

AVANA's family of companies is dedicated to helping entrepreneurs and investors grow their businesses. Our vision is to deliver "Capital for a Better Tomorrow™".

Commercial Real Estate Loan Programs

	Construction/Bridge Owner-Occupied	Conventional Owner-Occupied or Investor	SBA 504 Owner-Occupied	Cannabis-Related Owner-Occupied or Investor
Loan Amount	\$2MM - \$30MM	up to \$10MM	up to \$20MM	\$500k to \$7MM
LTV/LTC	70%	70%	up to 90% on qualified projects (CTLV including the 1 st and 2 nd)	up to 55%
Term	up to 36 months	up to 10 years with a 5-year rate reset	10 years	up to 10 years
Amortization	Interest only payments	20 - 30 years	20 - 25 years	20 - 25 years
Interest Rate <small>(depending on credit quality)</small>	1-Month SOFR + 4.5%-6.5%	5-year CMT + 3.0%	5-year CMT + 3.0%	10.5% - 12.0%
Origination <small>(depending on credit quality)</small>	up to 2.0%	1.0% - 2.0%	1.0% - 2.0%	1.5% - 2.5%
Exit Fee	1.0%	N/A	N/A	N/A
Prepayment Penalty	N/A	None	5, 4, 3, 2, 1 declining (minimum requirement)	None
Asset Classes	Hotel, Industrial, Multi-Family, Self-Storage, Grocery-Anchored Retail	All asset classes	All asset classes (must be owner occupied)	Industrial, Retail, Office
Uses of Proceeds	Construction, Acquisition, Refinance, Reposition, Redevelopment	Refinance, Acquisition, Cash Out, Property Improvements	Acquisition, Refinance, Construction	Acquisition, Refinance (no start-ups; 1.30x DSCR Min)
Full Recourse	Yes	Yes	Yes	Yes

UNDERWRITING GUIDELINES:

- Minimum debt service coverage: 1.20 - 1.40x
- Minimum global debt service coverage: 1.00 - 1.20x
 - For Construction, Min GDSC is 0.50x
- Full recourse with personal guarantees from anyone with 20% or more ownership in the borrowing company
- Minimum FICO of the personal guarantors: 680
- Minimum three years of experience
- To calculate these, we collect business and personal financials
- Minimum post-closing liquidity: 5.0% of the loan amount
- A monthly escrow of taxes and insurance
- Fund control / performance bond or completion guarantee required; minimum 10% contingency (for construction projects)

Due Diligence Package For Prequalification

Acquisition | Refinance | Cash Out | SBA | Cannabis



Project | Business

- Purchase contract or Most recent statement on the note to be refinanced
- YTD P&L and accompanying balance sheet
- Most-recent three years of business tax returns
- 3-Yr of income statement projections, if applicable
- Organizational chart of the borrowing entity
- Rent roll / lease agreements, if applicable
- Debt schedule
- Executive summary of the business, to include an overview of the request for financing

Construction | Bridge | Redevelopment | Reposition



Project | Business

- Construction budget
- Settlement statement for the subject land, if applicable
- Three years of income statement projections
- Detailed organizational chart for borrower
- Applicable market data
- Rent roll / lease agreements, if applicable
- Debt schedule
- Executive summary of the business, to include an overview of the request for financing



Personal Guarantors details - For all Loan Programs

- Most-recent three years of personal tax returns
- Most-recent three years of business tax returns for affiliated entities, if applicable
- YTD P&L and accompanying balance sheet for affiliated entities, if applicable
- Resume or link to current LinkedIn bio



Management Company details (if applicable) - For all Loan Programs

- Bio or link to online bio



Trevor Terpening

trevor.terpening@avanacompanies.com
443.244.2504



Chad Witcher

chad.witcher@avanacompanies.com
801.510.5267



Sanat Patel

sanat.patel@avanacompanies.com
213.700.7775

