



Credit Product Offerings

PRIVATE MONEY LOANS	
LOAN AMOUNT	\$3 Million to \$50 Million
PROPERTY TYPES	ALL (Including Industrial)
LOAN -TO-VALUE	65% (Can be higher depending on ARV) - Lend off APPRAISED VALUE not just purchase price
INTEREST RATE	8-14%
ORIGINATION FEE	3-7%
AMORTIZATION	Interest Only
TERM	12-24 Months
PREPAYMENT PENALTY	0-12 Months Guaranteed Interest
RECOURSE	Case by case

USDA Lending Products	
LOAN AMOUNT	\$1 Million to \$25 Million
PROPERTY TYPES	Nationwide in USDA eligible zones.
LOAN TYPE	Refi and Purchase, and new construction
LOAN TO VALUE	75% of the acquisition cost and 100% of the rehab cost
INTEREST RATE	Prime +/- 2.75%
AMORTIZATION	10-30 years
LOAN TERM	10-30 years
PREPAYMENT PENALTY	10 Year Step-down
FICO	650 or Better

SBA/USDA LENDING	
LOAN AMOUNT	\$1 Million to \$5 Million
PROPERTY TYPES	Refi and Purchase, ground up and Rehab
LOAN TYPE	Loan type: Refi and Purchase, ground up and Rehab
LOAN TO VALUE	Loan to value: 90% (can be higher depending on other collateral factors)
INTEREST RATE	WSJ Prime +/- 2.75% (6.25% as of today)
AMORTIZATION	10 years or 25 years
LOAN TERM	10 years or 25 years
PREPAYMENT PENALTY	5-3-1 or None
RECOURSE	Yes

Land Loan/Development Product	
LOAN AMOUNT	\$2,000,000 - \$35,000,000 (can go higher case by case)
PROPERTY TYPES	Land or built real estate
LOAN TYPE	Refi or Purchase, (Horizontal or vertical construction)
LOAN TO VALUE	50-85%
LOAN TO ARV	65% (max allowable)
INTEREST RATE	12%
TOTAL FEES	8-12%
AMORTIZATION	interest only
LOAN TERM	12-18 months
PREPAYMENT PENALTY	None
RECOURSE	Case by case



Jackie Vergne
 201-317-1228
 jv@picg1.com

Construction Lending	
LOAN AMOUNT	\$3,000,000 - \$50,000,000
PROPERTY TYPES	ALL (including industrial)
LOAN TYPE	Refi and Purchase, ground up and Rehab
LOAN TO VALUE	65% (can be higher depending on ARV)
ORIGINATION	2-4%
INTEREST RATE	6-11%
AMORTIZATION	Interest Only
LOAN TERM	12-24 Months
PREPAYMENT PENALTY	12 months guaranteed interest
RECOURSE	Case by case

Mezzanine/Subordinate Lending	
LOAN AMOUNT	\$3,000,000 - \$25,000,000
PROPERTY TYPES	ALL (including industrial) , NO land
LOAN TYPE	Refi and Purchase, (must have cash flow)
CLTV:	85-90%
INTEREST RATE	11-18%
AMORTIZATION	30 Years
LOAN TERM	3-5 years
Prepayment Penalty	Yield Maintenance

CMBS	
LOAN AMOUNT	\$3,000,000 - \$40,000,000
PROPERTY TYPES	ALL (including industrial) must have credit tenants
LOAN TYPE	Refi and Purchase, no construction
LTV	50-80%
INTEREST RATE	4.75-5.5%
AMORTIZATION	30 Years
LOAN TERM	10 years
Prepayment Penalty	5% per year (can be bought down)



Jackie Vergne
 201-317-1228
 jv@picg1.com

EMAIL NECESSARY DOCUMENTS

- Trailing 12 month financials (broken out monthly, if possible)
- Current rent roll (if applicable)
- Construction/Rehab budget if applicable
- Loan request summary (or complete in take form under the loan forms tab)
- Sources and uses of funds
- 5 Year pro forma (if applicable)
- PFS and Resume for the sponsor

TERMS:

Loan amount: see options below
 Loan Type: Land Loan
 Estimated Value: 16.5 million or more
 Rate: 12%
 Term: 12 months
 Amortization: interest only
 Extension: 6 months for a 2% fee
 LTV: 55% of future lot value
 Lender fee: 10%
 Broker fee: 2%
 Recourse: None
 Prepay penalty: none

SOURCES AND USES

USES

Partner buyout: \$5,200,000
 Infrastructure cost: \$2,000,000
 Pool and club house: \$500,000
 Interest reserve: \$1,080,000 (12 months)
 Lender and broker fees: \$1,080,000
 Closing cost: \$140,000 (title/legal/escrow)
 Total: \$10,000,000

SOURCES

Fresh cash: \$1,000,000
 New loan: 9 million

