

11 Capital Finance

Product Sheet

Updated 11/6/2017

11 Capital Finance, LLC provides financing nationwide representing over 110+ specialty lenders offering literally thousands of commercial real estate loan programs and loan variations with billions of dollars to immediately deploy. We specialize in non-bank type loans \$100k or greater. 11 Capital is a full service brokerage coordinating and packaging loan files, placement as well as title insurance, property insurance, realtor, lawyers and more. We act as your “quarterback” and will do everything in our power to get loans closed as quickly and smoothly as possible for our clients. The product sheet is meant to be a guide or a tool only. Pre-approvals issued in 24-48 hours or less. Apply online at www.11capitalfinance.com.

PERMANENT COMMERCIAL REAL ESTATE FINANCING

BANK TYPE LOANS

These types of transactions are not 11 Capital Core niche, but offered as a convenience only.

1. BANK TYPE NON OWNER OCCUPIED

<u>Fico:</u>	Typically 680 +.
<u>Credit:</u>	Letter of explanation for credit dings.
<u>Loan Amortization:</u>	15, 20, 25 & 30-year amortizations, up to 10-year fixed terms; interest only options too.
<u>Loan Terms:</u>	All different types of interest only and fixed options.
<u>Loan Size:</u>	\$750K to \$10M.
<u>Max LTV:</u>	Up to 75% of appraised value or purchase price (lesser).
<u>Debt Service Ratio:</u>	DSCR: 1.25x (UW NOI).
<u>Interest Rate:</u>	4.80-6% (subject to property type & market conditions).
<u>Property Types:</u>	Office, Retail, Industrial, Self-Storage, Single Tenant, Mixed Use, MF 5+, Mixed Use.
<u>Pre-Payment Penalty:</u>	Step Down Prepay, Flat Prepay, Yield Maintenance options.
<u>Use of Funds:</u>	Purchase, Refinance, Refi Cash Out
<u>Lender Processing Fee:</u>	\$2000-\$7500 Processing Fee, Plus Expense Deposit to cover 3rd Party, Legal & Out-of Pocket Expenses for lender.
<u>Territory:</u>	Target top 50 MSA's, but can lend in top 100 MSA's; http://wireless.fcc.gov/wlnp/documents/top100.pdf
<u>Special:</u>	Work with foreign nationals; property can only be 30% owner occupied; non-recourse loans available; can work with lower occupancy properties with a strong cash flow.

20 West Vine Street Suite 575 Lansdale, PA 19446 PHONE: 877-957-4357 Fax 855-420-6207

WEB: www.11capitalfinance.com EMAIL: info@11capitalfinance.com

All materials copy write protected. Written permission is required for any reprint or distribution of said materials.

Required Loan Docs: Executive Summary, Current rent roll, PFS, Tri-merge credit report, Past 3 years tax returns (personal and business if applicable), Past 3 years operating statements & current year to date operating statement, Business Debt Schedule, Pictures of property.

2. SBA 504/7A PROGRAM

Fico: 680+
Credit: Full tri-merge credit report.
Loan Terms: Up to 25 years AM. Different Fixed Options Available
Loan Size: \$100K to \$5M
Max LTV: 90%
Debt Service Ratio: 1.15 DSCR
Interest Rate: Generally around 6.25%
Property Types: Any property that is 51% owner occupied.
Pre-Payment Penalty: 5% for 5 Years
Use of Funds: Acquisition & Refinance's of Owner Occupied Properties/businesses
Territory: Nationwide
Required Loan Docs: Executive Summary, Current rent roll, PFS, Past 3 years tax returns (personal and business if applicable), Past 3 years operating statements & current year to date operating statements, business debt schedule, Pictures of property, Tri-merge credit report.

3. BANK TYPE SPECIAL USE PROPERTY TYPES

Fico: 680 +
Credit: Letter of explanation for credit dings.
Loan Terms: Up to 20-25 years with full fixed options
Loan Size: \$1M to \$16M
Max LTV: Up to 75%
Debt Service Ratio: Case by case
Interest Rate: 5-6%
Property Types: Hotels, Assisted Living, Self-storage, Schools, Day cares, Restaurants (case-by-case), Funeral Homes, Food Processing, Hospitality, Medical/Dental offices, Industrial & Manufacturing (including heavy), and more.
Pre-Payment Penalty: Step Down Prepay, Flat Prepay, Yield Maintenance. Typically step-down prepayment penalties during the fixed rate portion of the loan
Use of Funds: Purchase, Refinance, Cash-Out Refinance
Territory: Nationwide
Required Loan Docs: Executive Summary, Current rent roll, PFS, Tri-merge credit report, past 3 years tax returns (personal and business if applicable), past 3 years operating statements & current year to

date operating statements, business debt schedule & Pictures of property.

4. BANK TYPE MULTIFAMILY

<u>Fico:</u>	Typically 680+
<u>Credit:</u>	Letter of explanation for credit dings.
<u>Loan Terms:</u>	25-30 year amortizations. 3, 5, 7, and 10 fixed options
<u>Loan Size:</u>	\$300K to \$30M
<u>Max LTV:</u>	Up to 75%
<u>Debt Service Ratio:</u>	1.30+
<u>Interest Rate:</u>	4.00%+
<u>Property Types:</u>	Stabilized properties 5+ units, mixed use, mobile home parks, student & senior housing (without an assisted living component).
<u>Pre-Payment Penalty:</u>	Step Down Prepay, Flat Prepay, and Yield Maintenance. Typically step-down prepayment penalties during the fixed rate portion of the loan
<u>Use of Funds:</u>	Purchase, Refinance, Cash-Out Refinance
<u>Territory:</u>	Coastal Southern California, San Jose, Salt Lake City, Chicago, San Francisco Bay Area, Boston, Washington DC, Philadelphia, Seattle, Minneapolis/St. Paul, Denver, Portland, NY Metro, New Jersey, Miami, San Antonio, Austin
<u>Special:</u>	Work with Foreign nationals as well but at a lower LTV. Non-recourse loans are offered at a 50% LTV.
<u>Required Loan Docs:</u>	Executive Summary, Current rent roll, PFS, Tri-merge credit report, past 3 years tax returns (personal and business if applicable), past 3 years operating statements & current year to date operating statements, Pictures of property.

5. BANK TYPE COMMERCIAL

<u>Fico:</u>	Typically 680+
<u>Credit:</u>	Letter of explanation for credit dings.
<u>Loan Terms:</u>	25-30 year amortizations. 3, 5, 7, and 10 fixed options
<u>Loan Size:</u>	\$1M to \$30M
<u>Max LTV:</u>	Up to 70%
<u>Debt Service Ratio:</u>	1.30+
<u>Interest Rate:</u>	4.00%+
<u>Property Types:</u>	Retail, Industrial, Office, Mixed-Use, Self Storage and Warehouse.
<u>Pre-Payment Penalty:</u>	Step Down Prepay, Flat Prepay, and Yield Maintenance. Typically step-down prepayment penalties during the fixed rate portion of the loan
<u>Use of Funds:</u>	Purchase, Refinance, Cash-Out Refinance
<u>Territory:</u>	Coastal Southern California, San Jose, Salt Lake City, Chicago, San Francisco Bay Area, Boston, Washington DC, Philadelphia,

20 West Vine Street Suite 575 Lansdale, PA 19446 PHONE: 877-957-4357 Fax 855-420-6207

WEB: www.11capitalfinance.com EMAIL: info@11capitalfinance.com

All materials copy write protected. Written permission is required for any reprint or distribution of said materials.

Special:

Seattle, Minneapolis/St. Paul, Denver, Portland, NY Metro, New Jersey, Miami, San Antonio, Austin

Work with Foreign nationals as well but at a lower LTV. Non-recourse loans are offered at a 50% LTV.

Required Loan Docs:

Executive Summary, Current rent roll, PFS, Tri-merge credit report, past 3 years tax returns (personal and business if applicable), past 3 years operating statements & current year to date operating statements, Pictures of property.

6. 80% Leverage Multi-Family Housing Program

Loan Terms	20 Year Hybrid ARM with initial 5-, 7-, or 10 year fixed rate period 5-, 7-, or 10-year fixed-rate mortgage
AMORTIZATION	Up to 30 years
INTEREST RATES	Start at 3.8%+. (Partial interest-only available. Full-term interest-only on case by case basis).
ELIGIBLE PROPERTIES	Conventional multi-family housing with five residential units or more. Mixed use subject to limitations.
LOAN AMOUNTS	\$1 million - \$5 million
LOAN PURPOSE	Acquisition or Refinance (Cash Out Available)
DEBT SERVICE COVERAGE	1.20x Top 1.25x Standard 1.30x Small 1.40x Very Small
MAXIMUM LTV	80% available in Top and Standard Markets
RECOURSE	Non-recourse with standard carve-out provisions
SPONSOR FINANCIALS	Net worth equal to or exceeding loan amount Liquidity equal to or greater than 9 months P&I prior to closing
RESERVES	Non-recourse with standard carve-out provisions
CREDIT	Minimum FICO score of 650
OCCUPANCY	Minimum 90% occupancy of units for 90 days prior to underwriting

**TAX & INSURANCE
ESCROWS**

Real estate tax escrow not required for transactions with 65% LTV or less Insurance escrows deferred

**REPLACEMENT RESERVE
ESCROWS**

Subject to underwriting conclusions and PCA

7. Large CMBS Loans

Fico: Typically 680+
Loan Terms: 30 year amortizations. 5 and 10-year fixed options.
Loan Size: \$5M to \$250M
Max LTV: Up to 80%
Debt Service Ratio: 1.25+
Interest Rate: Competitive, typically swap-based pricing
Property Types: Multifamily, mobile home park, office, retail, industrial, hotel, self-storage, garage, and other similar property types.

Pre-Payment Penalty: Step Down Prepay, Flat Prepay, and Yield Maintenance. Typically step-down prepayment penalties during the fixed rate portion of the loan

Use of Funds: Purchase, & Refinance

Territory: All US Markets

Special: Borrower must close in a corporate entity. Most loans are full recourse.

Required Loan Docs: Executive Summary, Current rent roll, PFS, Tri-merge credit report, past 3 years tax returns (personal and business if applicable), past 3 years operating statements & current year to date operating statements, business debt schedule, Pictures of property.

BANK ALTERNATE LOANS

Borrowers just missing bank guidelines and 11 Capital Finance Specialty

8. COMMERCIAL ALT 1 "STATED"

Fico: 650 +
Loan Terms: Up to 30 years AM. 3 & 8 yr. fixed options
Loan Size: \$100K to \$5M (Deals under 500k, no DSCR analysis is done!)
Max LTV: 75% Multi-family & mixed-use, up to a 70% LTV on all other property types (-5% for all cash-out, -5% for new borrower).
Debt Service Ratio: 1.25
Interest Rate: Multifamily and Mixed use= 7.75%-8.99%. Other property types= 8.25%-9.49%. Borrower can buy rate down to 6.99%. 1 point fee = .50% rate reduction (Maximum 1%).

Property Types: Multifamily (5+ units), mixed-use, office, retail, warehouse, self-storage, automotive service (no old gas stations or underground storage tanks).

Pre-Payment Penalty: 5% for fixed period

Use of Funds: Purchase, Refinance, Cash-Out Refinance

Asset verification: No asset verification on a refinance. For a purchase the lender asks for 1 month of bank statements to prove the borrower has the down money and associated closing costs. They do not source where the down money has come from.

Territory: Nationwide except Illinois, Michigan, North Dakota, South Dakota, Tennessee & Vermont.

Lender Fee: 1 point

Special: NO TAX RETURNS REQUIRED, All cash out available, Seller second up to 80% CLTV, seller assist 3% of total loan amount, population requirement 25k or 25miles of 100,000 city. No Bk's or short sales for the past two years.

Required Loan Docs: Executive Summary, Current rent roll, 1003, Tri-merge credit report, Past two years operating statements & current year to date operating statements, Pictures of property.

9. COMMERCIAL ALTERNATE 2 "STATED"

Fico: Minimum 600 (under 600 case by case)

Loan Terms: 25 year amortization. Fully fixed for 25 years. Loans under \$100,000 the lender will only do a 15-year Amortization!

Loan Size: \$25K to \$1M. Min property value is 75k.

Max LTV: Typically around 70%

Debt Service Ratio: 1.25+

Interest Rate: 6.5%-10% (Lender just lowered rates to 6.5% for borrowers that have 700+ fico and no bk's, foreclosures or tax liens.)

Property Types: Apartment buildings, mixed use, retail buildings, office buildings, warehouses, auto repair shops, day care businesses, hotels, motels, office buildings; no odd commercial property types. Will Finance 2-4 unit investment properties as well! NO SFR's!

Pre-Payment Penalty: 5 Years, 5% year of total loan amount. Step Down, 5, 4, 3, 2, 1.

Use of Funds: Purchase, Refinance, Cash-Out Refinance

Special: No income verification, all cash out available. CLTV's considered up to 80% on a case-by-case basis. Personal guarantees are required on all loans. No Bk's or short sales for the past two years.

Territory: Nationwide except AL, HI, WV, VT, NV, MI, ND & Cuiahoga Cty OH, & Los Angeles CA. No Cook County, IL!

Lender Free: 1 point

Required Loan Docs: Executive Summary, Current rent roll, 1003, Past two years operating statements & current year-end operating statements, Pictures of property, Tri-merge credit report.

10. COMMERCIAL ALTERNATE 3

Fico: 600 +.

Credit: Letter of explanation for credit dings.

20 West Vine Street Suite 575 Lansdale, PA 19446 PHONE: 877-957-4357 Fax 855-420-6207

WEB: www.11capitalfinance.com EMAIL: info@11capitalfinance.com

All materials copy write protected. Written permission is required for any reprint or distribution of said materials.

<u>Loan Amortization:</u>	30.
<u>Loan Terms:</u>	5, 7 & 10.
<u>Loan Size:</u>	\$200K to 5M.
<u>Max LTV:</u>	Up to 75% of appraised value or purchase price (lesser) for MF properties. 70% max LTV for all other property types..
<u>Debt Service Ratio:</u>	Min 1.25x (UW NOI).
<u>Interest Rate:</u>	On average from 6-8% (subject to market conditions).
<u>Property Types:</u>	Office, Retail, Industrial, Self-Storage, Single Tenant, Mixed Use, MF 5+, portfolio of SFR's -(each property value in the portfolio must be equal to or greater than \$100,000; Minimum loan of \$500,000; properties must be in the same state & same general area).
<u>Pre-Payment Penalty:</u>	Step Down Prepay typically. Ex. 5, 4, 3, 2, 1.
<u>Use of Funds:</u>	Purchase, Refinance, Refi Cash Out.
<u>Territory:</u>	Nationwide besides ND, SD, AK
<u>Lender Processing Fee:</u>	Around \$2,500
<u>Special:</u>	Lender offers 2 different programs for bank alternate customers and one program for bankable loans. All bank loans must be 1.5 million and over. Bank loans in 6% range.
<u>Required Loan Docs:</u>	Loan Registration Form, Rent Roll, PFS, Tri Merge Credit Report, 2 years of most recent Personal and Business Taxes, past 2 years of I&E or P&L reports, Current year-to-date P&L or I&E, pictures of property.

11. 3 Months Seasoning- Rental Property Loan Program

<u>Fico:</u>	620+
<u>Loan Terms:</u>	30 year amortization. 3 or 5 year fixed option. After the fixed period of this loan it does balloon! Lender offers principle and interest payments as well as interest only payments for the fixed periods.
<u>Loan Size:</u>	\$50K and up
<u>Property Value:</u>	There is no minimum property value, but total loan amount between all properties must be 50k
<u>Max LTV/LTC:</u>	75% max. -0 to 3 months - 80% LTC (purchase price plus rehab) loan amount limit -More than 3 months to 12 months - 90% LTC (purchase price plus rehab) loan amount limit -More than 12 months- no LTC limit -For properties owned 12 months or less, LTC limit can be waived if DSCR is 1.5 or higher and borrowers credit is 680 or better
<u>Debt Service Ratio:</u>	1.25
<u>Interest Rate:</u>	6.62% - 7.5% (Typically)
<u>Property Types:</u>	SFR, 2-4 unit, condo, townhome, PUD, MF<20 unit
<u>Seasoning:</u>	Now 3 months. Property must be fully rehabbed and rented out.
<u>Pre-Payment Penalty:</u>	Step Down (5, 4, 3, 2, 1) or (3, 2, 1).
<u>Use of Funds:</u>	Purchase, Refinance, Cash-Out Refinance
<u>Lending Territory:</u>	All states except ID, UT, ND, SD, MN, IA, VT

20 West Vine Street Suite 575 Lansdale, PA 19446 PHONE: 877-957-4357 Fax 855-420-6207

WEB: www.11capitalfinance.com EMAIL: info@11capitalfinance.com

All materials copy write protected. Written permission is required for any reprint or distribution of said materials.

Closing Time Frame: 30 days
Appraisal Cost: \$500-\$600 per property
Lender Points: 1.75 points!
Special: Can be used as a portfolio/blanket loan as long as all properties are in the same town and state. **Secondary financing is not permitted!**

12. 1 - 4 UNIT INVESTMENT PROPERTIES
(NON-PORTFOLIO, NON-OWNER OCCUPIED, NO BLANKET)

Fico: 650+
Loan Terms: Up to 30 yr am. 3 and 8 yr fixed options.
Loan Size: \$75K to \$2M
Max LTV: Max LTV is 70%
Debt Service Ratio: **THERE IS NO DSCR ANALYSIS DONE ON 1-4 UNIT INVESTMENT PROPERTIES. THE LENDER WILL JUST GIVE THE BORROWER 70% OF THE APPRAISED VALUE.**
Interest Rate: 7.49% to 8.75%
Property Types: Residential investment properties only. SFR, condo, townhome, 2-4 units.
Pre-Payment Penalty: 5% of loan amount for the fixed period of the loan
Use of Funds: Purchase, Refinance, Cash-Out Refinance
Asset verification: 1 month bank statement on a purchase. On a refinance there is no bank statements needed most of the time.
Territory: Nationwide except Alaska, Illinois, Michigan, Minnesota, New Hampshire, North Dakota, South Dakota & Vermont.
Lender Fee: Closing fee of \$2,000
Special: NO TAX RETURNS REQUIRED! All cash out available, Seller second up to 80% CLTV, seller assist 3% of total loan amount, population requirement 25k or 25miles of 100,000 city. No bk's or foreclosures for 2 years. **No asset verification on a refinance. For a purchase the lender asks for 1 month of bank statements to prove the borrower has the down money and associated closing costs. They do not source where the down money has come from!**
Required Loan Docs: Executive Summary, Current rent roll, 1003, Tri-merge credit report, leases on property, Pictures of property (inside and out).

13. 1 Month Seasoning- Rental Loan Program

Fico: 660 + (Mid Score needs to be 660 or higher)
Loan Terms: 30 year amortization. 7-year fixed option and a full 30-year fixed option.
Loan Size: \$45K to 2 Million.
Property Value: **Property must be worth at least \$60k.**
Max LTV: 75% domestic borrowers. **(70% LTV if this is a refinance and borrower has owned property less than 12 months)**

20 West Vine Street Suite 575 Lansdale, PA 19446 PHONE: 877-957-4357 Fax 855-420-6207

WEB: www.11capitalfinance.com EMAIL: info@11capitalfinance.com

All materials copy write protected. Written permission is required for any reprint or distribution of said materials.

<u>Debt Service Ratio:</u>	1.2
<u>Interest Rate:</u>	6.5%-8.5% (Typically)
<u>Property Types:</u>	Only 1-4 unit investment properties. Property must be on less than 2 acres of land.
<u>Seasoning:</u>	ONLY ONE MONTH!
<u>Pre-Payment Penalty:</u>	5% for 5 years if you choose the 7 year fixed, 5% for 5 years if you choose the 30 year fixed. All PPP's are a step down. If you want to raise the rate a little the lender will offer a 3 year PPP.
<u>Use of Funds:</u>	Purchase, Refinance, Cash-Out Refinance
<u>Lending Territory:</u>	AL, AR, CA, CO, CT, D.C., FL, GA, IA, IL (Chicago 150k min property value), IN, KY, LA, MA, MD (Baltimore 100k min property value), ME, MI (Can't do Detroit & Flint) MO, MS, MT, NC, NH, NJ, NM, NY, OH (Can't do Cuyahoga County including Cleveland, Dayton), OK, PA (Philadelphia 100k min property value), SC, TN, TX, UT, VA, WA, WI, WV, WY.
<u>Closing Time Frame:</u>	30 business days
<u>Appraisal Cost:</u>	\$500-\$600 per property
<u>Lender Points:</u>	2 points or \$3,500 (whichever higher) on loan amounts under \$175,000. Loans over \$175,000 the lender charges 2 points.
<u>Special:</u>	Loans can close corporate entity or the borrowers personal name. Can be used as a portfolio/blanket loan as long as all properties are in the same town and state. Need 3 properties in order to blanket and loan amount must be \$250,000 or higher for blanket. Secondary financing is not permitted. As of right now this lender does not work with foreign nationals. <u>Lender goes off of 1007 market rents, so the loan can actually close before it is fully rented out.</u>

14. 80% LTV- Rental Loan Program

<u>Fico:</u>	720+ (Lender can do down to 620 but LTV will severely drop!)
<u>Loan Terms:</u>	30 year amortization. 3, 5, 7 and a full 30-year fixed option.
<u>Loan Size:</u>	\$75K to 2 Million.
<u>Property Value:</u>	Property must be worth at least \$75k (each property).
<u>Max LTV:</u>	80% on purchase. 75% on a refinance
<u>Debt Service Ratio:</u>	1.25 (No DSCR analysis performed for borrowers with 640 or higher! If no DSCR analysis is being down add .60 bps to the rate.)
<u>Interest Rate:</u>	6.48%-9.58%
<u>Property Types:</u>	Only 1-4 unit investment properties. SFR, 2-4 Unit Properties, PUDs, Warrantable Condos, and Townhomes. Can do non-warrantable condos.
<u>Seasoning:</u>	6 months
<u>Pre-Payment Penalty:</u>	Yield Maintenance
<u>Reserves:</u>	Borrower must have 6 months of mortgage payments on hand prior to funding.
<u>Use of Funds:</u>	Purchase, Refinance, Cash-Out Refinance

20 West Vine Street Suite 575 Lansdale, PA 19446 PHONE: 877-957-4357 Fax 855-420-6207

WEB: www.11capitalfinance.com EMAIL: info@11capitalfinance.com

All materials copy write protected. Written permission is required for any reprint or distribution of said materials.

Lending Territory: Nationwide besides Alaska, North Dakota, South Dakota, Vermont, Oregon, Nevada and Utah.

Closing Time Frame: 21 days
Appraisal Cost: \$500-\$600 per property

Lender Points: Lender has no points! They only charge a \$1,495 closing fee!
Experience: Borrower needs to own their own home and have 2 other investment properties.

Special: Works with foreign nationals. Can be used as a blanket loan if properties are in same general cities and state. Deals over 1M require 2 appraisals. Borrower cannot have an BK's or mortgage lates in the past 3 years. No tax returns are needed! Property must be fully rehabbed and ready to rent! Lender goes off of 1007 market rents, so the loan can actually close before it is fully rented out, but that reduces LTV to 60%.

15. LARGE PORTFOLIO Program 1

Fico: Recourse options: 680 fico = max 75% LTV. 670 fico = max 70% LTV. 660 fico = 65% LTV. Non-Recourse options: min. credit score is 620 for US citizens. LTV for Non-recourse will be based on overall credit/loan profile. All loans to foreign nationals are considered non-recourse.

Credit: Full tri-merge credit report. No Bk's or foreclosures in past 2 yrs.

Loan Terms: 30 Years Am. 5 & 10 year fixed rate options.

Loan Size: \$700k to \$50M- Lender also requires at least 7 units in the loan

Max LTV: Up to 75% on stabilized, leased properties (for foreign nationals & US Citizens). See details about Fico above.

Min DSCR: 1.15% ** Interest only available at 70% LTV and below, 670 score needed

Interest Rate: 5-6% for Fixed Period

Property Types: SFR, duplex, triplex, 4-unit, townhouse, MF 5-20 units.

Min Property Values: \$50k for 75% LTV, the lender will not currently lend on properties at all that are under a 50k value.

Pre-Payment Penalty: Term: 5-year-term, Yield Maintenance or Step Down: 5-4-3-2-1 (25bps rate add on). Term: 10-year-term, Yield Maintenance or Step Down: 9-8-7-6-5-4-3-2-1 (25bps rate add on). Yield Maintenance Definition- Call protection for the bond investor. Basically if someone sells a property early (or pays off the loan) then the allocated loan amount tied to the specific property is subject to yield maintenance. It is calculated by using the corresponding treasury rate for the remaining term on the loan. So on a 5yr term if after 2yrs

20 West Vine Street Suite 575 Lansdale, PA 19446 PHONE: 877-957-4357 Fax 855-420-6207

WEB: www.11capitalfinance.com EMAIL: info@11capitalfinance.com

All materials copy write protected. Written permission is required for any reprint or distribution of said materials.

they sell a property then they look at the 3yr treasury rate (since there are 3yrs left on the 5yr term) and if that is 1% and the borrower's rate is 6%, then the borrower needs to make up that 5% difference for the remaining 3 yrs. It is a very high penalty with how low treasuries are right now.

<u>Seasoning:</u>	After 90 days of ownership this program will lend off full appraised value.
<u>Occupancy:</u>	10 or more doors = 90%. 5-9 doors = 80%. Multi-unit properties= 85%
<u>Use of Funds:</u>	Purchase, Refinance, Cash-Out Refinance
<u>Territory:</u>	Nationwide Except North Dakota, South Dakota, Alaska & Hawaii
<u>Lender Fee:</u>	1 point
<u>Special:</u>	Cannot lend on manufactured housing. Work with foreign nationals. Release of an individual property will be permitted upon prepayment by borrower of 115% of the allocated loan amount tied to the specific property. Section 8 housing allowed. Loan is assumable with lender approval with a fee of 10k or 1% of loan balance (whichever is higher). No income verification for loans under 2 million. Substitution clause – the borrower could sub out up to 20% of the portfolio with similar properties (same value or better and same rent or better) without incurring the prepayment penalty – now for this option you add .25 to the 5-year term or .15 to the rate on the 10-year option.
<u>Required Loan Docs:</u>	Executive Summary, Data Tape, PFS, Loan application, past two years tax returns on deals above 2 million (personal and business if applicable), Leases on all properties, Pictures of property, Tri-merge credit report, all corporate docs on new corporate entity that will be formed.

SHORT TERM COMMERCIAL REAL ESTATE FINANCING

REHAB/BRIDGE LOANS

Another 11 Capital Finance Core Niche

16. Rehab Line of Credit Program

Fico: 620+

Loan Terms: 9-12 months, interest only

Loan Size: \$100,00-7.5 Million

Max LTC: Lender will finance generally 80% of the total project cost as long as the loan amount does not exceed 65% of the ARV. For strong and repeat borrower the lender can financing 85% of the total project cost; final loan amount cannot exceed 70% of the ARV (After Repair Value).

20 West Vine Street Suite 575 Lansdale, PA 19446 PHONE: 877-957-4357 Fax 855-420-6207

WEB: www.11capitalfinance.com EMAIL: info@11capitalfinance.com

All materials copy write protected. Written permission is required for any reprint or distribution of said materials.

Interest Rate: 10-13%; Lower interest rates are reserved for repeat borrowers.

Property Types: 1-4 unit investment properties! This includes Single Family Homes, 2-units, 3-units, 4-units, condos and town homes. Multifamily properties from 5-30 units.

Pre-Payment Penalty: None!

Use of Funds: Purchase & Rehab

Experience verification: Borrower needs to have closed at least 3 deals in the past year. Borrower should be a very active real estate investor.

Points: Lender typically charges 1.5 to 2 points

Other Borrower Qualifications: Borrower must always maintain 20% liquidity of the line in bank accounts. Minimum \$250,000 Net Worth. No mortgage lates in the past year. No bk's or foreclosures ever!

Lending Territory: Nationwide with the exception of CA, OR, MN & NV.

Closing Time Frame: 1-2 weeks

Special: This is a transactional line of credit where in order to draw from the credit line a property must be identified and borrower needs to be in a purchase and sales agreement. The line is based off of a 1 to 5 ratio. If the borrower has \$100,000 in their bank accounts, lender will assign a \$500,000 line of credit for their future deals.

17. True Asset Based Bridge Program

Fico: No minimum fico score; but if the borrowers fico is very low the lender needs to understand why.

Loan Terms: 1-3 years, interest only.

Loan Size: \$250,000- 5 Million (lender will go higher on a case-by-case basis).

Max LTV: 65% MAX!

Interest Rate: 10%

Property Types: 1-4 unit investment properties, MF (5+), Office, Retail, Mixed-use, Strip center, Ware house, Light industrial, Improved land 50% LTV.

Pre-Payment Penalty: No PPP!

Use of Funds: Purchase, Refinance and Refi cash out.

Points: 4 points.

Lending Territory: Nationwide besides AK, CA, NV, AZ, MT, ND, SD, IL, MI, TN, AL, VT, NH, MA & NJ

Closing Time Frame: 3 weeks

Extra Notes About Program: Lender will cross collateralize other properties to make the deal work. Lender will work with foreign nationals. **This is an extremely low doc program; Lender does not ask for tax returns or income verification from the borrower.**

18. High Leverage Rehab Programs

90% purchase price, 100% rehab!

Loan capped at 65% of After Repair Value

Minimum down payment 10% of purchase price (plus closing costs)

No limitations on Rehab budget in relation to purchase (rehab can be more than purchase price but would prefer purchase price to be at least 50k)

Minimum FICO 600

Certain adverse background history considered

No prior experience required (although preferred)!

No tax returns required!

20 West Vine Street Suite 575 Lansdale, PA 19446 PHONE: 877-957-4357 Fax 855-420-6207

WEB: www.11capitalfinance.com EMAIL: info@11capitalfinance.com

All materials copy write protected. Written permission is required for any reprint or distribution of said materials.

Deferred interest payments considered!
INTEREST CHARGED ON MONEY AS DEPLOYED!

100% Financing!

Up to 65% LTV based on After Repair Value
No limitations on Rehab budget in relation to purchase (rehab can be more than purchase price but would prefer purchase price to be at least 50k)
Minimum FICO 600
Certain adverse background history considered
Experience requirement: 3 prior projects must be bought and sold in the past 24 months
No tax returns required!
Deferred interest considered!
INTEREST CHARGED ON MONEY AS DEPLOYED!

*******HIGHLIGHTS*******

- The softer side of hard money! Interest rates from 8.99%-10%
- \$100,000 to 5 Million on residential side. Commercial= \$100,000 to 10 million
- Interest only charged on money deployed!
- Lender also does Transactional Funding!
- Lender can handle Auction purchases!
- Lender can handle Sheriff Sales!
- Lender will cross collateralize!
- Can close in 10 days!
- No tax returns required!
- Lending Territory: New Jersey, New York (Westchester County, NYC), Pennsylvania (Philadelphia, Eastern Pennsylvania), Connecticut, Maryland (Baltimore), Delaware

19. Rehab/Bridge Program 2

- Loan Types: First mortgage or deed of trust
- Loan Amounts: \$300,000 - \$25,000,000
- Loan to Value: Up to 65% of Lender appraised value for bridge loans.
- Loan to Cost: For large rehab projects of pure commercial property types the lender will finance up to 65-70% of the total project costs. The borrower needs to come to the table with 30-35% of the total project cost plus be liquid for all closing costs.
- Loan Maturities: 6 to 36 months; extensions available.
- Typical loan is 12 – 24 months, 12% interest rate. Third Party reports must be in and approved by Lender prior to closing. Appraisal service can usually accommodate faster turn times but charge extra for it. Depending on what the borrower wants to pay for appraisal this program can close in around 3 weeks.
- Amortization: Interest only for maturities less than 36 months
- Loan Purposes: Purchase, refinances (rate/term & cash-out), capital improvements, ground up construction and other opportunistic situations.

20 West Vine Street Suite 575 Lansdale, PA 19446 PHONE: 877-957-4357 Fax 855-420-6207

WEB: www.11capitalfinance.com EMAIL: info@11capitalfinance.com

All materials copy write protected. Written permission is required for any reprint or distribution of said materials.

- Properties Types: Non-owner occupied residential (1-4 unit), industrial, multi-family, mixed-use, warehouse, office, funeral homes, retail, hotel, motel, churches (limited amount), and gas stations. This program does not lend against raw land. No MHPs or Golf courses.
- Lending Territory: United States. Does not lend in any place where the city government has collapsed or gone bankrupt they avoid.
- Lender Origination Fee: 1-5%
- Interest Rate: 12-14%
- Will cross collateralize properties.
- Deposit Amount: Enough for appraisal, title, and legal. If the loan doesn't close, any unused deposit amount will be returned.

Docs required:

2 years of tax returns (personal and business), rent roll, Tri-merge credit report, 2 years of P&L Statements or I&E statements, Current year-to-date I&E or P&L, borrower real estate resume, pro-forma on property (if applicable), proof of down money on deal.

20. Nationwide Small Balance Bridge/Rehab Program

- Loan Amount: \$50K – 2.5 million
- LTC (loan to cost): Will fund up to 85% of the purchase price & 100% of the renovations. As long as the loan amount does not exceed 75% of the ARV (after repair value) of the property.
- The average leverage the lender assigns to most deals is an 80% LTV. They usually fund 80% of the purchase price.
- LTV: On bridge loans the lender typically will finance 65-70% of the purchase price. Borrower must come with the remaining down money plus be liquid for other 3rd party closing costs.
- Interest Rate: 10.99%
- Fico: 600+
- Points: 2-3 lender points.
- Term: Typically 12 Months
- Lending Territory: Nationwide besides MN, OR, SD & UT.
- No pre-payment penalty
- Collateral: Non-Owner Occupied Real Estate Only for 1-4 unit investment properties.
- Closing: typically 3 weeks.
- \$1,250 legal fee paid at closing.

21. Small Balance High Leverage Rehab/Bridge Program

Fico: 550+. Yes the lender goes down to 550!

Loan Terms: 12 months, interest only

Loan Size: \$75K to \$6 Million, lender can go higher on a case-to-case basis.

Max LTC: Lender will finance up to 85% of the purchase price and 100% of the construction (done in draws). Loan amount also cannot exceed 70% of the ARV (After repair value) of the property. If borrowers fico is over 600 the lender can possibly go up to 75% of the ARV. If the borrower just needs to purchase a property that does not need rehab

20 West Vine Street Suite 575 Lansdale, PA 19446 PHONE: 877-957-4357 Fax 855-420-6207

WEB: www.11capitalfinance.com EMAIL: info@11capitalfinance.com

All materials copy write protected. Written permission is required for any reprint or distribution of said materials.

the lender can go up to 80% of the purchase price (bridge program).

Interest Rate: 8-12%; Interest rate is determined by investors experience & the leverage they are requesting.

Property Types: Only 1-4 unit investment properties! This includes Single Family Homes, 2-units, 3-units, 4-units, condos and town homes.

Pre-Payment Penalty: None!

Use of Funds: Purchase, Refinance, Cash-Out Refinance & Rehab

Asset verification: Depends on borrowers experience. 1-3 months of bank statements.

Points: 1.5-3 lender points (depends on borrowers credit, experience and deal size)

Lending Territory: CT, CO, FL, GA, IL, KY, MA, MD, MI, MO, OH, PA, SC, TN, TX, VA, WA & WV, **AZ, CA, NC, NJ, NV, NY, OR**

Closing Time Frame: 10 days! Lender typically just orders a desktop BPO, which costs \$299 and does not always do a full appraisal. This is how the deal is able to close so fast! However if we are dealing with a severely damaged or vacant property a full appraisal will be required.

Special: NO JUNK FEES! This loan program is only for bridge and rehab deals. This is not a program for ground up construction.

22. Rehab Loan Program w/ Advance Draw!

Fico: 650+

Loan Terms: 6 & 12 months

Loan Amount: \$75K to \$2.5 Million

Max ARV: Lender typically finances 75% of the purchase price and 100% renovations (renovations are done in draws). The loan amount is capped at 75% ARV!

Interest Rate: 9-12% based on experience.

Property Types: Only 1-4 unit investment properties! This includes Single Family Homes, 2-units, 3-units, 4-units, condos (with HOA approval) and town homes.

Pre-Payment Penalty: None! On 6 month loan the lender wants at least 4 mortgage payments. On 12 month loan lender wants at least 6 months of mortgage payments.

Use of Funds: Purchase, Refinance, Cash-Out Refinance & Rehab, Purchase & Rehab

Asset verification: 2 months of bank statements, 25% Down payment plus closing costs and 10% of rehab budget.

Lender Points: 2

Lending Territory: CA, CO, CT, DC, FL, GA, IL, LA, MA, MD, MI, NC, NJ, NY, OH, PA, TX, VA, WA, WY

Closing Time Frame: 14 days!

Special: This lender allows an upfront draw at closing, which is 15% of the purchase price or as is value if property is already owned! First rehab draw cannot exceed lending over 100% of the purchase price. **Gold borrower:** 6-11 fix and flips or fix and holds completed in past 24 months. Minimum 650 credit score. -85% of purchase price and 100% of rehab. **Platinum borrower:** At least 12 fix and flips or fix and holds completed in past 24 months. Minimum 680 credit score. -90% of purchase price and 100% of rehab.

GROUND UP CONSTRUCTION LOANS

Construction financing is not a core niche of 11 Capital Finance, but offered as a convenience only.

23. Deferred Interest Ground Up Construction/Rehab Program

Loan Amount: \$75,000 - \$350,000

Term: 8 Months + 4 month extension (for every 4 month extension the borrower pays 1 point)

Borrowers Fico: Lender is not fico driven but if the borrower has low fico this will negatively impact the leverage the lender will give them.

Interest Rate: The applicable annual rate will be 4.99% for the first month, increasing 0.50% for each subsequent month, up to a maximum annual rate equal to the lesser of: (i) 7.99% and (ii) the maximum amount permitted under applicable law. Interest will accrue daily on the unpaid principal balance of the Loan. Accrual will be an actual/365 basis. The monthly Interest Rate schedule is tied to the date of the loan agreement. Default interest will be the lesser of: (i) 18% and (ii) the maximum amount permitted under applicable law.

Property Types: Only 1-4 unit investment properties

Max LTV: This lender will finance up to 80% of the construction costs (LTV is based on borrowers ground up experience since 2012. Lender will not count a borrowers ground up construction experience prior to 2012).

Lender Points: 2 points (can be paid at the maturity of the loan!). Broker points must be paid at closing though.

Equity Requirement from borrower: 8-25% of the construction cost (based on borrowers ground up experience). Lender will count the land purchase as part of the borrowers equity requirement into the project.

Recourse: Limited Recourse Possible. Lender will only lend to a US corporate entity; not to individuals.

Lending Territory: Focuses on the east coast. AL, AR, CO, CT, DC, DE, FL, GA, IA, MA, MD, MT, NC, NH, NJ, NY, OH, PA, SC, SD, TN, TX, UT and VA. Coming Soon: IN, KY, LA, ME, MN, MO, OR, WA and WI.

Lot Purchase: The lender wants the borrower to already own the land and have all approved plans and permits. The purchase of the lot will be counted towards the borrowers equity requirement. For repeat borrowers the lender will finance 50% of the lot purchase on a case-to-case basis.

Draws: No cost to the borrower for the first 8 draws (Lender pays for the inspection fee). If borrower needs more than 8 draws, the lender can accommodate, each additional draw will cost the borrower \$150.

Other: Interest and fees can be paid off at maturity. Borrower only pays interest on amounts advanced at that time. Terms are different in TN. The borrower must buy the land first and get all approved plans and permits on the land. The lender will credit the land purchase as part of the borrowers equity requirement. Lender does not have a set liquidity requirement. LENDER WILL LEND ON MODULAR HOMES!

Rehab Loans: This same lender also does rehab loans. **Loan Amounts:** \$100,000-\$350,000. Purchase price of the property must be \$100,000 or more. **Term:** 8 months (4 month extensions available). **Interest Rate:** 9%. **Lender Points:** 1.5%. **LTC:** Lender will finance 80% of the purchase price and 100% of the rehab (rehab is disbursed in draws). **Closing Time Frame:** 2

weeks. **Extra:** Interest and lender fees can be paid at the maturity of the loan. Full recourse loans. If rehabber is new the lender will count the GC's rehabs as experience.

24. 75% LTC Program Construction Program

- Loans are available to Borrowers with excellent to less than perfect credit
- Flexible draw schedules
- Owner and Non-Owner Occupied commercial properties are eligible
- Lender prefers to offer ground up construction loans on 1-4 unit investment properties but will consider commercial properties as well.
- The borrower must be liquid for 25% of the total project cost (plus closing costs). If the purchase price is \$100,000 and the construction is \$100,000, the total project cost is \$200,000. The lender will fund 75% of the total project cost which is a loan amount of \$150,000. The borrower must put the 25% of the total project cost towards the purchase price, so in this scenario 25% of the total project cost is \$50,000, which needs to be put down on the purchase. Be advised the lender does not always offer a 75% LTC, sometimes it is only a 70% LTC
- Up to 18 month terms available (longer terms available on an exception basis)
- Rates: 8.45%-9.95% (Based on overall qualifications)
- Lender Points: 1.5-2 points (Based on the loan amount)
- Land purchase may be included in the construction loan, up to 55% of the lot purchase price.
- Cross collateralization allowed on other properties, if needed, for maximum or greater loan amounts
- Interest only payments based on funds drawn
- Loan amounts from \$100,000 to \$2,500,000
- Loans available in the following states: AK, AL, AR, CA, CO, CT, DE, FL, GA, HI, IA, ID, IN, KS, KY, MA, MD, ME, MI, MO, MS, MT, NC, NE, NJ, NM, NY, OH, OK, OR, PA, RI, SC, TN, TX, UT, VA, WA, WY

25. 80% LTC Ground Up Construction Program

- All credit scores 680 or greater (from all parties)
- No mortgage lates in the past 12 months
- No bankruptcy or foreclosures in the last 3 years
- \$100,000 loan amount minimum
- Minimum liquidity of \$50,000 or \$250,000 net worth
- Borrower must verify one full year of work in the rehab business and one successfully newly constructed property

NEW CONSTRUCTION GENERAL TERMS

- This applies to the lenders lines of credit program as well
- Lender will underwrite and close new construction loans for single family and multi-family properties of up to 30 units.

- The Borrower will contribute the land/lot, which must be fully entitled and developed (in accordance with the proposed project) with all required utilities and road infrastructure. The land must be free and clear of liens.
- Maximum loan amount is the lesser of 80% of the total cost (land and construction) or 70% of completed value. At the lenders discretion they may require a partial or full repayment of the loan if all permits are not obtained within 4 months.
- Loan Term: 9 months, with optional 1 point, 3-month extension.
- Minimum Liquidity – The Borrower shall have liquid assets and will verify 25% of construction expenses.**
- Lender will make new construction loans only to experienced Borrowers that have successfully completed at least 1 new construction project comparable to proposed project.
- No prepayment penalty (3 months minimum interest).
- \$995 processing/underwriting fee (includes appraisal); \$135 doc fee
- Lender Typically charges 2 points for transactions under 1 Million
- Loan amount range from \$100,000 to 5 Million
- Interest Rates range from 10-13%
- Closing Time Frame: Typically 30 days for a ground up construction loan. Can move faster if borrower is very motivated.
- Lending Territory: Nationwide with the exception of a few states

26. 65-70% ARV Ground Up Construction Program

Loan Amount: \$75,000 – No Max

Term: 1-3 years

Borrowers Fico: Borrower must have acceptable personal and business credit. If credit is very low; lender needs an explanation as to why.

Interest Rate: 11.5% typically

Property Types: Only 1-4 unit investment properties. No condominiums. Properties in rural areas, large acreage and properties with roads, which are not fully improved, may be considered with restrictive terms.

Max ARV: This lender lends on the ARV (after repair value) of the property. If the home being built will be worth \$400,000, 70% of that is a \$280,000 loan amount.

Lot Purchase: Can be financed on a case-by-case scenario

Lender Points: 5 points

Lending Territory: Nationwide besides AK and HI.

Experience Requirement: Borrower must be a full time builder. Builder must have built and sold at least 5 homes. **Builder must be the borrower.** Home must be in the size and dollar range of builder's history. Builder must have required licenses; if any.

Other: **Borrower can choose their own appraiser; must be a state certified appraiser!**

Lender does not require title insurance for ground up construction although on rehab loans they do. Construction must start immediately after closing

Rehab Loans: This same lender also does rehab loans. They will lend up to 70% of the ARV on rehab loans. Rehab loans require title insurance. Borrower can still pick their own appraiser for the rehab loans as well.

This product sheet is meant to be a guide or a tool only. Apply online at www.11capitalfinance.com. Pre-approvals issued in 24 hours or less.



11 Capital Finance, LLC is one of the only true full service loan companies in the United States.

What exactly does **Full Service** mean?

You could do your own plumbing, taxes, put on a new roof, and even legal work, but why don't you? Because using a trusted proven professional saves you time, money, and hard life lessons.

It's your time and money. Let the 25 year professionals' work for you!

A full service commercial mortgage brokerage moves a loan from start to finish involved in every facet of a transaction. It is specialized expertise that only comes from years of closing loans. There are many individual parties involved in every commercial loan transaction. Each party with a specific function and skill set. Who are they?

1. Buyers and sellers of commercial properties.
2. Commercial real estate brokers that list and sell properties.
3. Lenders make offers and underwrite to close "their" loan products only.
4. Appraisers that provide value on properties with an appraisal.
5. Title companies research title to make sure there are no encumbrances on properties and are clear to insure with title insurance. They also help facilitate the close between buyer and seller.

20 West Vine Street Suite 575 Lansdale, PA 19446 PHONE: 877-957-4357 Fax 855-420-6207

WEB: www.11capitalfinance.com EMAIL: info@11capitalfinance.com

All materials copy write protected. Written permission is required for any reprint or distribution of said materials.

6. Insurance companies insure.

The others variables and parties that may be involved in transactions;

- Municipalities on zoning issues
- State and local municipalities on tax issues
- IRS
- Foreclosing banks
- Banks that own the property
- Outside attorneys

It is the full service brokerage that acts as the quarterback moving the ball down the field knowing every inch of the loan file and can act fast and efficiently when problems arise 99% of every deal. Knowing a lender is only 5% of any transaction. Having a team that can close is 100% of a transaction. You can do your own taxes, be your own lawyer, do your own plumbing, but why don't you? Having a trained professional by your side on what are typically the largest financial transactions in anyone's life is not only prudent and good business, but vital for success.

What does a full service commercial brokerage do?

1. Loan packaging. Many borrowers do not know how to properly present a loan file to a lender. Statistics show that 50% of deals are turned down because of presentation.
2. Problem solving and offering creative solutions when a borrower is turned down or doesn't know what a best option may be.
3. Present best rates and term options to borrowers with a loan need. Rate is small component. Pre-payment, speed to close, max cash out are all factors. Knowing the best loan for a borrower need at that moment is very specialized.
4. Deal placement with hundreds of options knowing the best and most current lending options nationwide. "Selling" the deals to a lender is often necessary when dealing with unique circumstances such as fair to poor credit, quick close, first time borrowers, etc.
5. Facilitating ordering of appraisal.
6. Facilitating ordering of title.
7. Appropriate document collection to final underwriting. Again packaging of the information is key to close.
8. Coordinating close with all parties including but not limited to realtors, buyers and sellers, title companies, appraisal companies, lenders, and attorneys and more.

Real Examples of why you need a full service brokerage:

- Borrower running out of time on purchase and sales agreement about to lose deposit. The brokerage provides a creative solution by calling the seller for an extension on the buyer behalf.

- Bank selling a property and didn't disclose a sink hole. Brokerage coordinated with title and determined risk too big. Helped borrower find more suitable investment and closed new loan.
- Wind insurance after hurricane. Brokerage coordinated new policy options as first quotes made the loan non-viable to new debt service ratio.
- Law suit mid transaction. Brokerage coordinated every aspect from attorneys to buyer and seller, to realtor, to owning bank to a successful close.
- Existing lender can no longer do loan mid transaction through no fault of borrower. Buyer will lose deposit earnest money. Brokerage issues pre-approval same day with new lender allowing borrower to get an extension to close.
- Borrower starts construction prior owning property. Brokerage coordinates all documents and packages loan properly where it "makes sense" for the lender to close.
- Borrower takes out loans mid transaction lowering fico scores before new close. Brokerages issues new offer and still closes before deadline.
- IRS issue. Brokerage coordinates with the IRS agent to get the payoff request needed to close loan.
- The title company chosen by borrower won't clear title. Brokerage brings in new title company to get clearances to close loan.

CLICK THE SIGN TO JOIN OUR TEAM AND THIS \$500 BILLION DOLLAR A YEAR INDUSTRY! FOR A LIMITED TIME SELECT NET BRANCHES AVAILABLE.

ONLY \$499 SET UP AND \$199 PER MONTH



20 West Vine Street Suite 575 Lansdale, PA 19446 PHONE: 877-957-4357 Fax 855-420-6207

WEB: www.11capitalfinance.com EMAIL: info@11capitalfinance.com

All materials copy write protected. Written permission is required for any reprint or distribution of said materials.