

# New Construction Loan

## Program Matrix

The New Construction Loan program is designed to support investors and builders undertaking the development of new residential projects from inception through completion.

### Tier Matrix - Experience Requirements

NC 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

### Tier Level Product Leverage Maximums

Tier Level	Max. Borrower Exposure	Max LTV (AS-IS)	Max LTC	Max LTARV
1	\$10M	90	85	75
2	\$5M	85	80	70
3	\$2M	70	65	55
4	\$1M	65	60	50

### 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
Minimum 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)

### Product Overview

Terms	Description
Eligible Collateral	1-4 Units, SFR/PUD, Condo, NW Condo, Townhome, 5-9 Units (exceptions: > 2 acres; Mixed-use)
Loan Type	Business Purpose RTL (Non-Owner Occupied)
Lien Position	1 <sup>st</sup> position lien secured by a mortgage, deed of trust, or other security instrument
Loan Term	12 months - 24 months
Loan Purpose	Purchase, Delayed Purchase, Rate/Term Refinance, Cash-Out Refinance
Ineligible States	NV, ND, SD, VT (AK & HI considered on an exception basis)
Interest Charged	Fixed rate, Interest Only
Interest Reserve	Allowed at Lender's discretion. See definition under section 2.0 of New Construction Guidelines
Reserve Requirement	6 months of interest only payments
Liquidity Requirement	10% of the rehab budget + cash to close + equity shortage
Cost Basis	<b>Seasoned Refinance:</b> As-Is Appraised Value + Remaining Budget
	<b>Unseasoned Refinance:</b> Lesser of (Purchase Price or As-Is Value of the lot) + Remaining Budget
	Teardowns will utilize the lesser of the net purchase price of the existing property or As-Is value of the land
Release Pricing	For loans secured by multiple parcels or properties, partial releases of collateral may be permitted at the sole discretion of Truly Investor Capital. Standard release pricing shall be the greater of: (A) one hundred twenty percent (120%) of the allocated maximum loan amount for the parcel or property being released or (B) one hundred percent (100%) of the net sale proceeds attributable to such parcel or property.

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## Program Matrix

### Product Overview Cont.

Terms	Description	
	1 - 4 Unit Properties	5 - 9 Unit Properties
<b>Minimum Loan Amount</b>	\$100k	\$500k
<b>Maximum Loan Amount</b>	\$5M	\$2M (Tier 3 & 4 ineligible)
<b>Appraisal Requirement</b>	Full Appraisal (URAR, 1025, 1073) CDA may be required	Commercial Narrative CDA may be required
<b>Rural</b>	Allowed for Tier 1 & 2 on exception basis	Ineligible
<b>Prepayment Penalty</b>	Not Applicable	Not Applicable
<b>Contingency Line Item (Budget)</b>	At Lender's discretion, but is typically required on all New Construction loans Minimum of 5% for Tier 1 & 2; 10% for Tier 3 & 4	

### Minimum Property Requirements

SFR	Townhouse	Condo	PUD
600 ft <sup>2</sup>	500 ft <sup>2</sup>	500 ft <sup>2</sup>	500 ft <sup>2</sup>

Properties with more than one unit should provide an average minimum of 500 ft<sup>2</sup> in size.

### Ineligible Property Types

- Manufactured / Mobile Homes
- Any property not permanently attached to a foundation
- Properties that are not in compliance with local zoning regulations, including as reflected on the appraisal or residential evaluation (unless a rebuild letter is provided)
- Properties with known adverse environmental conditions
- Properties with underground oil tanks are not permitted without an environmental assessment
- Properties subject to leasehold - unless typical for the area, lease exceeds the loan term by 35 years, title policy contains a leasehold endorsement, and on exception basis only
- Single Room Occupancy (SRO's)
- Efficiency studio apartment dwellings
- Rural properties (see definition)
- Total or partially condemned properties
- 2+ acres - unless typical for area
- Assisted Living
- Condotels
- Orchards
- Co-ops / Timeshare Hotels
- Boarding Houses
- Homes on Native American Reservations
- Equestrian Properties
- Areas where homes are boarded up, vacant, or abandoned within a 2-block radius
- B&B
- Lava zones
- Unique / Log / Dome Homes
- Fractional Ownership
- Farms
- Vineyards
- House boats
- Property under construction
- Multi-family 10+ units
- Properties with structural issues
- Commercially Zoned Properties (Office, Industrial, etc.) or illegal use under the zoning regulations