



## Camargo Group, LLC

### In-Community Rental Home Finance Program

#### Rental Home and Lease – Option Funding

Long Term Rental Home Financing – Used and New Homes

Financing is based upon home only rental payments

- ❖ Loan made to Community Operator’s Retail Home Entity
- ❖ Debt Service Coverage Ratios based on home only rents (minimum 1.35X) (depending on operator experience and collateral age)
- ❖ Loan Terms of 10 to up to 20 years
- ❖ Competitive Interest rates (7.50% - 9.00%)
- ❖ Loan sizes from \$2 million to \$150 million
- ❖ Closing process – Underwriting to closing – 45 days or less
- ❖ Funding fees equal to out of pocket reimbursables plus 1.50% (financeable)
- ❖ Recourse and Non-Recourse structures available
- ❖ Advance rates based upon rental income reach up to 90%+ of NADA for Used Homes/100%+ of invoice cost for New Homes
- ❖ Customized Retail Financing Program for Rental Home Conversions

| Home    | Home Rent | Rate  | Term     | Costs | Home Value | Net Advance to Operator |
|---------|-----------|-------|----------|-------|------------|-------------------------|
| Used SW | \$ 350    | 9.50% | 15 Years | 2.00% | \$ 28,450  | \$ 22,345               |
| Used DW | \$ 575    | 9.50% | 15 Years | 2.00% | \$ 54,250  | \$ 36,710               |
| New SW  | \$ 585    | 9.00% | 20 Years | 2.00% | \$ 58,000  | \$ 48,163               |
| New DW  | \$ 755    | 9.00% | 20 Years | 2.00% | \$ 78,650  | \$ 62,159               |

- ❖ Insurance and Property Taxes must be kept current
- ❖ Operator takes all vacancy/delinquency risk
- ❖ No State Limitations
- ❖ No pre-payment penalty for retail home conversions
- ❖ Assumable in the event of community sales (subject to underwriting)