must pass 1.20 DSCR test on a market 30-year FRM</li> </ul>	

LOAN CLOSING ISSUES	
PROBLEM	GUIDELINE
Loan Amount > \$250,000	<ul style="list-style-type: none"> <li>Survey or survey exception required</li> </ul>
Loan Amount > \$500,000	<ul style="list-style-type: none"> <li>Attorney opinion letter required</li> <li>Survey or survey exception required</li> </ul>
Entity Status	<ul style="list-style-type: none"> <li>Certificate of good standing required if entity is ≥ 1 year old</li> <li>Certificate cannot be older than 90 days</li> <li>Foreign entity registration required in all states where the loan attaches to a property</li> </ul>
Title Issues	<ul style="list-style-type: none"> <li>Clean title</li> <li>No exceptions to Schedule B permitted</li> <li>Will not fund unless gap insurance provided</li> </ul>
Closing Attendance	<ul style="list-style-type: none"> <li>All guarantors must sign loan documents</li> <li>Digital closings permitted</li> </ul>
Insurance	<ul style="list-style-type: none"> <li>Must conform to guidelines, no exceptions</li> </ul>

HARD NO LOAN TYPE	
<ul style="list-style-type: none"> <li>Financial crimes on background check</li> <li>&gt; 85% initial loan to cost; &gt; 100% construction holdback/reno budget; &gt; 70% ARLTV</li> <li>Owner occupied properties</li> <li>Exotic properties in rural areas</li> </ul>	<ul style="list-style-type: none"> <li>Advancing against 'finder's fees' – wholesalers are OK, see guidelines below</li> <li>Deals without a viable exit (profitable flip or rental loan refinance)</li> </ul>

LETTER OF EXPLANATION REQUIREMENTS CREDIT	
	WHEN TO COLLECT LOE
30D	if past due > \$0 and <> EDU
60D	if past due > \$0 and <> EDU
90D	if past due > \$0 and <> EDU
Collection Account	if > \$2K tradeline and no medical or utility
Bankruptcy	if < 7 years old
Foreclosure	if < 7 years old
Forbearance	if active and not COVID-related
IRS Lien	if active
Liens	if active and > \$10,000
Judgments	if active and > \$10,000

LETTER OF EXPLANATION BACKGROUND	
Traffic	No
Driving under the influence	2 or more times
Marijuana	2 or more times
Misdemeanor	Always
Felony	Always



# Fix and Flip Program

These represent general guidelines and loan terms are subject to lender discretion.

BRIDGE LOANS	PROBLEM LOAN TYPES AND GUIDELINES	
	PROBLEM	GUIDELINE
	Foreign National Borrower	<ul style="list-style-type: none"> <li>Eligible with valid visa or green card and US credit history</li> </ul>
	Lop-Sided Loans (renovation budget > purchase price)	<ul style="list-style-type: none"> <li>Borrower must have at least 10% of the total project cost in at closing</li> <li>Full boat interest strongly encouraged</li> </ul>
	Inexperienced Flippers / First Timers (experience score=1)	<ul style="list-style-type: none"> <li>No more than 70% initial LTC (70/100)</li> </ul>
	IRS Tax Liens / Federal Tax Liens	<ul style="list-style-type: none"> <li>Must be cleared prior to closing</li> </ul>
	Rural Areas	<ul style="list-style-type: none"> <li>Low initial advance rate (~55% of purchase price)</li> <li>Should generally stick to lending in densely populated areas</li> </ul>
	Borrower Background Issues	<ul style="list-style-type: none"> <li>Must not have financial crimes</li> <li>Professional flipper or repeat borrower at lender's discretion</li> </ul>
	Heavy Construction	<ul style="list-style-type: none"> <li>Highly experienced borrower</li> <li>Verifiable track record</li> <li>Liquid takeout (the properties sell easily)</li> </ul>
	High Loan to Cost (85/100)	<ul style="list-style-type: none"> <li>Experienced borrowers, profitable flips, liquid properties</li> </ul>
	High ARLTV	<ul style="list-style-type: none"> <li>Capped at 75%</li> </ul>
	Cashouts	<ul style="list-style-type: none"> <li>Borrower should have 15% skin in the game at all times</li> <li>All members of borrowing entity must PG the loan and show up to closing to sign the loan documents</li> <li>Should be a well-defined exit strategy</li> </ul>
	Mid-construction Projects	<ul style="list-style-type: none"> <li>Need As-is AND ARV Appraised values (same report)</li> <li>The entire rehab budget must be specified in the appraisal with a % complete per line item of work that has been completed</li> <li>Receipts help to justify work completed</li> <li>Property taxes, interest/debt payments, insurance, legal fees, and closing costs do not qualify as reimbursable costs</li> <li>Our initial release will be based on the lesser of As-Is value and cost basis</li> </ul>
	Refinancing Another Hard Money Lender	<ul style="list-style-type: none"> <li>Are we the market fool?</li> <li>Borrower must have at least 15% skin in the game at all times</li> <li>Reasonableness test</li> </ul>
	Low Profit Deals	<ul style="list-style-type: none"> <li>Minimum profit 30% ROI</li> <li>Experienced borrower (at least 3 on a scale of 1-5) with verifiable track record</li> <li>Lower advance rates</li> <li>Liquid takeout (the properties sell easily)</li> </ul>
	Wholesaler	<ul style="list-style-type: none"> <li>Not higher than 15-20% of total purchase price</li> <li>Wholesaler sourcing from MLS is awkward - why wouldn't the borrower buy the property directly if publicly listed? High degree of scrutiny required.</li> <li>Transparency: we need full chain of title from owner of record to borrower:               <ul style="list-style-type: none"> <li>Wholesaler assigns contract to borrower                   <ul style="list-style-type: none"> <li>Need wholesaler contract and assignment agreement</li> </ul> </li> <li>Wholesaler sells entity that is in contract to borrower                   <ul style="list-style-type: none"> <li>Need wholesaler contract and share purchase agreement</li> </ul> </li> <li>Wholesaler double closing (A-&gt;Wholesaler-&gt;B)                   <ul style="list-style-type: none"> <li>Need contract from A-&gt;Wholesaler and contract Wholesaler-&gt;B</li> </ul> </li> </ul> </li> <li>Transaction should not 'shock the conscience'</li> </ul>
	Non Arm's Length Transactions	<ul style="list-style-type: none"> <li>Need an As-is AND ARV Appraisal (2 separate)</li> <li>Reasonableness test</li> </ul>
	Marginal Urban Areas (high crime, poverty, transitional, etc)	<ul style="list-style-type: none"> <li>Lower advance rates</li> <li>Experienced borrowers with verifiable track records in subject area</li> <li>Liquid takeout (the properties sell easily)</li> </ul>
	Condo Conversions	<ul style="list-style-type: none"> <li>Architect letter, condo questionnaire, and feasibility study required</li> <li>Legal opinion regarding conversion required</li> <li>As-is on the current collateral and ARV on each unit (Separate appraisals)</li> </ul>
	Adding Square footage (vertical and/or horizontal expansion) or change of use (2 family to 4 family)	<ul style="list-style-type: none"> <li>Zoning analysis from architect. The project must conform to local zoning code and be as-of right (no variances required).</li> <li>Experienced borrower with verifiable track record of similar projects</li> <li>Permits in place preferred</li> <li>Lower advance rates</li> <li>Construction budget feasibility study by engineering firm (at Lender's discretion)</li> </ul>
	Subdivision of Lot	<ul style="list-style-type: none"> <li>Loan terms to be based on the property as if the subdivided lot land value is \$0</li> </ul>
	Luxury Properties	<ul style="list-style-type: none"> <li>Property must be liquid</li> </ul>
	Appraisals	<ul style="list-style-type: none"> <li>Appraisals &gt; 6 months old not accepted</li> </ul>



BLAIR COMPANIES

# Ground Up Construction Program

These represent general guidelines and loan terms are subject to lender discretion.

BRIDGE LOANS		GROUND UP PROGRAM	EXPERIENCED DEVELOPER PROGRAM (3+ SIMILAR PAST PROJECTS)
	Eligible Collateral	Loan Amount	<ul style="list-style-type: none"> <li>Min: \$50,000</li> <li>Max: \$3,500,000</li> </ul>
Property Count		<ul style="list-style-type: none"> <li>Min: 1</li> <li>Max: 2</li> </ul>	<ul style="list-style-type: none"> <li>Min: 1</li> <li>Max: 10</li> </ul>
Permitted Property Types		<ul style="list-style-type: none"> <li>Eligible               <ul style="list-style-type: none"> <li>- Non-owner Occupied 1-4 unit residential</li> <li>- Townhomes</li> <li>- Condos</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>Ineligible               <ul style="list-style-type: none"> <li>- Mixed use properties</li> <li>- 5+ unit multifamily properties</li> <li>- Condotels</li> <li>- Co-ops / TICs</li> <li>- Commercial Property</li> <li>- Log Homes</li> <li>- Properties Subject to Oil and/or Gas Leases</li> <li>- Operating Farms, Ranches, or Orchards</li> <li>- Vacation or Seasonal Rentals</li> <li>- Rural properties</li> </ul> </li> </ul>
Submarket Liquidity		<ul style="list-style-type: none"> <li>Top 90%, Top 10% case by case with potential LTC cuts</li> </ul>	
Maximum Loan to Cost		<ul style="list-style-type: none"> <li>Up to 75% of the lower of land value or purchase price/60% if unpermitted, plus 100% of construction</li> <li>Max 85% of total project costs</li> <li>LTC Catch Up Draw to raise initial advance to 75% at approval of required plans/permits post-closing</li> </ul>	<ul style="list-style-type: none"> <li>Up to 75% of the lower of land value or purchase price/60% if unpermitted, plus 100% of construction</li> <li>Max 90% of total project costs</li> <li>LTC Catch Up Draw to raise initial advance to 75% at approval of required plans/permits post-closing</li> </ul>
Maximum Loan to ARV		<ul style="list-style-type: none"> <li>Up to 70%</li> </ul>	
Loan Terms	Reserves/Escrows	<ul style="list-style-type: none"> <li>Interest Reserve: Minimum 1 month</li> </ul>	<ul style="list-style-type: none"> <li>Interest Reserve: Minimum 1 month. Minimum 6 months full boat IR funded with initial loan amount for 90% LTC loans</li> </ul>
	Term Length	<ul style="list-style-type: none"> <li>12 months, Up to 18 at Lender Discretion</li> </ul>	<ul style="list-style-type: none"> <li>12 months, Up to 24 at Lender Discretion</li> </ul>
	Recourse	<ul style="list-style-type: none"> <li>Full Recourse</li> </ul>	
	Minimum FICO	<ul style="list-style-type: none"> <li>680 Midscore</li> </ul>	<ul style="list-style-type: none"> <li>680 Midscore</li> </ul>
	Third Party Construction Reports		<ul style="list-style-type: none"> <li>3<sup>rd</sup> party feasibility study for 3+ unit developments</li> <li>3<sup>rd</sup> party vendor to monitor draws for developments</li> </ul>
	Minimum Net Worth & Liquidity	<ul style="list-style-type: none"> <li>Minimum net worth of 10% of the loan amount</li> </ul>	<ul style="list-style-type: none"> <li>Minimum net worth of 10% of the loan amount</li> <li>Bank statements showing 10% of the loan amount post-close liquidity for developments</li> </ul>
Guarantor Requirements	Experience	<ul style="list-style-type: none"> <li>Previous real estate experience required: 1-2 Ground ups</li> <li>GCs if experience if permits tie to Ground ups</li> <li>Guarantors with no experience permitted on a case by case basis</li> </ul>	<ul style="list-style-type: none"> <li>Previous real estate experience required: 3+ similar Ground-up builds + heavy rehabs with expansion. Professional deveopment / builder.</li> <li>Guarantors with no experience permitted with experienced guarantor that meets the above experience criteria</li> </ul>
	Profit Test	<ul style="list-style-type: none"> <li>Minimum 30% ROI</li> <li>If fail, must pass 1.20 DSCR test on a market 30-year FRM</li> </ul>	



# Stabilized Bridge Program

These represent general guidelines and loan terms are subject to lender discretion.

BRIDGE LOANS	NO DSCR	DSCR EXIT
Purpose	To provide bridge financing on a property that was recently renovated or constructed and is currently/soon to be listed for sale	To provide bridge financing on a property that is currently rented or soon to be rented, but is not yet ready for permanent financing
Loan Amount	Min: \$75,000 Max: \$1,500,000 / larger loans allowed at lender discretion	Min: \$75,000 Max: \$1,000,000 for SFR, \$2,000,000 for 2-4 Unit / larger loans allowed at lender discretion
Term Length	12 months, up to 18 at lender discretion	12 months, up to 18 at lender discretion
Property Types	Single Family/2-4 Unit/Townhomes/PUD/Warrantable Condos	Single Family/2-4 Unit/Townhomes/PUD/Warrantable Condos
Max LTC	85% of purchase price + verified completed capex if property owned < 6 months	85% of purchase price + verified completed capex if property owned < 6 months
Max LTV	700 FICO: 70% if property owned > 6 months 660-699 FICO: 65% if property owned > 6 months	70% LTV
Min DSCR	N/A	1.10 Exit DSCR based on lower of in place rent and market rent
Property Condition	C2 or better	C4 or better with no deferred maintenance
Min FICO	660	660
Collateral Restrictions	Property value within 90th percentile of market No rural, exotic, or unique properties	No rural, exotic, or unique properties



BLAIR COMPANIES

# Single Property Rental Program

These represent general guidelines and loan terms are subject to lender discretion.

RENTAL LOANS

## MAXIMUM LTVs

FICO	PURCH/RT REFI	CASHOUT
≥ 740	80%	75%
720 - 739	75%	75%
700 - 719	75%	70%
680 - 699	70%	65%
660-679	65%	60%

## MAXIMUM LTC FOR C/O REFI LOANS

Subject to LTV limits:

- 80% if property purchased < 3 months
- Additional 5% haircut on max LTV if property purchased between 3 and 6 months (for borrowers with < 5 rental properties owned in the last 24 months)

## PREPAYMENT PENALTIES

- 1 year: 3%, 0%, 0%
- 1 year: 1%, 0%, 0%
- 3 years: 3%, 2%, 1%, 0%
- 4 years: 4%, 3%, 2%, 1%, 0%
- 5 years: 5%, 4%, 3%, 2%, 1%, 0%

## OTHER LTC/LTV LIMITS

- U.S. non-permanent residents/foreign nationals: Max 65% LTV
- For purchase loans, the lowest of
  - Purchase price
  - Appraised value and
  - ARR/CDA value is used to calculate LTV
- UPB <100k: Max 75% LTV
- Interest Only: Max 75% LTV

## BORROWER/GUARANTOR REQUIREMENTS

### CREDIT & BACKGROUND

- New borrower: Tri-Merge Credit Report no older than 90 days
- Existing borrower with 0x30x12 payment history: Tri-Merge Credit Report no older than 120 days
- 660 minimum qualifying FICO determined as:
  - Mid score if 3 scores are available
  - Low score if 2 scores are available
- For multiple guarantors, lowest score calculated as above is used
- Bankruptcy discharge date must be no less than 3 years prior to closing date
- Foreclosure/deed-in-lieu/short sale date must be no less than 3 years prior to closing date

### LIQUIDITY

- Loan amount ≤ \$1,000,000: 6 months of PITIA
- Loan amount > \$1,000,000: 9 months of PITIA
- Subject to:
  - Non-permanent residents & foreign nationals: Minimum 12 months of PITIA
  - Cashout amounts from subject loan may be used to satisfy reserve requirements
  - Liquid reserves must be seasoned for a minimum of 3 months for purchase transactions
- The cumulative amount including all guarantors is considered for loans with multiple guarantors

- First time borrowers may be allowed at lender discretion
- Full Recourse with warm body guaranty from all members with ≥ 20% ownership
- LLCs and US corporations only

## LOAN GENERAL

- Min loan amount: \$75,000
- Max loan amount: \$2,000,000
- 1-4 unit properties/PUDs/warrantable condos/townhomes
- No vacation or seasonal rentals
- Properties without existing debt financed within 180 days of purchase are considered delayed purchase loans, and eligible for all terms applicable to purchase loans

## LOAN PRODUCTS/AMORTIZATION

- 5/6, 7/6 or 10/6 ARM (Adjustable Rate Mortgage) or 30-year FRM (Fixed Rate Mortgage)
- Maximum IO periods for ARMs: initial fixed rate period (5, 7 or 10 years)
- 30-year FRM loans are offered as fully amortizing or 10-year IO/20-year fully amortizing options
- 30-year amortization term
- 5-year interest only period + 25-year amortization term
- 7-year interest only period + 23-year amortization term
- 10-year interest only period + 20-year amortization term

## RESERVES/ESCROWS

At Closing:

- First 3 months of PITI, not including stub interest for closing month
- Pro-rata property taxes for next tax due date, such that tax due is fully funded 30 days in advance of due date

Ongoing monthly:

- Real estate taxes: 1/12<sup>th</sup> annual taxes due
- Insurance: 1/12<sup>th</sup> annual insurance costs

## DEBT SERVICE COVERAGE RATIO (DSCR)

- Calculation: Monthly in-place gross rental income divided by monthly PITIA
- Gross rental income: the lower of
  - Actual monthly rent in the lease agreement
  - Market monthly rent in the appraisal
  - 10% haircut of market monthly rent for unleased properties
- PITIA: total monthly payments of
  - Monthly mortgage principal and interest payment at qualifying rate
  - Monthly property tax payment
  - Monthly home insurance payment
  - Monthly HOA payment or property management fee
- Minimum In-Place DSCR of 1.10x is required, based on initial payment amount at close. The loan is subject to a 5% reduction to the max allowable LTV based on the borrower's FICO for DSCRs between 1.10x - 1.19
- Leased properties are defined as those with:
  - A currently active lease with a minimum initial term of 12 months, between unrelated parties
  - Month-to-month lease with evidence of a prior active lease
  - A lease with a start date within 30 days of closing date and proof of receipt of security deposit
- Unleased properties are defined as those with:
  - No current tenant/vacant
  - Month-to-month lease with no evidence of prior active lease
  - Unleased properties are only allowed for purchase loans

## STATE RESTRICTIONS

- All US, except MN, ND, OR, SD, UT & VT
- For NV and AZ: all lenders and brokers must provide evidence that they are licensed to close NV and AZ loans with us. Required licenses are - Mortgage Company License for the lender or broker and Mortgage Loan Originator (MLO) license for individuals at the lender

## THIRD PARTY REPORTS

- Loan amount ≤ \$1,500,000
  - One full independent appraisal + Appraisal Risk Review (ARR) or Collateral Desktop Analysis (CDA) required
  - If Appraisal-ARR/CDA variance exceeds 10%, second full independent appraisal required
  - Lower of two appraised values to be used
- Loan amount > \$1,500,000:
  - Two full independent appraisals
  - Lower of two appraised values to be used in LTV calculations
- Appraisals dated within 180 days of closing date are required





BLAIR COMPANIES

# Rental Portfolio Program

These represent general guidelines and loan terms are subject to lender discretion.

RENTAL LOANS

MAXIMUM LTVs		
FICO	PURCH/RT REFI	CASHOUT
> 740	< \$3MM: 80% > \$3MM: 75%	< \$3MM: 75% > \$3MM: 75%
720 - 739	≤ \$3MM: 75% > \$3MM: 75%	≤ \$3MM: 75% > \$3MM: 70%
700 - 719	≤ \$3MM: 75% > \$3MM: 75%	≤ \$3MM: 70% > \$3MM: 70%
680 - 699	≤ \$3MM: 75% > \$3MM: 70%	≤ \$3MM: 70% > \$3MM: 65%
660 - 679	≤ \$2MM AND ≤ 10 properties only: 70%	≤ \$2MM AND ≤ 10 properties only: 65%

U.S. non-permanent residents/foreign nationals: 65%

PREPAYMENT PENALTIES	
For loans < \$3MM	<ul style="list-style-type: none"> <li>1 year penalty with 1%, 0%, 0% stepdown structure (UPB ≤ \$2MM AND ≥ 10 properties only)</li> <li>1 year penalty with 3%, 0%, 0% stepdown structure (UPB ≤ \$2MM AND ≥ 10 properties only)</li> <li>3 years penalty with 3%, 2%, 1% stepdown structure</li> <li>5 years penalty with 5%, 4%, 3%, 2%, 1% stepdown structure</li> <li>Yield maintenance (YM) with 6 month open prepay window at end of YM period               <ul style="list-style-type: none"> <li>5 year loan term: 5 year YM period</li> <li>10 year loan term: 10 year YM period</li> <li>30 year loan term: 5 year YM period for 5/6 ARMs and 10 year YM period for 10/6 ARMs</li> </ul> </li> </ul>
For loans ≥ \$3MM	<ul style="list-style-type: none"> <li>5 years penalty with 5%, 4%, 3%, 2%, 1% stepdown structure (5/10/30 year loan term)</li> <li>Yield maintenance (YM) with 6 month open prepay window at end of YM period               <ul style="list-style-type: none"> <li>5 year loan term: 5 year YM period</li> <li>10 year loan term: 10 year YM period</li> <li>30 year loan term: 5 year YM period for 5/6 ARMs and 10 year YM period for 10/6 ARMs</li> </ul> </li> </ul>

BORROWER/GUARANTOR REQUIREMENTS	
CREDIT & BACKGROUND	LIQUIDITY
<ul style="list-style-type: none"> <li>New borrower: Tri-Merge credit report no older than 90 days</li> <li>Existing borrower with 0x30x12 payment history: Tri-Merge credit report no older than 120 days</li> </ul> <p>For loans with ≤ \$2MM AND ≤ 10 properties: 660 minimum qualifying FICO. For all other loans: 680 minimum qualifying FICO</p> <p>Qualifying FICO determined as:</p> <ul style="list-style-type: none"> <li>Mid score if 3 scores are available</li> <li>Low score if 2 scores are available</li> <li>For multiple guarantors, lowest score calculated as above is used</li> <li>Bankruptcy discharge date must be no less than 3 years prior to closing date</li> <li>Foreclosure/deed-in-lieu/short sale date must be no less than 3 years prior to closing date</li> </ul>	<ul style="list-style-type: none"> <li>Lower of 10% of loan balance and 9 months of PITIA (12 months for Foreign Nationals)</li> <li>Two most recent consecutive months of bank statements or investment account statements required</li> <li>Up to 50% of the cashout amounts from subject loan may be used to satisfy reserve requirements</li> <li>Liquid reserves must be seasoned for a minimum of 3 months for purchase transactions</li> <li>The cumulative amount including all guarantors is considered for loans with multiple guarantors</li> <li>IRAs/401Ks and other restricted assets are considered with a 50% haircut to market value</li> </ul>
<ul style="list-style-type: none"> <li>No first time borrowers, need prior rental property ownership experience</li> <li>Self-managed properties may be allowed for loans ≤ \$3MM, at lender discretion</li> <li>Third party property manager required for loans &gt; \$5MM</li> <li>Non Recourse with pledge of equity of borrowing entity and customary bad-boy carveouts</li> <li>LLCs and US corporations only</li> </ul>	

LOAN PRODUCTS/AMORTIZATION
<ul style="list-style-type: none"> <li>5/6 &amp; 7/6 ARM (Adjustable Rate Mortgage): 10 &amp; 30-year term loans</li> <li>10/6 ARM: 30-year term loans</li> <li>5-year FRM (Fixed Rate Mortgage); 5-year term loans</li> <li>10-year FRM: 10-year term loans</li> <li>30-year FRM: 30-year term loans &amp; loan amount ≤ \$5MM</li> <li>Maximum IO periods               <ul style="list-style-type: none"> <li>ARMs: initial fixed rate period (5, 7 or 10 years)</li> <li>5/10-year FRM: 5 years</li> <li>30-year FRM: 10 years</li> </ul> </li> </ul>

THIRD PARTY REPORTS
<ul style="list-style-type: none"> <li>Loan amount ≤ \$1,500,000:               <ul style="list-style-type: none"> <li>One full independent appraisal required</li> <li>Market rent estimate included in appraisal</li> <li>Appraisal Risk Review (ARR) or Collateral Desktop Analysis (CDA) required</li> <li>If Appraisal-ARR/CDA variance exceeds 10%, second full independent appraisal required</li> <li>Lower of two appraised values to be used in LTV calculations</li> </ul> </li> <li>Loan amount &gt; \$1,500,000:               <ul style="list-style-type: none"> <li>Two full independent appraisals required</li> <li>Market rent estimate included in appraisal</li> <li>Lower of two appraised values to be used in LTV calculations</li> </ul> </li> <li>USPAP/FIRREA compliant interior/exterior Appraisals with As-is value</li> <li>Appraisals must be dated within 120 days of closing date, or within 180 days with recertification of value</li> <li>All third party reports need to be addressed and assigned to lender per guidelines</li> <li>For purchase loans, the lowest of               <ol style="list-style-type: none"> <li>Purchase price</li> <li>Appraised value and</li> <li>ARR/CDA value is used to calculate LTV</li> </ol> </li> </ul>

MAXIMUM LTC FOR C/O REFI LOANS
<p>Subject to LTV limits:</p> <ul style="list-style-type: none"> <li>80% if property purchased &lt; 6 months</li> <li>Additional 5% haircut on Max LTV if property purchased between 3 and 6 months (for borrowers with &lt; 5 rental properties owned in the last 24 months)</li> </ul>

LOAN GENERAL
<ul style="list-style-type: none"> <li>Min Property Value: \$100,000</li> <li>Max Loan Amount: \$2,000,000</li> <li>1-4 unit properties/PUDs/warrantable condos/townhomes</li> <li>No vacation or seasonal rentals</li> <li>Properties without existing debt financed within 180 days of purchase are considered delayed purchase loans, and eligible for all terms applicable to purchase loans</li> </ul>

DEBT SERVICE COVERAGE RATIO (DSCR)
<p>For loans with ≤ \$2MM AND ≤ 10 properties</p> <ul style="list-style-type: none"> <li>Calculation: Monthly in-place gross rental income divided by monthly PITIA</li> <li>PITIA: total monthly payments of               <ul style="list-style-type: none"> <li>Monthly mortgage principal and interest payment at qualifying rate</li> <li>Monthly property tax payment</li> <li>Monthly home insurance payment</li> <li>Monthly HOA payment or property management fee</li> </ul> </li> <li>Minimum In-Place DSCR of 1.10x is required, based on initial payment amount at close. Loans with DSCRs between 1.10x - 1.19x must be 30-year fully amortizing loans and are subject to a 5% reduction to the max allowable LTV based on the borrower's FICO.</li> </ul> <p>For all other loans:</p> <ul style="list-style-type: none"> <li>Calculation: In-Place Net Cash Flow (NCF) divided by mortgage payment, after accounting for all property operating revenues, expenses and capital expenditure reserves, as reasonably determined by lender</li> <li>Gross Rental Income: the lower of               <ul style="list-style-type: none"> <li>Actual monthly rent in the lease agreement</li> <li>Market monthly rent in the appraisal</li> <li>10% haircut of market monthly rent for unleased properties</li> </ul> </li> <li>Mortgage payment: initial payment amount at close</li> <li>Minimum NCF DSCR of 1.20x</li> </ul>

RESERVES/ESCROWS
<p>At closing:</p> <ul style="list-style-type: none"> <li>First 3 months of PITI, not including Stub Interest for closing month</li> <li>Pro-rata property taxes for next tax due date, such that tax due is fully funded 30 days in advance of due date</li> </ul> <p>Ongoing monthly:</p> <ul style="list-style-type: none"> <li>Real estate taxes: 1/12<sup>th</sup> annual taxes due</li> <li>Insurance: 1/12<sup>th</sup> annual insurance costs</li> <li>Capital expenditures: 1/12<sup>th</sup> annual capital expenditures budget, as reasonably determined by lender</li> </ul>

STATE RESTRICTIONS
<ul style="list-style-type: none"> <li>All US, except MN, ND, OR, SD, UT &amp; VT</li> <li>For NV and AZ: all lenders and brokers must provide evidence that they are licensed to close NV and AZ loans with us. Required licenses are - Mortgage Company License for the lender or broker and Mortgage Loan Originator (MLO) license for individuals at the lender</li> </ul>