

	Faith Based and Community Non-Profit	Supportive Housing	Affordability Preservation and Production	Workforce Housing	Enterprise-Level Line of Credit
ELIGIBLE BORROWER	<ul style="list-style-type: none"> Faith-based organizations or community non-profit organizations with experienced development consultant or developer. Borrower assumed to already own/ have access to developable property. 	<ul style="list-style-type: none"> Experienced mission-aligned supportive housing developers Developers partnering with experienced service providers 	<ul style="list-style-type: none"> Experienced mission-aligned affordable housing developers; Small nonprofit organizations with qualified consultants or experienced housing developers 	<ul style="list-style-type: none"> Experienced non-profit and for-profit affordable housing developers* Less experienced affordable housing organizations, with qualified consultants or more experienced housing developers as partners. 	<ul style="list-style-type: none"> Experienced mission aligned affordable housing developers with strong in-house property management capabilities or partnerships with outside management companies
PROJECT INCOME TARGET	<ul style="list-style-type: none"> 0-150% AMI 	<ul style="list-style-type: none"> 0-30% AMI for at least 10% of units Remaining units cannot exceed 80% AMI 	<ul style="list-style-type: none"> Maximum of 20% of units between 80% -120% AMI Remaining units must be below 80% AMI 	<ul style="list-style-type: none"> Minimum of 20% of units at 80% AMI or below Maximum of 80% of units between 80%-150% AMI 	<ul style="list-style-type: none"> 80% AMI Mixed income up to 120% AMI will be considered
PRODUCT TYPE	<ul style="list-style-type: none"> Acquisition Predevelopment Construction Mini-Permanent 	<ul style="list-style-type: none"> Acquisition Predevelopment Construction Mini-Permanent 	<ul style="list-style-type: none"> Acquisition Predevelopment Construction Mini-Permanent Rehab 	<ul style="list-style-type: none"> Acquisition Predevelopment Construction Mini-Permanent 	<ul style="list-style-type: none"> Revolving Line of credit for acquisition, predevelopment. Working capital allowed with acquisition or predevelopment.
LOAN AMOUNT <small>(larger sizes evaluated case by case)</small>	Up to \$3 million	Up to \$5 million	Up to \$6 million	Up to \$7.5 million	Up to \$6 million
ORIGINATION FEE	Determined by each lender	Determined by each lender	Determined by each lender	Determined by each lender	Determined by each lender
INTEREST RATE	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
LOAN TERM & PAYMENTS	<ul style="list-style-type: none"> Acquisition: 36 months Predevelopment: 36 months Construction: 36 months Permanent: maturities cannot exceed 8/1/2030 	<ul style="list-style-type: none"> Acquisition: 36 months Predevelopment: 36 months Construction: 36 months Permanent: maturities cannot exceed 8/1/2030 	<ul style="list-style-type: none"> Acquisition: 36 months Predevelopment: 36 months Construction: 36 months Permanent: maturities cannot exceed 8/1/2030 	<ul style="list-style-type: none"> Acquisition: 36 months Predevelopment: 36 months Construction: 36 months Permanent: maturities cannot exceed 8/1/2030 	<ul style="list-style-type: none"> Up to 5 years Interest only periods allowed Clean up provisions may apply
GUARANTEES & RECOURSE	<ul style="list-style-type: none"> Recourse to borrower Guarantees may be required 	<ul style="list-style-type: none"> Recourse to borrower Guarantees may be required Limited exceptions may be allowed 	<ul style="list-style-type: none"> Recourse to borrower Guarantees may be required Limited exceptions may be allowed 	<ul style="list-style-type: none"> Recourse to borrower Guarantees may be required Limited exceptions may be allowed 	<ul style="list-style-type: none"> Recourse to borrower Guarantees may be required
COLLATERAL	<ul style="list-style-type: none"> First position on real estate May consider second position as long as global LTV does not exceed 100% Predev loans allow up to \$350,000 to be unsecured 	<ul style="list-style-type: none"> First position on real estate May consider second position as long as global LTV does not exceed 150% Predev loans allow up to \$350,000 to be unsecured 	<ul style="list-style-type: none"> First position on real estate May consider second position as long as global LTV does not exceed 100%. Predev loans allow up to \$350,000 to be unsecured 	<ul style="list-style-type: none"> First position on real estate May consider second position as long as global LTV does not exceed 100%. Predev loans allow up to \$350,000 to be unsecured 	<ul style="list-style-type: none"> Discussed on a case by case basis, dependent upon use of proceeds.
LOAN TO VALUE	Up to 100%	Up to 150%	Up to 90% - 100% LTV	Up to 90% - 100% LTV	Dependent upon use of proceeds
AVAILABLE LENDERS	<ul style="list-style-type: none"> cwilson@capitalimpact.org baysfuture@lisc.org andrea.morgan@csh.org 	<ul style="list-style-type: none"> cwilson@capitalimpact.org baysfuture@lisc.org andrea.morgan@csh.org 	<ul style="list-style-type: none"> cwilson@capitalimpact.org baysfuture@lisc.org 	<ul style="list-style-type: none"> cwilson@capitalimpact.org baysfuture@lisc.org 	<ul style="list-style-type: none"> cwilson@capitalimpact.org baysfuture@lisc.org andrea.morgan@csh.org

* 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.