

Soft Money Product

This product specializes in loans that are highly structured where the borrower can prove they have reserves and financials. Also, the loan is less risky than hard money, but more risk than banks want to take on. This loan covers both residential and commercial purchase and refinance cash out transactions, as well as large rehab and construction loans.

Only Property Types – This Loan Product will Fund

Office
Mixed-Use
Residential
Flagged Hotels

Warehouse
Retail
Light Industrial
Flagged Restaurants

Multi-Family
Storage Centers
Student Housing
Flex Space

Soft Money – Bases Docs Needed for Pricing:

Loan Summary – Project Details C = Construction

- ☐ Loan Summary Spelling Out all Details of the Loan including Brokerage Commission
- ☐ Pictures of Property or Recent Appraisal

Borrower/Guarantor – All Parties on loan

- ☐ Commercial Application - Guarantor/Signor Only
- ☐ **OR** Personal Financial Statement w/ Full Schedule of REO
- ☐ Mortgage Tri-Merge Credit Reports Only Accepted - Guarantor/Signor Only

Refinance: Cash Out or Construction

- ☐ Leases or Rent Rolls (if rented today) (if applicable)
- ☐ Mortgage Lien Statement(s) to be Paid Off

Purchase: Must be Arms-Length & On The Listing Services

- ☐ Active Purchase Contract
- ☐ **OR** Offer Purchase Contract

Main Guidelines

<u>Nationwide</u>	<u>Soft Money Commercial</u>
Due Diligence	\$8,000 to \$20,000
Investor Site Inspection	Yes
Lending State	Nationwide
FICO Minimum	680 Minimum
Assets/Reserves Min.	2% to 5% Loan Amt
Loan Min/Max	\$2,000,00 to \$75,000,000
Occupancy	Investment/Owner-Use
% Occupied	75% + with Room to 100%
DSCR	Min. 0.90% with room to 1.20%
Transaction Type	Purch & Refi Cash Out
Transaction Type	Construction & Rehab
Experience	Experienced Only Apply
Lien Position	1st Only
Standard Purchase	Up to 70% LTV
Standard Refi Cash Out	Up to 65% LTV
Refi - LTC - Value Add, Stabilized	Up to 65% LTV
Refi - LTC - Construction	Up to 70% LTV
Refi Land with Construction	Up to 50% of Purchase Price
Title	Entity Only
Interest Rates	9.75% to 10.99%
Payment	Interest Only & Amortized
Lender Origination	1.25% to 2.50%
Broker Origination	HUD1 - Broker Protected
Property Types Only	Office/Apartment/Mixed-Use
Property Types Only	Warehouse/Retail/Storage
Builder/Landlord Experience	Recent Similar Size Project Required
City MSA Min.	Population 100,000
Valuation	New MAI Appraisal Only
Doc Draw Fee	In Due Diligence
Construction Loan Term	12-18 Months to Perm Financing
Normal Loan Term	Up to 20 Years
Prepay Penalty	Up to 5 Years
Timeframe to Fund	20-35 Business Days

*** Note: No Purchase Construction Loans that are Land Only

*** Note: For All Construction Loans the borrower must be shovel ready at Funding