

X. HUD LOANS (\$1,000,000 to \$100,000,000)

Apartment Complexes * Nursing Homes * Assisted Living Facilities * Mobile Home Parks

FINANCIAL RESOURCES has special programs to allow you to close Grade "A" apartment complexes, nursing homes, assisted living facilities and mobile home parks at some incredible terms. By giving us your leads on these types of properties, when the loan amount is greater than \$1,000,000, we can turn them into closed files, translating into more commissions for your company. We can offer these special loans through a government assisted HUD (Housing and Urban Development) loan program. Although there is plenty of government red tape that has to be dealt with, the end result of a closed loan will be extremely beneficial to the borrower as well as profitable to you.

Please note: *Financial Resources* makes loans for as little as \$200,000 and can do so on apartment complexes, nursing homes, assisted living facilities, and mobile home parks, as well as dozens of other property types. However, the terms on loans between \$200,000 and \$1,000,000 and other loans outside of this government assisted program, although possibly favorable, will be significantly different from what are listed on this page.

The program provides capital to apartment complexes, nursing homes, assisted living facilities, and mobile home parks for new construction and rehabilitation as well as purchasing and refinancing. All you have to do is fax us a completed Apartment and Nursing Home Loan Application and gather some documents and we will do the rest. We will sign a non-circumvention agreement with you and work directly with the borrower. When the loan closes, you will receive a referral fee of one-quarter (1/4) point (this is the maximum fee allowed). The minimum loan amount is \$1,000,000, which translates into a \$2,500 commission for you. Thus, if you were to submit a \$20,000,000 deal to us, your commission would be \$50,000 upon a successful closing.

Summary of Loan Programs:

A. Loan Program for NEW CONSTRUCTION or SUBSTANTIAL REHABILITATION / EXPANSION

(Provides both construction and permanent financing in one loan)

- * Loan Amount: Minimum Loan \$1,000,000 in New England, \$2,000,000 elsewhere
- * Maximum Loan to Value: 90% (Must have at least a 10% cash down payment. NO seller seconds allowed)
- * Interest Rate: 6% - 7% Fixed (this is subject to change based on market conditions)
- * Term: 40 Years (No Balloon)
- * Amortization: 40 Years
- * Recourse: None (no personal signature required, however, the principal must have good credit)
- * Assumable: Yes

B. Loan Program for PURCHASE or REFINANCE

(Long term, fixed rate, no balloon, non-recourse, assumable)

- * Loan Amount: Minimum Loan \$1,000,000 in New England, \$2,000,000 elsewhere
- * Maximum Loan to Value: 85% (no seller seconds allowed) (must have a 15% down payment)
- * Interest Rate: 6% - 7% Fixed (this is subject to change based on market conditions)
- * Term: 35 Years (No Balloon)
- * Amortization: 35 Years
- * Recourse: None (no personal signature required, however, the principal must have good credit)
- * Assumable: Yes

On the next page you will find the APARTMENT COMPLEX AND NURSING HOME LOAN APPLICATION. It is important that you and the borrower follow the instructions carefully and provide us with all of the requested information. An incomplete application will result in a delay in responding to you and your borrower.

Apartment Complex / Nursing Home / Assisted Living Facility / Mobile Home Park HUD Loan Application
Financial Resources: Phone (918) 307-2003 Fax (918) 307-2103

1)

Date:	Broker name/ phone/ fax/ e-mail:
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2) Loan Type: **New Construction / Acquisition (purchasing) / Rehabilitation / Refinance** (Circle One)

3)

Apartment Complex Name:

3)

Nursing Home/ Assisted Living/ Mobile Home Park Name:

4)

Property Address:

5)

Contact Person:	Phone/fax/e-mail
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6) **Refinance Information:** (If applicable)

7) **Purchase Information or New Construction**

Property Value: \$
Date Property Purchased:
Gross Income per tax return: \$
Depreciation per tax return: \$
Interest expense per tax return: \$
Net Operating Inc. per tax return: \$
Cur. Mtg. Pmt:\$ Interest rate: %
Mortgage Balance: \$
Is there a Balloon or prepay penalty? Yes / No
Original Term/ Remaining term: /
Borrower personal credit score or grade:

Purchase price or total cost to build: \$
Requested Loan amount: \$
Down payment amount available: \$
Borrower Personal credit score or grade:
Net Operating Income (actual or projected) <i>circle one</i> : \$
Annual Expenses (actual or projected) <i>circle one</i> : \$

<p>**Important** Please attach a typed Executive Summary or cover page that explains the detailed goals of the borrower</p>

8) If Property is: Nursing Home/Assisted Living Facility, total number of Beds? _____
 Apartment Complex total number of units? _____
 Mobile Home Park total number of pads? _____

9) **Items Required For Refinance, Purchase or Rehabilitation Loans:**

- The last 3 years of Income and Expense Statements on the property;
- The last 3 years tax returns on the property. If this is a purchase, we need the SELLER'S tax returns on this property;
- List of improvements or equity that has gone into or will go into the property;
- If this is a purchase then we need to see proof of source of down payment;
- List of repairs or improvements, with a cost breakdown, that are planned for the property;
- Summary of all mortgages, liens and/or major payables they would like to pay off with the refinance.
- Credit Authorization form so we can pull credit PERSONALLY on all borrowers who own 20% or more of property
- Personal Financial Statement on all borrowers who own 20% or more of the company or property

10) **Items Required For New Construction Loans:**

- Proposed Net Income and Expense Operating Statement on the property for the next 3 years.
- Purchase price of land, Estimated land value, and Opinion of final value upon completion of building
- Simple break down of construction costs.
- Credit Authorization form so we can pull credit PERSONALLY on all borrowers who own 20% or more of property
- Personal Financial Statement on all borrowers who own 20% or more of the company or property