

Dated information email for current terms.

CommercialLoans@WelchCoRealty.com

Fractured Condo, Scattered Single and Multi-Family Portfolios

	Acquisition Financing	Rented Stabilized Portfolios
Interest Rates	Starting 8%	Starting at 5.5%
Loan Amount	Up to 80% of Cost 1:25 DSC Minimum	Up to 75% LTV 1:20 DSC Minimum
Term	12-24 Months	5-10 Years
Loan Amount	\$1M to \$50Million	\$500K to \$100Million
Closing Times	3-4 Weeks	4-6 Weeks
Recourse:		NONE
Loan Cost:		1.5% under \$3M, 1% over \$3M
Assumable		YES
Appraisals BPO		required for values over \$250,000 for values under \$250,000
Underwriting Cost		\$200/property for all due diligence
Lender Legal Costs		5,000 (\$2,000 for loan amounts under \$1M)
Pre-Payments:	5 year is 4.5 years yield maint, 10 year is 9.5 years yield maint.	
Sell offs:	Each property assigned a loan amount and is paid off at 120%. Loans above \$5M we can substitute assets to avoid prepays	

(*1) Actual gross loan amount will be based lesser of LTV, 1:35-1:25 DSC and other considerations. All net loan proceeds must be used to retire current debts, pay financing costs and fund reserves, in addition to all hard and soft costs.

(*2) Rate depends on market conditions at time of rate lock.

(*3) Budget costs will vary with each individual loan. Includes borrower's costs for legal, audit, survey, title, recording charges, lender's legal counsel, etc. Transaction costs are normally reimbursed out of loan proceeds. Initial setasides are funded out of loan proceeds.

For more information on this and other programs, email CommercialLoans@WelchCoRealty.com