

ROSS COMMERCIAL
RCCG
CAPITAL GROUP

Broker Program





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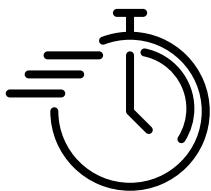
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01 Broker Program

Welcome to Ross Commercial Capital Group, your trusted ally in the world of financing. Our nationwide network of broker partners provides unrivaled access to cutting-edge financial solutions. Whether you're in need of FixNFlip, Ground Up, Multifamily Bridge, Single Property Rental, Rental Portfolios, Multifamily Term, or Stabilized Bridge financing, we have you covered with our comprehensive suite of services. Backed by competitive rates, transparent processes, and a dedication to superior customer service, we're here to help you and your clients thrive. Experience the Ross Commercial Capital Group difference today.

WELCOME TO THE TEAM



INSTANT DECISION-MAKING

Experience live decisions on deal scenarios, providing you with the agility and efficiency necessary to seize opportunities swiftly.



PERSONALIZED SUPPORT

Access sales reps and underwriters exclusively focused on brokered deals for personalized assistance.



FLEXIBLE COMPENSATION

Take control of your compensation by setting it according to your preferences and business goals, empowering you to maximize your earning potential.



BROKER PROTECTION

Rest assured knowing that we prioritize the protection of brokers on every deal, safeguarding your interests and fostering a trusted and secure partnership.

02 Our Process

At Ross Commercial Capital Group, we streamline your journey towards securing the financing you need. If you believe your deal qualifies, let us guide you through our efficient submission process. Begin by sharing your deal's details with us, and our team of experts will meticulously review your inquiry, ensuring a swift and informed response. Welcome to a partnership that values your ambitions. Submit today, and let's pave the way to realizing your project's potential together.

REGISTRATION

Review the broker section of our website for the most up-to-date information about getting registered with us, and beginning our partnership together. If you have any questions at all, please reach out to info@rosscommercialcapitalgroup.com. One of our dedicated support team members will be happy to assist you in getting set up.

SUBMITTING A DEAL



01 VERIFY CLIENT ALIGNMENT

Ensure your client's deal meets the Ross Commercial Capital Group lending criteria by reviewing the guidelines on our website.



02 COLLECT CLIENT DOCUMENTATION

Gather all necessary documents from your client, including bank statements, tax returns, and comprehensive property information.



03 COMPLETE BROKER SUBMISSION FORM

Access and fill out the Broker Submission Form on our website, providing detailed information about the deal and attaching the required documents.



04 SUBMISSION REVIEW

Our expert team will thoroughly evaluate the submission to determine its fit with our lending parameters and the potential for success.



05 RECEIVE TERM SHEET

If the deal aligns with our criteria, we will issue a term sheet outlining the terms of the financing offer for your client's review and decision.

Facilitate your client's financial goals with Ross Commercial Capital Group. Partner with us for a streamlined, professional financing process.

BRIDGE LOANS

Short-term Financing

	FIX & FLIP	GROUND UP	MULTIFAMILY BRIDGE	STABILIZED BRIDGE
Loan Amount	\$50K - \$5MM	\$50K - \$5MM	\$500K+	\$75K - \$2MM
Max LTC	85% / 100% (Purchase price / Rehab)	75% / 100% (60% / 100% for non-permitted projects)	75% / 100% (65% / 100% for Refi)	85% on Purchases, N/A on Seasoned Refinance, 85% + 100% of completed renovations for Non-Seasoned Refinance
Max LTV	70% (Loan to after repair value)	70% (Loan to after repair value)	70%	70%
Minimum FICO (Mid-Score)	N/A	N/A	680	680
Minimum DSCR	N/A	N/A	N/A	1.00x

DSCR LOANS

Long-term Financing

	SINGLE PROPERTY RENTAL	RENTAL PORTFOLIO	MULTIFAMILY TERM
Loan Amount	\$75K - \$2MM	\$150K - \$50MM	\$250K - \$3MM
Max LTC	80%	80%	70%
Max LTV	80% (75% for Cashout Refi)	80% (75% for Cashout Refi)	70%
Minimum FICO (Mid-Score)	660	660	680
Minimum DSCR	1.1x	1.1x	1.1x

Fix and Flip & Ground Up Program

BRIDGE LOANS

	FIX & FLIP	GROUND UP
Loan Amount	<ul style="list-style-type: none"> Min: \$50,000 Max: \$5,000,000 	<ul style="list-style-type: none"> Min: \$50,000 Max: \$5,000,000
Maximum Loan to Cost	<ul style="list-style-type: none"> Up to 85% of purchase price Up to 100% of rehab costs 	<ul style="list-style-type: none"> Up to 75% of the lower of land value or purchase price/60% if unpermitted, plus 100% of construction Max 80% of total project costs LTC Catch Up Draw to raise initial advance to 75% at approval of required plans/permits post-closing
Maximum Loan to ARV	<ul style="list-style-type: none"> Up to 70% 	<ul style="list-style-type: none"> Up to 70%
FICO	<ul style="list-style-type: none"> Minimum IR = 1 month If past bankruptcy, foreclosure, or FICO < 620: 12 month IR 	<ul style="list-style-type: none"> Minimum IR = 1 month If past bankruptcy, foreclosure, or FICO < 620: 12 month IR
Term Length	<ul style="list-style-type: none"> 12 months, up to 18 at lender discretion 	<ul style="list-style-type: none"> 12 months, up to 18 at lender discretion
Recourse	<ul style="list-style-type: none"> Full Recourse Pledge of shares 	<ul style="list-style-type: none"> Full Recourse Pledge of shares
Experience	<ul style="list-style-type: none"> All levels considered (leverage based on experience) 	<ul style="list-style-type: none"> Professional developers with prior ground up experience
Profit Test	<ul style="list-style-type: none"> Minimum \$15,000 If fail, must pass 1.20 DSCR test on a market 30-year FRM 	<ul style="list-style-type: none"> Minimum \$15,000 If fail, must pass 1.20 DSCR test on a market 30-year FRM

HARD NO LOAN TYPE

- Financial crimes on background check > 85% initial loan to cost; > 100% construction holdback/reno budget; > 70% ARLTV
- Owner occupied properties
- Exotic properties in rural areas
- Advancing against 'finder's fees' – wholesalers are OK, see guidelines below
- Deals without a viable exit (profitable flip or rental loan refinance)

LETTER OF EXPLANATION BACKGROUND

Traffic	No
Driving under the influence	2 or more times
Marijuana	2 or more times
Misdemeanor	Always
Felony	Always

Small Balance Multifamily

BRIDGE LOANS

MAXIMUM ARLTVs

FICO	PURCH/RT REFI	CASHOUT
≥ 740	< \$3MM: 70% > \$3MM: 70%	< \$3MM: 65% > \$3MM: 65%
720 - 739	< \$3MM: 70% > \$3MM: 70%	< \$3MM: 60% > \$3MM: 60%
700 - 719	< \$3MM: 70% > \$3MM: 70%	< \$3MM: 55% > \$3MM: 55%
680 - 699	< \$3MM: 70% > \$3MM: 65%	not permitted

U.S. Non-Permanent Residents/Foreign Nationals with Acceptable US Credit History: 55%

MAXIMUM LTCs

- Subject to LTV limits:
 - Purchase: 75% of (lower of Purchase Price & As-Is Value) + 100% of Reno
 - Rate/Term: 65% of As-Is Value + 100% of Reno
 - Cashout refinance: Subject to % above + 100% of Reno: not to exceed 75% of PP and 100% of renovation

STATE RESTRICTIONS

- All US, except MN, ND, SD, UT & VT

LOAN STRUCTURE

- Initial term: 12 months to 24 months
- Extension: 3 months or 6 months, with a total term not longer than 36 months
- Extension fee of 0.50% per extension
- Amortization: Interest only
- Renovation budget: < 50% of PP OR < 50% of as-is value for Rate/Term Refi
- Recourse:
 - All loans < \$2MM are Full Recourse to warm body guarantor
 - All loans ≥ \$2MM are Non-Recourse with standard bad boy carveouts, completion guaranty & interest reserve replenishment guaranty as applicable
- Renovation budget: Required to hold back 100% of budget and any applicable deferred maintenance
 - Fixed rate available for loans < \$2MM
 - Loans ≥ \$2MM float based on SOFR

RESERVES/ESCROWS

- Interest/operating reserves: at closing, reserves are held back to fund deficits in operating expenses and debt service payments (if any), estimated based on in-place and underwritten proforma cashflows for the first 12 months
- Construction/renovation reserve: 100% of the renovation budget (including contingencies), 100% of any identified deferred maintenance in third party reports and 100% of any other project funds (such as tenant buyout expenses) are reserved at closing and released via subsequent draws

DEBT SERVICE COVERAGE RATIO (DSCR)

- NCF DSCR calculation: In-place OR Stabilized 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
- Min underwritten stabilized NCF DSCR of 1.25x is required to qualify
- Cashout: Min in-place DSCR of 1.00x based on actual rate

LOAN GENERAL

- Min/Max loan amount: \$500,000/\$5,000,000
- Min loan amount per unit: \$35,000
- Portfolios allowed with cross collateralization, release provisions at lender's discretion subject to minimum of 120% of allocated loan amount per property
- 5+ unit residential
- 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

PREPAYMENT PENALTIES

For all loans:

- < 12 month initial term: 3 months of minimum interest
- 12 month initial term: 9 months of minimum interest
- 18 month initial term: 12 months of minimum interest
- 24 month initial term: 18 months of minimum interest

THIRD PARTY REPORTS

- One full independent narrative commercial appraisal required from approved list of appraisers
- USPAP/FIRREA compliant interior/exterior appraisals with as-is and as-stabilized value
- Appraisals dated within 120 days of closing date are required. Appraisals dated between 120 and 180 days may be acceptable at lender discretion with a recertification of value
- Environmental Database Survey or HRDR for loans < \$3MM
- Phase I Environmental Report are required for all loans ≥ \$3MM
- Property Condition Report (PCR) & Construction Budget Review are required for all loans ≥ \$3MM, and at underwriter's discretion for loans < \$3MM depending on project specifics. PCRs are required for vacant or damaged buildings
- All third party reports need to be addressed and assigned to lender per guidelines

LETTER OF EXPLANATION BACKGROUND

CREDIT & BACKGROUND	LIQUIDITY
<ul style="list-style-type: none"> 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 680 minimum qualifying FICO determined as: <ul style="list-style-type: none"> 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 	<ul style="list-style-type: none"> 15% of loan amount Two most recent consecutive months of bank statements or investment account statements required 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 IRAs/401Ks and other restricted assets are considered with a 50% haircut to market value 50% of cashout amount may be used to satisfy reserve requirement
<ul style="list-style-type: none"> No first time borrowers, need prior multifamily property ownership experience Self-managed properties may be allowed for loans ≤ \$5MM, at lender discretion Third party property manager required for loans > \$5MM Full Recourse with warm body guaranty from all members with ≥ 20% ownership OR Non-Recourse with pledge of equity of borrowing entity and customary bad-boy carveouts LLCs and US corporations only 	

Stabilized Bridge Programs

BRIDGE LOANS

	SEASONED REFINANCE	PURCHASE	NON-SEASONED REFINANCE
Description	Borrower purchased property > 12mo ago and may, or may not, have completed renovations. Property is rent ready and does not have deferred maintenance/CapEx requirements	The borrower is purchasing a rental property that does not need any rehab. Borrower does not want to be locked into a long term loan.	Borrower purchased property ≤ 12mo ago and may, or may not, have completed renovations. Property is rent ready and does not have deferred maintenance/CapEx requirements
Loan Amount	Min: \$75,000 / Max: \$1MM Max for SFR, \$2MM Max for 2-4 Unit	Min: \$75,000 / Max: \$1MM Max for SFR, \$2MM Max for 2-4 Unit	Min: \$75,000 / Max: \$1MM Max for SFR, \$2MM Max for 2-4 Unit
Term Length	12 months, up to 18 at lender discretion	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	Single Family/2-4 Unit/Townhomes/PUD/ Warrantable Condos
Max LTC	N/A	Subject to LTV Limits: 85% if qualifying FICO ≥ 720 80% if qualifying FICO 700 - 719 70% if qualifying FICO 660 - 699	Subject to LTV Limits: 85% +100% of completed renovations if qualifying FICO ≥ 720 80% +100% of completed renovations if qualifying FICO 700 - 719 70% +100% of completed renovations if qualifying FICO 660 - 699
Max LTV	Rate/Term Refinance: 70% if qualifying FICO ≥ 700 65% if qualifying FICO 680 - 699 60% if qualifying FICO 660 - 679 Cash Out: 70% if qualifying FICO ≥ 720 65% if qualifying FICO 700 - 719 60% if qualifying FICO 680 - 699	Subject to LTC Limits: 70% if qualifying FICO ≥ 700 65% if qualifying FICO 680 - 699 60% if qualifying FICO 660 - 679	Subject to LTC Limits: 70% if qualifying FICO ≥ 700 65% if qualifying FICO 680 - 699 60% if qualifying FICO 660 - 679
LTC Proof	N/A	N/A	Sunk cost added to appraisal
Cash Out Allowed	Yes	N/A	Follow LTC guidelines
Underwritten Rents	In place DSCR: Lower of in place lease or 90% of market rent if vacant at time of closing Exit DSCR: Lower of in place lease or 100% of market rent if vacant at time of closing	In place DSCR: Lower of in place lease or 90% of market rent if vacant at time of closing Exit DSCR: Lower of in place lease or 100% of market rent if vacant at time of closing	In place DSCR: Lower of in place lease or 90% of market rent if vacant at time of closing Exit DSCR: Lower of in place lease or 100% of market rent if vacant at time of closing
Minimum DSCR	Minimum in place DSCR of 1.00 based on IO bridge loan payment. Minimum exit DSCR of 1.20 based on 30yr FRM and current Roc rate + 50 bp	Minimum in place DSCR of 1.00 based on IO bridge loan payment. Minimum exit DSCR of 1.20 based on 30yr FRM and current Roc rate + 50 bp	Minimum in place DSCR of 1.00 based on IO bridge loan payment. Minimum exit DSCR of 1.20 based on 30yr FRM and current Roc rate + 50 bp
Eligible Borrowers	<ul style="list-style-type: none"> US Citizens US Legal Permanent Residents (Green Card Holders) Non-US Residents/Foreigners, subject to <ul style="list-style-type: none"> Valid Passport Valid US Visa (If not subject to Visa Waiver Program) 	<ul style="list-style-type: none"> US Citizens US Legal Permanent Residents (Green Card Holders) Non-US Residents/Foreigners, subject to <ul style="list-style-type: none"> Valid Passport Valid US Visa (If not subject to Visa Waiver Program) 	<ul style="list-style-type: none"> US Citizens US Legal Permanent Residents (Green Card Holders) Non-US Residents/Foreigners, subject to <ul style="list-style-type: none"> Valid Passport Valid US Visa (If not subject to Visa Waiver Program)
Recourse/Guaranty Structure	Personal guarantee	Personal guarantee	Personal guarantee

Stabilized Bridge Programs

BRIDGE LOANS

	SEASONED REFINANCE	PURCHASE	NON-SEASONED REFINANCE
Minimum Guarantor FICO	<ul style="list-style-type: none"> Tri-Merge Credit Report no older than 365 days <p>660 Minimum Qualifying FICO determined as:</p> <ul style="list-style-type: none"> Mid score if 3 scores are available Low score if 2 scores are available For multiple guarantors, highest score calculated as above is used Bankruptcy discharge date must 4 years seasoned Foreclosure - 4 years from completion date 	<ul style="list-style-type: none"> Tri-Merge Credit Report no older than 365 days <p>660 Minimum Qualifying FICO determined as:</p> <ul style="list-style-type: none"> Mid score if 3 scores are available Low score if 2 scores are available For multiple guarantors, highest score calculated as above is used Bankruptcy discharge date must 4 years seasoned Foreclosure - 4 years from completion date <p><i>*Lower FICO scores allowed on a case by case basis</i></p>	<ul style="list-style-type: none"> Tri-Merge Credit Report no older than 365 days <p>660 Minimum Qualifying FICO determined as:</p> <ul style="list-style-type: none"> Mid score if 3 scores are available Low score if 2 scores are available For multiple guarantors, highest score calculated as above is used Bankruptcy discharge date must 4 years seasoned Foreclosure - 4 years from completion date
Guarantor Credit History	<ul style="list-style-type: none"> Tri-Merge Credit Report no older than 365 days <p>Borrower and principals are free of material liens & judgements > \$10,000 and within the past 7 years. Letter of explanation ("LOE") required otherwise</p>	<ul style="list-style-type: none"> Tri-Merge Credit Report no older than 365 days <p>Borrower and principals are free of material liens & judgements > \$10,000 and within the past 7 years. Letter of explanation ("LOE") required otherwise</p>	<ul style="list-style-type: none"> Tri-Merge Credit Report no older than 365 days <p>Borrower and principals are free of material liens & judgements > \$10,000 and within the past 7 years. Letter of explanation ("LOE") required otherwise</p>
Guarantor Background Requirements	Felonies not permitted	Felonies not permitted	Felonies not permitted
Guarantor(s) Minimum Net Worth Requirement	Minimum net worth of 10% of the loan amount	Minimum net worth of 10% of the loan amount	Minimum net worth of 10% of the loan amount
Guarantor(s) Experience Requirement	Previous real estate experience required. Guarantors with no experience permitted on a case by case basis	Previous real estate experience required. Guarantors with no experience permitted on a case by case basis	Previous real estate experience required. Guarantors with no experience permitted on a case by case basis
Third Party Reports	Appraisal dated within 180 days of closing	Appraisal dated within 180 days of closing	Appraisal dated within 180 days of closing
Loan Collateral	First Priority Mortgage/Deed of Trust for each property	First Priority Mortgage/Deed of Trust for each property	First Priority Mortgage/Deed of Trust for each property
Reserves/Escrows	<ul style="list-style-type: none"> Interest/Operating Reserves: minimum 1 month IR escrowed at closing. No reserves permitted on a case by case basis 	<ul style="list-style-type: none"> Interest/Operating Reserves: minimum 1 month IR escrowed at closing. No reserves permitted on a case by case basis 	<ul style="list-style-type: none"> Interest/Operating Reserves: minimum 1 month IR escrowed at closing. No reserves permitted on a case by case basis
Insurance	<ul style="list-style-type: none"> Insurance carrier must be rated no less than A-VIII by A.M. Best or A by Demotech Property Insurance - "Causes of Loss Special Form" or "All Risk" Hazard Insurance Liability insurance Flood/Earthquake/Windstorm insurance applicable per guidelines Lender must be included as additional Mortgagee/Loss Payee/Additional insured per guidelines 	<ul style="list-style-type: none"> Insurance carrier must be rated no less than A-VIII by A.M. Best or A by Demotech Property Insurance - "Causes of Loss Special Form" or "All Risk" Hazard Insurance Liability insurance Flood/Earthquake/Windstorm insurance applicable per guidelines Lender must be included as additional Mortgagee/Loss Payee/Additional insured per guidelines 	<ul style="list-style-type: none"> Insurance carrier must be rated no less than A-VIII by A.M. Best or A by Demotech Property Insurance - "Causes of Loss Special Form" or "All Risk" Hazard Insurance Liability insurance Flood/Earthquake/Windstorm insurance applicable per guidelines Lender must be included as additional Mortgagee/Loss Payee/Additional insured per guidelines
Legal Opinions/Survey	<ul style="list-style-type: none"> Local Law Opinion from Qualified Attorney for all Loans ≥ \$500,000 in NY/NJ, ≥ \$2MM in CA/HI, ≥ \$1MM in all other states Survey required for all properties with loan amount ≥ \$250,000 unless approved Title Company removes survey exception 	<ul style="list-style-type: none"> Local Law Opinion from Qualified Attorney for all Loans ≥ \$500,000 in NY/NJ, ≥ \$2MM in CA/HI, ≥ \$1MM in all other states Survey required for all properties with loan amount ≥ \$250,000 unless approved Title Company removes survey exception 	<ul style="list-style-type: none"> Local Law Opinion from Qualified Attorney for all Loans ≥ \$500,000 in NY/NJ, ≥ \$2MM in CA/HI, ≥ \$1MM in all other states Survey required for all properties with loan amount ≥ \$250,000 unless approved Title Company removes survey exception

Single Property Rentals

RENTAL LOANS

MAXIMUM ARLTVs

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 LTCs

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)

OTHER LTC/LTV LIMITS

- U.S. non-permanent residents/foreign nationals:
- Max 65% LTV
- For purchase loans, the lowest of
 1. Purchase price
 2. Appraised value and
 3. ARR/CDA value is used to calculate LTV

STATE RESTRICTIONS

- All US, except MN, ND, SD, UT & VT

LOAN GENERAL

- Min loan amount: \$75,000
- Max loan amount: \$1,000,000 (1 unit) and \$2,000,000 (2-4 unit)
- 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: 1/12th annual taxes due
- Insurance: 1/12th annual insurance costs

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%

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 1.1x 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 - 1.19x
- 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

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

LETTER OF EXPLANATION BACKGROUND

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

RENTAL LOANS

MAXIMUM ARLTVs

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

- 1 year penalty with 1%, 0%, 0% stepdown structure (UPB ≤ \$2MM AND ≥ 10 properties only)
- 1 year penalty with 3%, 0%, 0% stepdown structure (UPB ≤ \$2MM AND ≥ 10 properties only)
- 3 years penalty with 3%, 2%, 1% stepdown structure
- 5 years penalty with 5%, 4%, 3%, 2%, 1% stepdown structure
- Yield maintenance (YM) with 6 month open prepay window at end of YM period
 - 5 year loan term: 5 year YM period
 - 10 year loan term: 10 year YM period
 - 30 year loan term: 5 year YM period for 5/6 ARMs and 10 year YM period for 10/6 ARMs

For loans ≥ \$3MM

- 5 years penalty with 5%, 4%, 3%, 2%, 1% stepdown structure (5/10/30 year loan term)
- Yield maintenance (YM) with 6 month open prepay window at end of YM period
 - 5 year loan term: 5 year YM period
 - 10 year loan term: 10 year YM period
 - 30 year loan term: 5 year YM period for 5/6 ARMs and 10 year YM period for 10/6 ARMs

MAXIMUM LTC FOR C/O REFI LOANS

Subject to LTV limits:

- 80% if property purchased < 6 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)

LOAN PRODUCTS/AMORTIZATION

- 5/6 & 7/6 ARM (Adjustable Rate Mortgage): 10 & 30-year term loans
- 10/6 ARM; 30-year term loans
- 5-year FRM (Fixed Rate Mortgage); 5-year term loans
- 10-year FRM; 10-year term loans
- 30-year FRM; 30-year term loans & loan amount ≤ \$5MM
- Maximum IO periods
 - ARMs: initial fixed rate period (5, 7 or 10 years)
 - 5/10-year FRM: 5 years
 - 30-year FRM: 10 years

THIRD PARTY REPORTS

- Loan amount ≤ \$1,500,000:
 - One full independent appraisal required
 - Market rent estimate included in 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 in LTV calculations
- Loan amount > \$1,500,000:
 - Two full independent appraisals required
 - Market rent estimate included in appraisal
 - Lower of two appraised values to be used in LTV calculations
- USPAP/FIRREA compliant interior/exterior appraisals with As-is value
- Appraisals must be dated within 120 days of closing date, or within 180 days with recertification of value
- All third party reports need to be addressed and assigned to lender per guidelines
- For purchase loans, the lowest of
 - Purchase price
 - Appraised value and
 - ARR/CDA value is used to calculate LTV

STATE RESTRICTIONS

- All US, except MN, ND, SD, UT & VT

LOAN GENERAL

- Min loan amount:
 - \$75,000 per property for portfolios < \$500,000
 - \$50,000 per property for portfolios ≥ \$500,000
- Max loan amount: \$50MM+, subject to \$1MM (1-unit) and \$2MM (2-4 units) individual property limits
- 1-4 unit properties/PUDs/warrantable condos/ townhomes/5-8 unit MF/eligible mixed use (> 50% of SF must be residential)
- 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

DEBT SERVICE COVERAGE RATIO (DSCR)

For loans with ≤ \$2MM AND ≤ 10 properties

- Calculation: Monthly in-place gross rental income divided by monthly PITIA
- 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 1.1x 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.

For all other loans:

- 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
- 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
- Mortgage payment: initial payment amount at close
- Minimum NCF DSCR of 1.20x

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: 1/12th annual taxes due
- Insurance: 1/12th annual insurance costs
- Capital expenditures: 1/12th annual capital expenditures budget, as reasonably determined by lender

LETTER OF EXPLANATION BACKGROUND

CREDIT & BACKGROUND	LIQUIDITY
<ul style="list-style-type: none"> 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 <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"> 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 	<ul style="list-style-type: none"> Lower of 10% of loan balance and 9 months of PITIA (12 months for Foreign Nationals) Two most recent consecutive months of bank statements or investment account statements required Up to 50% of the 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 IRAs/401Ks and other restricted assets are considered with a 50% haircut to market value
<ul style="list-style-type: none"> No first time borrowers, need prior multifamily property ownership experience Self-managed properties may be allowed for loans ≤ \$5MM, at lender discretion Third party property manager required for loans > \$5MM Full Recourse with warm body guaranty from all members with ≥ 20% ownership OR Non-Recourse with pledge of equity of borrowing entity and customary bad-boy carveouts LLCs and US corporations only 	

Multifamily Term

RENTAL LOANS

MAXIMUM ARLTVs

FICO	PURCH/RT REFI	CASHOUT
≥ 740	≤ \$3MM: 75% > \$3MM: 75%	< \$3MM: 75% > \$3MM: 70%
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%

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

PREPAYMENT PENALTIES

For all loans:

- 5-year loan term:
 - Yield maintenance with 6 month open prepay window at end of loan term
 - 5 years penalty with 5%, 4%, 3%, 2%, 1% stepdown structure
 - 10-year loan term:
 - Yield maintenance with 6 month open prepay window at end of loan term
 - 5 years penalty with 5%, 4%, 3%, 2%, 1% stepdown structure
 - 30-year loan term:
 - 5 years penalty with 5%, 4%, 3%, 2%, 1% stepdown structure
- Additional options for loans ≤ \$3MM only:
- 3 years penalty with 3%, 2%, 1% stepdown structure

THIRD PARTY REPORTS

- One full independent Narrative Commercial Appraisal required
- USPAP/FIRREA compliant interior/exterior appraisals with as-is value
- Appraisals dated within 120 days of closing date are required. Appraisals dated between 120 and 180 days are acceptable with a recertification of value
- Environmental Database Survey if loan amount < \$3MM
- Phase I Environmental Report if loan amount ≥ \$3MM
- All third party reports need to be addressed and assigned to lender per guidelines

LOAN PRODUCTS/AMORTIZATION

- Min/Max loan amount: \$250,000/\$3,000,000
- Up to 5 properties per loan
- 5-8 unit residential
- 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 and 10/6 ARMs (Adjustable Rate Mortgages): 30-year term loans, with or without partial IOs
- 30-year FRM (Fixed Rate Mortgage): 30-year term loans & loan amount ≤ \$2MM
- 30-year FRM: 30-year amortization
- 5/6 ARM IO: 5-year interest only period + 25-year amortization
- 7/6 ARM IO: 7-year interest only period + 23-year amortization
- 10/6 ARM IO: 10-year interest only period + 20-year amortization

STATE RESTRICTIONS

- All US, except MN, ND, SD, UT & VT

MAXIMUM LTC FOR C/O REFI LOANS

- Subject to LTV limits:
- 80% if property purchased < 6 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)

DEBT SERVICE COVERAGE RATIO (DSCR)

- 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
- 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
- Mortgage payment: Initial payment amount at close
- Minimum NCF DSCR of:
 - Top or standard market: 1.20x
 - Small market 1.30x
 - Very small market: 1.40x

RESERVES/ESCROWS

At closing:

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Ongoing monthly:

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