

Loan Programs for Investment Properties & Commercial Real Estate

PRODUCTS and NICHES

- We can combine several programs for a single borrower to make the ratio work.
- 40-year fixed rate (to reduce payment or DTI)
- 10 year I/O option (we use the IO payment for the DSCR %)
- Asset Depletion: (You can combine doc types with asset depletion)
 - Use remaining assets for extra income, 36 months (If DTI is = or <60%)
 - > 60 DTI we use a factor of 60 months for income.
- 1 yr look back for any docs type.
- 1 year self-employed for licensed professionals. Even tip income
- Foreign National 75% LTV,
- No foreign credit reference letters needed
- ITIN borrower 85% LTV, NON-PERM Resident alien 90% LTV
- NON-Warrantable condo with NO reserves & Cond-Tel
- Multi units Residential up to 8 units
- If you have 3 scores, NO minimum tradeline requirements.
- Use the score of the borrower making the most money ALT DOC
- DSCR use the borrower with the highest middle credit score.
- We don't need rent loss coverage if they have 3 extra months of reserves.
- 100% of rental income for Vacant properties on a DSCR.
- We don't repull credit. Good for 120 days
- 100% gift funds for down payment (5% reduction to LTV max 80%)
 - Gift of equity on alt doc.
 - Gift on Investment purchases + 6% seller contribution
- 6% seller contribution on Inv property & Primary up to 90% LTV
- 3 months reserves 500k & below at 80% LTV or below
- 6 months reserves up to 1.5 million or >80% LTV
- 90% financing up to 2 million. (1.5M for 1st time buyers)
- Unlimited cash out.
- 55% DTI; (80%, 3,500 residual incomes, 680 score, 0X30X48
- ADU Units are acceptable, on SFR and 2-4 units.
- Not permitted units, appraiser must state it was done in a workman like manor & be zoned for it with comps.

Condos

- 0 Reserves if they have 5% Deductible for the HOA – Insurance Policy.
- 10% Deductible for HOA Insurance on Condo's
- No fidelity bond is needed if it's NON-Warrantable.
- 85% LTV INVESTMENT Alt doc. – see next pages
- 80% DSCR financing. Based on rental income: debt service coverage ratio
- 75% Condo Tel
- 75% Foreign national
- 25% for 60+ day lates on Association
- 49% one person/entity owned
- 70% investor concentration for a primary or 2nd home.
- 100% investor concentration for Investment properties.
- 400 minimum SQ/Ft cond tel only.
- NO minimum SQ/Ft for Regular condo
- 1 bedroom and a full kitchen for Condo tel.
- Commercial space up to 35% for warrantable and 50% NON Warrantable.

Loan Solutions for Self-Employed Borrowers

DSCR

- 85% loan to value Purchase
- Loan amount up to \$3 million
- 660 score
- NO Rent LOSS COVERAGE insurance needed with 3 months extra reserves
- DSCR <1% to .75% = 75% loan to value
- **NO RATIO** DSCR < .75%
- Condo Tel DSCR down to .75%
- Foreign National
- Warrantable and NON-Warrantable condo's
- Gift funds allowed. 10% + reserves
- 3 months reserves only.
- 6% seller contribution on inv properties.
- Cash out will be used as Reserves.
- Short-term rentals allowed. 75% LTV 1.15% DSCR
- **2nd MORTGAGE DSCR available.**

DSCR 5-08 units' buildings:

- DSCR 1% minimum (most commercial lenders are 1.25%)
- Up to 2.5 million loan amount
- Up to 75% LTV
- 70% Cash out.
- Interest only Option for the 1st 10 yrs.
- Borrower qualifies with the Interest only payment instead of P&I
- Cash out up to 1 million cash in hand
- 30-day asset verification.
- 6 months reserves up to 1.5 million.
- Cash out can be used as reserves.
- GIFT allowed: borrower must have 10% of own Monies plus reserves.
- Prepays 1-5 yrs.
- 400 Minimum per unit
- Borrower must have experience owning and managing commercial or residential RE for at least 1 yr

BANK STATEMENT ONLY PROGRAM: PERSONAL OR BUSINESS

- Max 90 LTV to 2 million 720 score, may be able to work with 700
- 1st time real estate investors 90% Loan to Value to \$1.5 million
- Super Jumbo's to \$5 million dollars.
- Gift funds and Gift of equity allowed.
- Business funds can be used for Reserves.
- 30-day seasoning for assets
- Min 660 FICO on 80% LTV or less
- Max DTI 50% (55% with an exception).
- 12 or 24-Months of Business, Co-Mingled, or Personal Statements
- Average Deposits over 12 or 24-Months
- Min Ownership: 20% for Personal Statements and 25% for Business

2-MONTHS BUSINESS & P&L

- Min 660 FICO
- Max 80LTV 700 score
- Max DTI 50%
- 2-Months Business minimum (but can use more months to qualify)
- Uses CPA or Tax Preparer P&L Covering 12 or 24 Consecutive Months
- Net Income Divided into 12 or 24-Months = Monthly Qualifying Income
- Account letter needs to attest to have been preparing their most recent tax returns.

Profit to Loss (P&L) only program

- Min 700 score
- Max Loan Amount \$1.5 million
- 80% OO at 700 score
- 75% Investment properties, & 2nd homes
- Company must be open for 2 yrs

ASSET UTILIZATION

- 100% of Checking, Savings and Money Market Accounts, 80% of the Remaining Value of Stocks & Bonds, 70% of Retirement Assets
- **Option 1:** (In Addition to Any Other Income Type) Down Payment, Closing Costs, Required Reserves, and 3-Years of Current Monthly Obligations.
 - **Monthly Income = Net Qualified Assets / 36-Months**
- **Option 2:** Qualified Assets Must be Sufficient to Cover the New Loan Amount, Down Payment, Closing Costs, Required Reserves, and 5-Years of Current Monthly Obligations. **Monthly Income = Net Qualified Assets / 60-Months**

1099 only

- Min 660 FICO
- Max 90LTV
- MAX DTI 50%
- 1-YR or 2-YR Form 1099
- Average Income Over 1 or 2-Years
- Automatic 10% Expense Factor Applied
- Proof of YTD Earnings from either VOE's from contractors, ledgers, bank statements
- **2nd mortgage available.**
- DSCR Investor ok.
- Piggyback or stand alone on 2nd mortgage
- \$50k Up to \$1 million Loan Amount (LA)
- 50% DTI
- 15, 20, 25, 30 Year term available.
- Up to 85% LTV PRIMARY/ 80% LTV 2nd home / 75% Inv

Employed only

VOE ONLY: Verification of Employment Only

- 2 months bank statements to show income being deposited.
- If borrower is on tips, cash deposits are OK.
- One year history with same employer
- 680 Minimum score
- OO 80% LTV max
- No 4506 required.

COMMERCIAL PROPERTIES

We can do hard equity deals. 60% to 70% loan to value range. In the next pages we have niche programs based on DSCR and full documentation.



Realty Partners

A KGFA Capital Ventures Inc. company

DSCR (1-4-Unit Investment) Loans

Bank declines into approvals with a DSCR solution.

Easier than a bank.
Opportunities to secure Single Family/2-4-unit investment property loans without providing tax returns.

- Alternative underwriting
- Flexible cash-outs
- Reduced fees available



Eligibility

Borrower: US Citizen, US Permanent Resident Alien

Closing entity: Individual or business

Eligible property types: 1-4-unit attached/detached, short-term rental, warrantable and non-warrantable condos, PUDs

No rural properties

No rehab or deferred maintenance

Long-term financing only (no short term/bridge)

Eligible states: All except ID, HI, MI, MT, ND, NV, SD, VT, WV, WY

Population Requirements: Top 300 MSAs

General Guidelines

Loan Size	\$100,000 – \$2.5 million
Loan Terms	30-year fixed 30-year amortization
Loan Purpose	Purchase, Cash-Out, R/T Refinance
Max LTV	Purchase: 80% Refi: 75%
Min FICO	SFR: 660 / 2-4 Family: 680
Min DSCR	0.75x
Prepayment Fee Options	5% for 5 years (5, 5, 5, 5, 5) 5% for 3 years (5, 5, 5) 5-year declining (5, 4, 3, 2, 1) 3-year declining (3, 2, 1) 1% for 3 years (1, 1, 1) 5% for 1 year 1% for 1 year
UW Methodology	Qualifying income based on property cash flow
Rates	8% to 12% (0.25% = 1 point cost)

Portfolio Loan Guidelines

Combine up to 25 properties into 1 loan

Property Eligibility	Min of 3 properties
Loan Size	Max \$6,250,000 total
Min Unit Value	\$100,000

FEES

Appraisal and due diligence fee	
Origination	1 to 3 %
STANDARD	Insurance, Title of Insurance, Legal, processing, etc.

Ready to grow your business with KGFA? Get

Realty Partners
A KGFA Capital Ventures Inc. company

Small-Balance Commercial Loans

This is lending done differently.

Let our experts help you secure flexible commercial mortgage financing on loans from \$100K to \$2MM.

- No tax returns required
- Flexible cash-outs
- Wide range of eligible real estate
- Fixed and variable rates



General Guidelines

Loan Size	\$100,000 – \$2.5 million
Loan Terms	30-year fixed 5-year ARM
Amortization	15, 25, 30
Loan Purpose	Purchase, Cash-Out, R/T Refi
Max LTV	Purchase: 80% Refi: 75%
Min FICO	650
Min DSCR	Investor: 1.15x Owner-Occupied: 1.2x Global
Prepayment Fee Options	5% for 10, 7, 5, or 3 years 5-year declining (5, 4, 3, 2, 1)
UW Methodology	Investor: Property DSCR Owner-Occupied: Global DSCR
Rates	8% to 12% (rates may vary at any time)

Eligibility

Borrower: Individual or business entity

Eligible property types: Multifamily, Mixed-Use, Retail, Office, Light Industrial, Automotive, Mobile Home Park, Warehouse, Self-Storage, Restaurant/Bar, Daycare Center

No rural properties

Stabilized properties only (75% occupancy with no rehab or deferred maintenance)

Long-term financing only (no short term/bridge)

Eligible states: All except ID, HI, MI, MT, ND, NV, SD, VT, WV, WY

Population Requirements: Top 300 MSAs

FEES

Appraisal and due diligence fee

Origination	1% to 3%
Standard	Insurance, Title of Insurance, Legal, processing, etc.