

Entity & Guarantor Requirements

Truly Investor Capital specializes in originating business-purpose loans for qualified, professional investors engaged in the acquisition, construction, and rehabilitation of residential investment properties. This document serves as a guide of current product criteria.

Tier Matrix - Experience Requirements

Experience (last 3 years)	FICO 720+	FICO 680 - 719	FICO 650 - 679	FICO 620 - 649
6+	Tier 1	Tier 1	Tier 2	Tier 3
3-5	Tier 1	Tier 2	Tier 3	Tier 4
1-2	Tier 2	Tier 3	Tier 4	Tier 4
0	Tier 3	Tier 4	Tier 4	Tier 4

Loan Level Leverage Adjustments

Leverage Adjustment		LTV	LTC	ARV
Foreign National	Tier 1	-	-5	-
	Tier 2	-	-10	-
Refinance	Mid-Stream*	-	-5	-
	Cash-Out	-5	-	-5
Property Type	Raw Land	-20	-	-
	Rural*	-10	-15	-10
Min. Loan Amount	\$100k	-	-5	-5
Personal Guaranty (Bad Boy)	Allowed for Tier 1 only	-5	-	-5
Geography**	IL, MI, NJ, MD, NY (5 Boroughs)	-5	-	-5

*Ineligible for Tiers 3 & 4

**Declining Markets (-5% to ARV for Reno & LTV if Bridge loan)

Tier Level Product Leverage Maximums

Tier Level	Max. Borrower Exposure	Product	Max LTV (AS-IS)	Max LTC	Max LTV ARV
1	\$10M	Bridge	80	NA	NA
		Standard	95	95	75
		Extensive	90	85	75
		Construction	90	85	75
2	\$5M	Bridge	75	NA	NA
		Standard	90	85	70
		Extensive	85	80	70
		Construction	85	80	70
3	\$2M	Bridge	70	NA	NA
		Standard	80	80	65
		Extensive	75	70	60
		Construction	70	65	55
4	\$1M	Bridge	65	NA	NA
		Standard	75	80	65
		Extensive	70	65	55
		Construction	65	60	50

Approval Documentation Validity Requirements

Document	Validity Period
Credit Report	120 days
Background Checks	90 days
Certificate of Good Standing	30 days
OFAC	30 days
Certificate of Foreign Qualification	365 days
Investment Property Track Record	Most recent 3 years

Guarantor Requirements

The loan requires a personal warm body guaranty from all members with ownership of $\geq 25\%$ unless otherwise approved by the Credit team.

- Individual or entity with $\geq 25\%$ ownership
 - Entity layers will require an Operating Agreement to determine beneficial interest in the borrowing entity
- If a single individual does not own at least 25% of the borrowing entity, then a personal guaranty is required from individuals that own an aggregate of 25% or more in the borrowing entity
- Bad Boy Carveouts and Corporate Recourse may be considered as an exception from the Truly Investor Capital Management Team
- Non-Owner with direct control of the borrowing entity (Manager or Officer with Binding Authority) who are not Guarantors on the loan will generally require an OFAC and background check determined in Underwriting

Entity & Guarantor Requirements

Eligible Borrowing Entity Types

Permitted: Trust, LLC, Partnership (LP, LLP, LLLP), and/or Corporation (C & S)

- Trust Borrowing entity - Trust Borrowers will be allowed with the following requirements:
 - Inter-Vivos Revocable Trusts only
 - All Grantors and Trustees must be Guarantors
 - Irrevocable Trusts, Land Trusts, and/or Blind Trusts are not eligible

Not Permitted: Sole Proprietor, Retirement Plan (IRA/401k), General Partnerships, Cooperatives, Joint Ventures

Guaranty Types

Full Recourse Guaranty

Limited Recourse with Bad Boy Carveouts

- Also known as “Springing Recourse” provisions, triggers full personal liability for the borrower and/or guarantor if certain prohibited acts occur, including but not limited to:
 - Fraud or intentional misrepresentation
 - Voluntary bankruptcy filings or insolvency actions without lender consent
 - Unauthorized transfers or liens on the property
 - Misappropriation or diversion of rents, insurance proceeds, or reserves
 - Criminal conduct related to the loan or property
 - Failure to maintain the required insurance

Corporate Guaranty

- Full Recourse - The corporate guarantor is liable for the entire debt obligation, regardless of the value or disposition of the collateral
- Limited Recourse - The guarantor’s liability is restricted to certain conditions, amounts, or collateral, but may include bad boy carveouts that trigger full recourse upon specific prohibited acts

Eligible Borrowers

US Citizen, Permanent Resident, Non-Permanent Resident, Foreign National

Non-US Citizen Guarantor Ineligible Country List			
<ul style="list-style-type: none">AfghanistanBalkansBelarusBosnia - HerzegovinaBurma (Myanmar)BurundiCentral African RepublicCrimea	<ul style="list-style-type: none">CubaDemocratic Republic of the CongoEgyptEritreaHaitiHong KongIranIraq	<ul style="list-style-type: none">LebanonLiberiaLibyaMaliNicaraguaNorth KoreaRussiaSaudi ArabiaSomalia	<ul style="list-style-type: none">Sudan & DarfurSyriaTurkeyUkraineUnited Arab EmiratesVanuatuVenezuelaYemenZimbabwe