

	REFINANCE LEASE-UP	ACQUISITION LEASE-UP
<b>PRODUCT DESCRIPTION</b>	Refinancing newly constructed properties.	Acquiring newly constructed properties.
<b>MAXIMUM LTV (AS STABILIZED)</b>	75% (Conventional and Targeted Affordable).	70% (Conventional and Targeted Affordable).
<b>MINIMUM DCR</b>	70% (Seniors Housing with Independent Living and/or Assisted Living).	70% (Seniors Housing with Independent Living and/or Assisted Living).
<b>MINIMUM CASH EQUITY REQUIREMENT</b>	<ul style="list-style-type: none"> <li>1.30x (Conventional and Targeted Affordable).</li> <li>1.35x (Seniors Housing with Independent Living).</li> <li>1.45x (Seniors Housing with Assisted Living).</li> </ul> <ul style="list-style-type: none"> <li>15% (Conventional and Targeted Affordable).</li> <li>20% (Seniors Housing with Independent Living and/or Assisted Living).</li> </ul>	<ul style="list-style-type: none"> <li>1.30x (Conventional and Targeted Affordable).</li> <li>1.35x (Seniors Housing with Independent Living).</li> <li>1.45x (Seniors Housing with Assisted Living).</li> </ul> <ul style="list-style-type: none"> <li>25% (Conventional and Targeted Affordable).</li> <li>25% (Seniors Housing with Independent Living and/or Assisted Living).</li> </ul>
<b>CLOSING</b>	<ul style="list-style-type: none"> <li>1.05x DCR.</li> <li>65% occupied.</li> <li>75% leased.</li> <li>100% of Certificates of Occupancy issued (Conventional and Targeted Affordable).</li> <li>90% of Certificates of Occupancy issued (Seniors Housing with Independent Living and/or Assisted Living).</li> <li>Assisted Living properties must have all required licenses authorizing operations.</li> </ul>	<ul style="list-style-type: none"> <li>1.00x DCR.</li> <li>65% occupied.</li> <li>75% leased.</li> <li>100% of Certificates of Occupancy issued (Conventional and Targeted Affordable).</li> <li>90% of Certificates of Occupancy issued (Seniors Housing with Independent Living and/or Assisted Living).</li> <li>Assisted Living properties must have all required licenses authorizing operations.</li> </ul>
<b>ELIGIBLE BORROWERS</b>	Borrowers must have experience with new construction and/or lease-up properties, and generally have strong financial capacity and real estate management expertise with good performance and credit history.	
<b>LOAN TYPES</b>	<ul style="list-style-type: none"> <li>Fixed- and floating-rate loans.</li> <li>Interest-only (I/O) available during the lease-up period.</li> </ul>	
<b>ELIGIBLE PROPERTY TYPES</b>	<ul style="list-style-type: none"> <li>Well-constructed properties exhibiting strong lease-up trends in good locations and strong markets.</li> <li>Student housing and manufactured housing community transactions are not eligible.</li> <li>Stabilization expected within 12 months of closing.</li> </ul>	
<b>CLOSING DEBT SERVICE ESCROW</b>	An additional 3-month debt service escrow may be required based on the property's actual operations at underwriting.	
<b>RATE LOCK</b>	50% occupied. 60% leased. 60% or more Certificates of Occupancy issued.	
<b>LEASE-UP CREDIT ENHANCEMENT</b>	<ul style="list-style-type: none"> <li>A Lease-Up Credit Enhancement is required for all Lease-Up transactions.</li> <li>The form of the Lease-Up Credit Enhancement will be determined by Freddie Mac.</li> <li>The Lease-Up Credit Enhancement must be at least 5% of the unpaid principal balance (10% if the Lease-Up Credit Enhancement is a guaranty, subject to additional conditions).</li> <li>Release of Lease-Up Credit Enhancement will occur once the property has achieved the required amortizing DCR based on average performance of the past 3 months, net rental income for the past 1 month meets or exceeds the level necessary to reach the required amortizing DCR and has met other standard conditions as set forth by Freddie Mac.</li> <li>If the required DCR is not reached within 12 months, the Lease-Up Credit Enhancement will be used to resize the loan and recast the payments.</li> </ul>	



This sheet sets out the general guidelines of a loan program and is designed solely as an aid to prospective borrowers and other clients. It does not represent or imply a contract or a commitment to lend funds. A commitment to lend funds may only be made by a written letter issued by NewPoint to a prospective borrower. This term sheet is subject to change at any time without notice at the sole discretion of NewPoint Real Estate Capital LLC. Arizona Commercial Mortgage Banker License CBK – 0926535. Nevada Mortgage Company License 5605. California DFPI Finance Law License 603F812. California commercial real estate broker activities are conducted through NewPoint Multifamily Capital Corporation (California Department of Real Estate Broker License No. 01995692, which is a wholly owned subsidiary of NewPoint Real Estate Capital LLC. New York Real Estate Broker Company License No. 10991236549. North Carolina Collection Agency Permit No. 112712. North Dakota Money Broker License MB104168. South Dakota Non-Residential Mortgage Lender License 1140125.ML-NR. To view NewPoint's complete licensing information please visit [newpoint.com/licensing-disclosures](http://newpoint.com/licensing-disclosures).

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