



# Loan Product Overview



Transforming Communities.  
Transforming Lives.

	Pre-Construction		Construction			Stabilized Real Estate		Enterprise Lending	
Loan Product	Pre-Development	LIHTC Revolving LOC	Bridge	NMTC Leverage Loan	Non-Revolving Construction LOC	Construction LOC to Mini-Perm	LIHTC Forward Commitments	Mini-Perm	Hybrid LOC
<i>Purpose</i>	To fund soft costs and fees prior to closing on construction financing.	Line of credit to fund pre-construction expenses for organizations with multiple LIHTC allocations/projects.	Interim funding for future equity installments, soft sources, or other construction period gaps prior to stabilization.	A loan into an investment fund to meet the QEI need for new markets transactions.	A single loan to finance soft and hard costs of a real estate project disbursed on holdback.	Financing for a moderate rehabilitation and stabilization of a property.	Permanent loan committed and rate locked prior to construction, funded at stabilization.	Provides medium term funding to multifamily or another commercial asset class.	A revolving line of credit for projects secured by real estate and business operations in tandem.
<i>Recourse</i>	Full	Full	Negotiable	Full	Full	Full	Carve-outs only	Negotiable	Full
<i>LTV</i>	N/A	N/A	N/A	N/A	N/A	90%	90%	90%	N/A
<i>LTC</i>	75% without credit allocation 90% with credit allocation	N/A	N/A	N/A	85%	85%	N/A	N/A	N/A
<i>DCR</i>	N/A	N/A	N/A	N/A	N/A	1.15x at conversion	1.15x	1.15x	1.15x
<i>Maximum Loan</i>	\$3,500,000	\$6,000,000	\$6,000,000	\$6,000,000	\$6,000,000	\$6,000,000	\$6,000,000	\$6,000,000	\$6,000,000
<i>Minimum Loan</i>	\$250,000	\$750,000	\$500,000	\$500,000	\$500,000	\$500,000	\$500,000	\$500,000	\$500,000
<i>Term</i>	12-24 months	24-36 months	12-48 months	7 years	12-48 months	3, 5, 7 years	17 years	3, 5, 7 years	24 months
<i>Amortization</i>	IO	IO	IO	IO	IO	IO then 20, 25, 30 years at conversion	30, 35 years	20, 25, 30 years, Partial IO	20, 25, 30 years, Partial IO
<i>Prepayment Penalty</i>	None	Non-Utilization Fees May Apply	None	None	None	None	Yield Maintenance	None	None
<i>Draw Period</i>	Ends 60 days before maturity	Ends 60 days before line maturity	Dependent on source being bridged	None	Ends 60 days before maturity	Ends 60 days before maturity	N/A	N/A	Ends 60 days before maturity
<i>Collateral</i>	UCC/Guaranty	UCC/Guaranty	Assignment of committed funding source	CDE ownership interest	1st lien	1st lien	1st lien	1st lien	UCC
<i>Fees</i>	1.50%, \$7,500 flat fee on loans under \$500,000	1.50% - 2% at close & .50% at renewal	1.50%	1.50%	1.50%	1.50% at close at & .50% at conv.	1.50%	1.50%	1.50% - 2% at close & .50% at renewal

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