

	Faith Based and Community Non-Profit	Supportive and Transitional Housing	Affordability Preservation and Production	Workforce Housing	Enterprise-Level Line of Credit
<b>ELIGIBLE BORROWER</b>	<ul style="list-style-type: none"> <li>Faith-based organizations or community non-profit organizations with experienced developer consultant or developer.</li> <li>Borrower assumed to already own/have access to developable property.</li> </ul>	<ul style="list-style-type: none"> <li>Experienced mission-aligned supportive housing developers*</li> <li>Developers partnering with experienced service providers</li> </ul>	<ul style="list-style-type: none"> <li>Experienced mission-aligned affordable housing developers;*</li> <li>Small nonprofit organizations with qualified consultants or experienced housing developers</li> </ul>	<ul style="list-style-type: none"> <li>Experienced non-profit and for-profit affordable housing developers*</li> <li>Less experienced affordable housing organizations, with qualified consultants or more experienced housing developers as partners.</li> </ul>	<ul style="list-style-type: none"> <li>Experienced mission-aligned affordable housing developers with strong in-house property management capabilities or partnerships with outside management companies*</li> </ul>
<b>PROJECT INCOME TARGET</b>	<ul style="list-style-type: none"> <li>0-150% AMI</li> </ul>	<ul style="list-style-type: none"> <li>0-30% AMI for at least 10% of units</li> <li>Remaining units cannot exceed 80% AMI</li> </ul>	<ul style="list-style-type: none"> <li>Maximum of 20% of units at 80-120% AMI</li> <li>Remaining units must be below 80% AMI</li> </ul>	<ul style="list-style-type: none"> <li>Minimum of 20% of units at 80% AMI or below</li> <li>Maximum of 80% of units at 80-150% AMI</li> </ul>	<ul style="list-style-type: none"> <li>80% AMI</li> <li>Mixed income up to 120% AMI will be considered</li> </ul>
<b>PRODUCT TYPE</b>	<ul style="list-style-type: none"> <li>Acquisition</li> <li>Predevelopment</li> <li>Construction</li> <li>Mini-Permanent</li> </ul>	<ul style="list-style-type: none"> <li>Acquisition</li> <li>Predevelopment</li> <li>Construction</li> <li>Mini-Permanent</li> </ul>	<ul style="list-style-type: none"> <li>Acquisition</li> <li>Predevelopment</li> <li>Construction</li> <li>Mini-Permanent</li> <li>Rehab</li> </ul>	<ul style="list-style-type: none"> <li>Acquisition</li> <li>Predevelopment</li> <li>Construction</li> <li>Mini-Permanent</li> </ul>	<ul style="list-style-type: none"> <li>Revolving Line of credit for acquisition, predevelopment.</li> <li>Working capital allowed with acquisition or predevelopment.</li> </ul>
<b>LOAN AMOUNT</b> <small>(larger size evaluated case by case)</small>	Up to \$3 million	Up to \$5 million (transitional) or \$8 million (supportive)	Up to \$10 million	Up to \$7.5 million	Up to \$6 million
<b>ORIGINATION FEE</b>	Determined by each lender	Determined by each lender	Determined by each lender	Determined by each lender	Determined by each lender
<b>INTEREST RATE</b>	Competitive rates, based on underwriting analysis	Competitive rates, based on underwriting analysis	Competitive rates, based on underwriting analysis	Competitive rates, based on underwriting analysis	Competitive rates, based on underwriting analysis
<b>LOAN TERM &amp; PAYMENTS</b>	<ul style="list-style-type: none"> <li>Acquisition: 36 months</li> <li>Predevelopment: 36 months</li> <li>Construction: 36 months</li> <li>Permanent: maturities cannot exceed 8/1/2030</li> </ul>	<ul style="list-style-type: none"> <li>Acquisition: 36 months</li> <li>Predevelopment: 36 months</li> <li>Construction: 36 months</li> <li>Permanent: maturities cannot exceed 8/1/2030</li> </ul>	<ul style="list-style-type: none"> <li>Acquisition: 36 months</li> <li>Predevelopment: 36 months</li> <li>Construction: 36 months</li> <li>Permanent: maturities cannot exceed 8/1/2030</li> </ul>	<ul style="list-style-type: none"> <li>Acquisition: 36 months</li> <li>Predevelopment: 36 months</li> <li>Construction: 36 months</li> <li>Permanent: maturities cannot exceed 8/1/2030</li> </ul>	<ul style="list-style-type: none"> <li>Up to 5 years</li> <li>Interest only periods allowed</li> <li>Clean up provisions may apply</li> </ul>
<b>GUARANTEES &amp; RECOURSE</b>	<ul style="list-style-type: none"> <li>Recourse to borrower</li> <li>Guarantees may be required</li> </ul>	<ul style="list-style-type: none"> <li>Recourse to borrower</li> <li>Guarantees may be required</li> <li>Limited exceptions may be allowed (supportive housing only)</li> </ul>	<ul style="list-style-type: none"> <li>Recourse to borrower</li> <li>Guarantees may be required</li> <li>Limited exceptions may be allowed</li> </ul>	<ul style="list-style-type: none"> <li>Recourse to borrower</li> <li>Guarantees may be required</li> <li>Limited exceptions may be allowed</li> </ul>	<ul style="list-style-type: none"> <li>Recourse to borrower</li> <li>Guarantees may be required</li> </ul>
<b>COLLATERAL</b>	<ul style="list-style-type: none"> <li>First position on real estate</li> <li>May consider second position as long as global LTV does not exceed 100%</li> <li>Predev loans allow up to \$350,000 to be unsecured</li> </ul>	<ul style="list-style-type: none"> <li>First position on real estate</li> <li>May consider second position (supportive housing only) if global LTV does not exceed 150%</li> <li>Predev loans allow up to \$350,000 to be unsecured (supportive housing only)</li> </ul>	<ul style="list-style-type: none"> <li>First position on real estate</li> <li>May consider second position if global LTV does not exceed 100%.</li> <li>Predev loans allow up to \$350,000 to be unsecured</li> </ul>	<ul style="list-style-type: none"> <li>First position on real estate</li> <li>May consider second position if global LTV does not exceed 100%.</li> <li>Predev loans allow up to \$350,000 to be unsecured</li> </ul>	<ul style="list-style-type: none"> <li>Discussed on a case by case basis, dependent upon use of proceeds.</li> </ul>
<b>LOAN TO VALUE</b>	Up to 100%	Up to 150% for Supportive Up to 100% for Transitional	Up to 100%	Up to 100%	Dependent upon use of proceeds
<b>AVAILABLE LENDERS</b>	<ul style="list-style-type: none"> <li><a href="mailto:iweisner@capitalimpact.org">iweisner@capitalimpact.org</a></li> <li><a href="mailto:baysfuture@lisc.org">baysfuture@lisc.org</a></li> <li><a href="mailto:andrea.morgan@csh.org">andrea.morgan@csh.org</a></li> </ul>	<ul style="list-style-type: none"> <li><a href="mailto:andrea.morgan@csh.org">andrea.morgan@csh.org</a></li> <li><a href="mailto:iweisner@capitalimpact.org">iweisner@capitalimpact.org</a></li> <li><a href="mailto:baysfuture@lisc.org">baysfuture@lisc.org</a></li> </ul>	<ul style="list-style-type: none"> <li><a href="mailto:iweisner@capitalimpact.org">iweisner@capitalimpact.org</a></li> <li><a href="mailto:baysfuture@lisc.org">baysfuture@lisc.org</a></li> <li><a href="mailto:andrea.morgan@csh.org">andrea.morgan@csh.org</a></li> </ul>	<ul style="list-style-type: none"> <li><a href="mailto:iweisner@capitalimpact.org">iweisner@capitalimpact.org</a></li> <li><a href="mailto:baysfuture@lisc.org">baysfuture@lisc.org</a></li> <li><a href="mailto:andrea.morgan@csh.org">andrea.morgan@csh.org</a></li> </ul>	<ul style="list-style-type: none"> <li><a href="mailto:iweisner@capitalimpact.org">iweisner@capitalimpact.org</a></li> <li><a href="mailto:baysfuture@lisc.org">baysfuture@lisc.org</a></li> <li><a href="mailto:andrea.morgan@csh.org">andrea.morgan@csh.org</a></li> </ul>

\* Experience evaluated based on a variety of factors that may include, but are not limited to: number of years in business, number of projects, success rate of completing projects, and financial sustainability.